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LIMITED SCOPE GRANT PROJECT AGREEMENT

Between the United States of America, acting through
 the Agency for International Development (AID)

AND

Department of Technical and Economic Cooperation (DTEC)
 (Grantee)

1. Project Title Project Development and Support (493-0249) (NESSI Evaluation - 493-0312)	2. AID Project Number Project Development and Support (493-0249) Grant No. 493-0249-G-SS-8072-00
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The above-named parties hereby mutually agree to carry out the Project described in this Agreement in accordance with (1) the terms of this Agreement, including any annexes attached hereto, and (2) any general agreement between the two governments regarding economic or technical cooperation.

3. Amount of AID Grant \$ 23,000	4. Grantee Contribution to the Project \$ 10,000	5. Project Assistance Completion Date October 15, 1989
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6. This Agreement consists of this title page and
1. Annex A - Project Description
 2. Annex B - ProAg Standard Provisions
 3. Project Proposal: Evaluation Scope of Work

7. For the Grantee Typed Name Mr. Pichet Soontornpipit	8. For the Agency for International Development Typed Name Dr. John R. Eriksson
Signature <i>[Signature]</i>	Signature <i>[Signature]</i>
Title Acting Director-General, DTEC	Title Director, USAID/Thailand
Date September 19, 1988	Date

AID 1330-17 (5-79) - Cover Page

Clearances: TR/ANR: DDeIgado [Signature] date 7/18/88
 O/TR: DClark [Signature] date 9-5-88
 PD/PS: THammann [Signature] date 7/21/88
 O/PROG: JWillis [Signature] date 9/12/88
 O/PROG: PThormann [Signature] date 9/17/88
 O/PP: NEdin [Signature] date 9/17/88
 O/FIN: DFranklin [Signature] date 9/17/88
 DD: SMintz [Signature] date 9/17/88

after revisions

TR/ANR: Kamo [Signature] 9/07/88

PROJECT AGREEMENT

Annex A

PROJECT DESCRIPTION

<p>1. Project Title Project Development and Support (493-0249) (NESSI Evaluation - 493-0312)</p>	<p>2. AID Project Number Project Development and Support (493-0249) Grant No. 493-0249-G-SS-8072-00</p>
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3. This Project consists of:

Project Description:

The NESSI project is a small scale irrigation project designed to develop a replicable system of on-farm irrigation which includes assistance in water management, organized maintenance, improve agricultural practices, organized research and extension at sever of 200 existing reservoirs in Northeastern Thailand.

This Project consists of: The grant funding of a series of evaluative studies and investigations into the NESSI Project, its potential for replication and its future. These special studies will be conducted jointly by U.S. and Thai technical assistance teams over a period of several months. To initiate these activities, this limited scope grant agreement has been made in order that the required technical assistance services for further development of the scope of special studies and the preliminary work on the project evaluation can begin.

4. Special Provisions

1. This agreement is effective on the date of signing and terminates October 15, 1989
2. Funds provided under this grant are to be used to procure technical assistance for the evaluation of the NESSI Project through a "buy-in" to the AID Regional Irrigation Support Project for Asia and the Near East (ISPAN). The funds provided under this grant will be combined on a single PIO/T with bi-lateral funds from the NESSI project (493-0312) to fully fund the evaluative studies. The contracting for technical services will be done with AID Washington assistance.
3. The budget breakdown for this project is as follows:

Technical Assistance	US\$15,000.00
Travel and per diem	7,000.00
Other	1,000.00
Total	<u>US\$23,000.00</u>
	=====

2'

PROJECT AGREEMENT

PROAG STANDARD PROVISIONS ANNEX

A. Reference to 'this Agreement' means the original Project Agreement as modified by any revisions which have entered into effect. Reference to 'cooperating country' means the country or territory of the Grantee.

B. (1) AID will make available the amount specified in Block 3 of this Agreement, as necessary for the Project, as may be further described in Annex A.

(2) The Grantee will make available the amount specified in Block 4 of this Agreement, as necessary for the Project, as may further be described in Annex A. The Grantee will also make, or arrange to have made, additional contributions of property, services, facilities and funds required for carrying out the Project as specified in Annex A.

C. AID and the Grantee may obtain the assistance of other public and private agencies in carrying out their respective obligations under this Agreement. The two parties may agree to accept contributions of property, services, facilities and funds for purposes of this Agreement from other public and private agencies, and may agree upon the participation of any such third party in carrying out activities under this Agreement.

D. Except as otherwise specified herein or subsequently agreed by the parties, all contributions of the parties pursuant to this Agreement shall be made on or before the Project Assistance Completion Date, or amended date. A contribution of goods or services shall be considered to have been made when the services have been performed and the goods furnished as contemplated in this Agreement. Disbursement of funds may take place after final contributions have been made, but AID shall not be required to disburse funds hereunder after the expiration of nine months following the estimated Project Assistance Completion Date (Block 5 of this Agreement) or any amended Project Assistance Completion Date specified.

E. The procurement of commodities and services to be financed in whole or in part by AID may (where so required by AID procedures) be undertaken only pursuant to Project Implementation Orders (PIOs) issued by AID.

F. Unless otherwise specified in the applicable PIO or Project Implementation Letter (PIL), the procurement of commodities imported specifically for the Project and financed with the AID contribution referred to in Block 3 of this Agreement shall be subject to the provisions of AID Regulation 1.

G. Unless otherwise agreed by the parties or otherwise specified in the applicable PIO, title to all property procured through financing by AID pursuant to Block 3 of this Agreement shall be in the Grantee, or such public or private agency as it may authorize.

H. (1) Any property furnished to either party through financing by the other party pursuant to this Agreement shall, unless otherwise agreed by the party which financed the procurement, be used effectively for the purposes of the Project in accordance with this Agreement, and upon completion of the Project, will be used so as to further the objectives sought in carrying out the Project. Either party shall offer to return to the other, or to reimburse the other for, any property which it obtains through

financing by the other party pursuant to this Agreement which is not used in accordance with the preceding sentence.

(2) Any funds provided to either party pursuant to this Agreement which are not used in accordance with this Agreement, shall be refunded to the party providing the funds.

(3) Any interest or other earnings on funds provided by AID to the Grantee under this Agreement will be returned to AID by the Grantee.

I. (1) If AID and any public or private organization furnishing commodities through AID financing for operations hereunder in the cooperating country, is, under the laws, regulations or administrative procedures of the cooperating country, liable for customs, duties and import taxes on commodities imported into the cooperating country for purposes of carrying out this Agreement, the Grantee will pay such duties and taxes unless exemption is otherwise provided by any applicable international agreement.

(2) If any personnel (other than citizens and residents of the cooperating country), whether United States Government employees, or employees of public or private organizations under contract with, or individuals under contract with AID, the Grantee or any agency authorized by the Grantee who are present in the cooperating country to provide services which AID has agreed to furnish or finance under this Agreement, are under the laws, regulations or administrative procedures of the cooperating country, liable for income and social security taxes with respect to income which they are obligated to pay income or social security taxes to the Government of the United States of America, for property taxes on personal property intended for their own use, or for the payment of any tariff or duty upon personal or household goods brought into the cooperating country for the personal use of themselves and members of their families (not including such personal or household goods as may be so by any such personnel in the cooperating country) or if any firm, not normally resident in the cooperating country, is liable for income, receipts, or other taxes on work financed by AID hereunder, the grantee will pay such taxes, tariff, or duty unless exemption is otherwise provided by any applicable international agreement.

J. If funds provided by AID are introduced into the cooperating country by AID or any public or private agency for purposes of carrying out obligations of AID hereunder, the Grantee will make such arrangements as may be necessary so that such funds shall be convertible into currency of the cooperating country at the highest rate which, at the time the conversion is made, is not unlawful in the cooperating country.

K. AID shall expend funds and carry on operations pursuant to this Agreement only in accordance with the applicable laws and regulations of the United States Government.

L. The two parties shall have the right at any time to observe operations carried out under this Agreement. Either party during the term of the Project and for three years after the completion of the Project shall further have the right (1) to examine any property procured through financing by that party under this Agreement, wherever such property is located, and (2) to inspect and audit any records and accounts with respect to funds provided by, or any properties and contract services procured through financing by, that party under this Agreement, wherever such records may be located and maintained. Each party, in arranging for any disposition of any property procured through financing by the other party under this Agreement, shall assure that the rights of examination, inspection and audit described in the preceding sentence are reserved to the party which did the financing.

M. AID and the Grantee shall each furnish the other with such information as may be needed to determine the nature and scope of operations under this Agreement and to evaluate the effectiveness of such operations.

N. The present Agreement shall enter into force when signed. Either party may terminate this Agreement by giving the other party thirty (30) days written notice of intention to terminate it. Termination of this Agreement shall terminate any obligations of the two parties to make contributions pursuant to Blocks 3 and 4 of this Agreement, except for payments which they are committed to make pursuant to noncancellable commitments entered into with third parties prior to the termination of the Agreement. It is expressly understood that the obligations under paragraph H relating to the use of property or funds shall remain in force after such termination. In addition, upon such termination AID may, at AID's expense, direct that title to goods financed under the Grant be transferred to AID if the goods are from a source outside the Grantee's country, are in a deliverable state and have not been offloaded in ports of entry of the Grantee's country.

O. To assist in the implementation of the Project, AID from time to time, may issue PILs that will furnish additional information about matters stated in this Agreement. The parties may also use jointly agreed-upon PILs to confirm and record their mutual understanding on aspects of the implementation of this Agreement.

P. The Grantee agrees, upon request, to execute an assignment to AID of any cause of action which may accrue to the Grantee in connection with or arising out of the contractual performance or breach of performance by a party to a direct U.S. Dollar contract with AID financed in whole or in part out of funds granted by AID under this Agreement.

Scope of Work
for
The Northeast Small-Scale Irrigation Project
Applied Study

I. Project Objectives

The Northeast Small-Scale Irrigation Project (NESSI) is a pilot project which seeks, through a diversified program of construction and institutional support, to increase agricultural incomes in Thailand's most deprived region. The project is being implemented on seven sites dispersed throughout the Northeast Region. These sites are the potential command areas of existing small reservoirs (called "tanks" locally). Roughly 4600 households are being served by NESSI on the seven sites.

Project activities have included:

- o the improvement of deteriorated embankments;
- o the rehabilitation, extension, and improvement of main canal systems;
- o the design and construction of effective on-farm distribution systems;
- o the organization of water user associations to encourage farmer participation in operation and maintenance;
- o the development of training programs for farmers and RTG personnel;
- o the coordination of participating local government agencies; and

- o marketing initiatives in the agro-industrial sector.

As a pilot project, NESSI is expected to be the first, experimental phase of a longer-term initiative of the Royal Irrigation Department. A somewhat modified NESSI approach will eventually be extended to nearly one hundred additional sites in the Northeast.

II. Purpose of the Applied Study

The Northeast Small-Scale Irrigation Project is regarded by the RTG as Stage I in the development of irrigation systems in the region. Stage II will expand upon the NESSI experience both by continuing activities in the original sites that were not completed during the project's life and developing new sites. In any case, there are certain to be changes in approach in all sites in the Northeast during the second stage. NESSI contained a significant construction component, through which main canals were rehabilitated and main ditches and farm ditches were constructed. Phase II is likely to deemphasize construction, by restricting the scope of this activity to the main canals, and will focus on sustaining farmer organizations, operation and maintenance, and marketing linkages.

This applied study of NESSI will serve both to describe and assess NESSI and to set the direction for the next stage. Specifically, it has the following major purposes:

- o to describe and assess NESSI, both in terms of individual elements and as an integrated package;
- o to identify those elements of NESSI (and other irrigation development efforts in the region such as the Lam Nam Oon Integrated Rural Development Project) which ought to be transferred to other potential sites;

- o to establish guidelines for potential activities, presently at only a formative stage in NESSI, such as marketing; and
- o to provide recommendations concerning the modification and institutionalization of NESSI elements suitable for the further development of the seven NESSI sites and for transfer to other sites in the region.

An objective of the NESSI Project was the development of an implementation approach which would provide a replicable model for the rehabilitation of other sites in the Northeast. Following on that objective, an early purpose of this applied study was the delineation of a "NESSI model" for such replication, based on actual project experience. However, during the life of the project, activities focused heavily on construction. There has been initial progress made on coordinating local government offices, organizing water user associations, and encouraging farmer participation in operation and maintenance, but there have been few marketing initiatives. Therefore, the definition of a NESSI model, based on actual project implementation is not yet possible.

In summary, the study team will be responsible for assessing project activities as they stand and suggesting to the RTG the most effective ways in which Stage II might be conducted, both in terms of goals and steps to reach those goals.

III. Background

The 1973 Report on "Water for the Northeast" prepared by the Asian Institute of Technology for the Royal Thai Government's Water Resources Sub-committee points out that the farmers of the Northeast are plagued by unreliable seasonal rainfall and that this is one of the main reasons that the Northeast has the lowest crop yields per area of any region in

Thailand. Most rainfall is lost to the farmers as it quickly percolates through the sandy soils. In the dry season water is scarce. Despite these problems, the report concludes that much of the demand for basic household water requirements could be met through existing water resources and that the first priority for water resource development in the Northeast should be the better distribution of available resources through improvements to existing systems.

There is considerable potential for increasing crop yields in the Northeast that is not being realized due, at least in part, to poor utilization of available water resources. Estimates vary depending on source, but it appears that less than 20% of the Northeast's irrigable area from existing water resources of about 650,000 hectares is actually being irrigated in the wet season, and less than 5% in the dry season.

One of the important resources for irrigation in the Northeast is the more than 200 small to medium sized tanks in the region. RID estimates that these tanks, ranging in size from about 1 million cubic meters to over 20 million cubic meters, command an irrigable area of over 175,000 hectares. However, since most of these tanks have incomplete or deteriorated irrigation systems that are being inefficiently utilized, only a fraction of their potential is being realized.

There are numerous problems in improving the crop production and incomes of farmers within the command areas of these tanks. many existing tanks and their delivery systems require some design modifications and/or considerable rehabilitation as well as extension of their canal systems in order to maximize their water delivery and utilization potential. Construction and/or improvement of the on-farm structures (ditches and dikes) is especially needed in many cases, and construction of related infrastructure such as operation and maintenance roads and farm to market roads can also be important.

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Besides the capital improvement needed to existing tank systems, there are many other constraints that must be overcome before the water available from improved tank systems can be properly utilized to improve agricultural yields. Maintenance of existing systems has been poor and irrigation water, even when available, is generally well managed within the system. Cropping patterns and cultural practices do not maximize returns and cropping intensities are well below the potential. Farmer access to agricultural inputs such as quality extension services, low-cost credit, unadulterated fertilizer, pesticides, seeds, etc. has been generally inadequate. Marketing problems are also important constraints and farmers need assurance of dependable market access and attractive prices before they will invest their money and labor to improve yields.

The NESSI Project sought to establish a sustainable system for increasing the agricultural productivity and income of more than 30,000 rural poor within the potential command areas of seven existing small to medium sized tanks in the Northeast of Thailand. The strategy of the project was to address the major identified constraints to improve productivity in the Northeast Region through a package of consultant assistance, demonstrations, training and construction that would provide:

- o basic infrastructure for reliable delivery of water to farmer's fields;
- o improved arrangement for key RTG agricultural service organizations to deliver their services to farmers;
- o adequate procedures to help link up farmers to necessary agricultural inputs and markets;
- o a strengthened farmer organization structure for managing and maintaining on-farm water delivery; and

- o a system of training/motivating farmers to properly utilize inputs to increase yields and market their crops.

The NESSI Project was expected to yield an implementation approach which would provide a replicable model for rehabilitation of about 100 of the remaining small-medium tanks in the Northeast which have sufficient storage capacity to warrant development. It should be pointed out that the seven tanks selected for the NESSI Project were seven of the ten largest tanks in the Northeast in terms of storage capacity. In fact, the NESSI Project tanks have storage capacities in the range of 15-35 million cubic meters, whereas of the remaining tanks, about 45 have capacities of 3-5 million cubic meters and about 100 have capacities of only 1-3 million cubic meters.

IV. Study Approach

The applied study will be conducted under the guidance of the team leader who will have the responsibility for coordinating the work of all study team members, ensuring the quality of the written report, and presenting results of the study at the NESSI Workshop to be held in mid-October 1989. The team leader will be in-country for two and a half months during the study period and an additional 2 weeks to finalize the report and prepare the presentation for the workshop. Since the team leader will only be in-country for two months of the three month study period, a deputy team leader who is a Thai professional will be selected and will coordinate the study team's efforts during the absence of the team leader.

Given the limited amount of time and resources, it will be impossible to study each of the seven NESSI sites. Thus three sites are recommended based on size and approach which should capture all of the elements envisioned in the NESSI objectives. These sites are Huai Aeng at Roi-et, Huai Khilek at Mukdahan and Lam Chamuak at Nakhon Ratchasima.

Detailed arrangements and organization of the study team will be the responsibility of the Team Leader, but a suggested work schedule is outlined here as a preliminary guide:

Month One

The Study Team members will assemble in Bangkok for a two-day Team Planning Meeting, to be led by a Thailand-based facilitator. The meeting will serve to acquaint all members with the objectives of the study, determine individual responsibilities, and clarify technical and administrative problems. The team will review all documents, including project reports, AIT and other feasibility studies, and RTG evaluations related to NESSI and other relevant development efforts in the Northeast. These documents ought to be assembled by USAID prior to the arrival of the team.

The team, with USAID and RID assistance, will select no more than three of the seven NESSI sites for intensive study. In addition, the team members will visit the Lam Nam Oon Integrated Rural Development Project to identify marketing initiatives and water user group/operation and maintenance activities which might be incorporated into Stage II for medium scale systems development. During this period, the team will visit the sites selected for intensive examination and interview NESSI staff, RTG officials, and farmers. They will jointly determine areas for further investigation which will be followed through during the coming month.

By the conclusion of Month One, the American team member who will participate only during this period will provide a final report to the Team Leader, according to an already agreed to focus. Those team members who will be actively involved during month two will agree on their activities during that period.

Month Two

The three Thai members of the team will participate in the study half-time. Their responsibilities will likely fall into three categories: review and summary translation of Thai documents which will form part of the basis of the final report; review of notes, determination of additional interviews, and preliminary drafting of sections of the final report; and field visits to the selected sites to supplement previous trips. The members will work under the supervision of the Deputy Team Leader.

Month Three

Gathering of the team, including the Team Leader and the three Thai members. The team will make field visits as required, brief USAID and RID on its conclusions and anticipated guidelines for further development activities, and prepare the final report. The team will prepare and submit the final draft report in the form given below which discusses the presentation of results.

Month Four

USAID will review the report and request modifications, as required. The Team Leader and Deputy Team Leader will make any reasonable changes. Their activities, however, will focus on a presentation of the report's findings and recommendations to the NESSI Policy Workshop, which will formally close the project. Their presentation will take one-half to one full day, as agreed to with USAID personnel.

V. Study Team Composition and Level of Effort

The study team will be composed of two American and three Thai specialists:

- Agricultural Economist/Team Leader (American)
- Irrigation Engineer (American or Thai)
- Social Scientist (Thai)
- Agricultural Extension Specialist (American or Thai)
- Marketing Specialist (American or Thai)

Only one of the three latter positions will be filled by an American. The choice will depend upon the qualifications and availability of candidates, although it is likely that the pivotal position of Marketing Specialist will be filled by an American citizen.

A Thai member of the team will be selected as Deputy Team Leader and will provide continuity to the assignment during the period the full team is not in place.

The following chart indicates the projected level of effort of the team members:

<u>Position</u>	/ Month 1	/ Month 2	/ Month 3	/ Month 4 /
Ag. Economist (TL)	=====		=====	=====
Engineer (Deputy TL)	=====	-----	=====	=====
Social Scientist	=====	-----	=====	
Ag. Extension Spec.	=====	-----	=====	
Marketing Specialist	=====			

===== full-time effort

----- half-time effort

This chart is meant to be indicative of anticipated levels of effort based on assumptions that the Deputy Team Leader is an engineer and that an American is identified for the marketing position. The second American team member will participate for one person-month.

VI. Team Member Responsibilities

Agricultural Economist/Team Leader - the responsibilities of the agricultural economist/team leader will include the overall supervision of the study team and the final report. The team leader will organize and coordinate the work schedules of the other team members and determine activities for Thai team members during Month Two. The team leader will also regularly review team progress and directions with USAID and RID to ensure compatibility of objectives and will review and edit, as required, all preliminary and final drafts of the study report to ensure internal consistency and that the report fulfills its goals. With the deputy team leader, the team leader will prepare an oral presentation, with appropriate visuals, for the NESSI Policy Workshop.

The agricultural economist will assess the economic feasibility of the NESSI model. Assumptions on which the project was built will be tested. For example, the Project Paper drafted in 1980 estimated an ERR of 31.41 percent based on a variety of assumptions about cost and benefit streams associated with project activities. Recognizing that not all the pieces of the originally envisaged project fell into place as planned, the agricultural economist should utilize such data as has been generated over the eight years since the project was authorized and reestimate the ERR. The objective would be to reach an overall judgement on whether the NESSI project concept warrants continued investment by the RTG. A part of reaching this judgement would be to determine modifications in project concept that would improve the ERR. In undertaking this task the agricultural economist would work closely with the other specialists on the team.

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The agricultural economist should evaluate the implications for economic and financial feasibility of the NESSI model of the RID decision to only construct and rehabilitate main channels leaving construction and improvement of minors and water courses to the farmers. Specifically, a financial analysis of investment in irrigation ditches and recurrent expenditures in maintaining them the farm unit(s) will be undertaken by the agricultural economist. This work should be undertaken in close consultation with other members of the team.

Irrigation Engineer - the responsibilities of the irrigation engineer will be to review the operations and maintenance programs in the three NESSI sites selected and , in cooperation with the social scientist, identify and define the approaches to O and M which appear to be successful. The engineer should also review the development of main canals, farm ditches and on-farm water distribution systems at the three sites, to describe the design and construction approach used and identify problems which have constrained successful completion of any of the elements. The engineer should work with the social scientist to develop an approach for involving farmers in the design and construction process and recommend how this approach might be applied to the smaller remaining undeveloped tanks in the Northeast. Since current RID thinking implies that no farm ditches would be constructed by RID in these remaining smaller project areas, the engineer should work with the social scientist to develop a recommended approach for mobilization of farmers to construct such facilities.

Social Scientist - As the organization of water user associations will become an increasingly important aspect of irrigation development in the Northeast, the Social Scientist will be responsible for reviewing and assessing NESSI progress in this area. The social scientist will draw upon Thai experiences in organizing such groups, through a careful review of all documentation and personal involvement in research and implementation. Many of the farmers in the sites have no previous experience with irrigation or are relative newcomers to the area.

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Working with this diverse population, NESSI has organized a formal structure for farmer involvement with chaks and hierarchical levels of leadership, closely tied to the physical plan of the system. The social scientist will examine the effectiveness of this participatory approach and its suitability for operation and maintenance and other irrigation activities. Based on extended periods in the selected sites, interviewing farmers and farmer leaders, the Social Scientist will also provide recommendations for Stage II activities. The Social Scientist is expected to work particularly closely with the Agricultural Extension Specialist and the Marketing Specialist.

Agricultural Extension Specialist - The principal responsibility will be to review extension work done under the NESSI project and recommend a plan of action for improving that work in Phase II of the NESSI program. The Agricultural Extension Specialist will be to work with RTG extension specialists at the three sites selected to describe how dry season irrigated crops can best be introduced to the farmer. Most farmers in the command areas now serviced by the systems have little or no experience with irrigated crops during the dry season and a well planned extension program is needed to ensure that farmers fully understand both the options available and the cultural practices required.

The Extension Specialist should also work with the Marketing Specialist to develop a recommended extension program which would introduce farmers to crops with highest market potential and assist them in developing such potential. Approaches should be recommended for both the seven existing NESSI sites and the also remaining smaller sites with development potential in the Northeast. The approaches may or may not be similar in these two cases. In either case, the objective will be to stimulate farmer responsiveness to market requirements.

Marketing Specialist - The creation of marketing linkages between farmers and transporters or factories in the area was a goal of the NESSI Project. It is also certain to be a significant Stage II

objective. The Marketing Specialist will closely examine the experiences of the Lam Nam Oon IRD Project in marketing and assess their suitability for medium scale sites. The existence and availability of markets for dry season crops is still uncertain. The Marketing Specialist will canvas the area and determine various strategies which might be employed both by farmers and transporters/factory owners for establishing either formal or informal linkages. The focus here will be on the creation of sustainable ties between the two sectors to ensure a reliable source of and market for farmer produce. The specialist will be expected to determine the nature of those ties and requirements (credit, for example) to maintain them. Close collaboration between the Marketing and Agricultural Extension Specialists is required.

VII. Presentation of Results

Results of the study will be presented in two formats, a formal written report and an oral presentation to the NESSI workshop.

a. Report--the written report should contain the following sections:

Basic Project Identification Data Sheet

Executive Summary: Three pages, single spaced.

Body of the Report: The report should include, (1) a discussion of the purpose of the study; (2) the economic, social and political context of the NESSI project and replicable sites; (3) team composition and study methods (one -two pages); (4) an assessment of the NESSI project including a description of the NESSI "model" and the strengths and weaknesses of each element; (5) recommended approaches to extend the positive aspects of lessons learned in the NESSI project to other sites in the Northeast; (6) recommendations or strengthening uncompleted

elements of the NESSI project such as market development; and (7) a summary of other findings of the study and overall conclusions. The body of the report should consist of no more than 40 -50 pages with more detailed information regarding methodological or technical aspects of the study placed in appendices.

Appendices: Appendices should include:

- o scope of work of the study
- o bibliography of the study and documents consulted
- o persons interviewed and sites visited
- o other information as noted above

b. Oral Presentation-- the oral presentation should be prepared with quality visuals highlighting findings of the study. The presentation should include:

- o study team composition;
- o study objectives;
- o brief discussion of the approach;
- o summary of the findings of the assessment of NESSI;
- o recommendations for strengthening the marketing component of NESSI; and
- o ecommendations for extension of NESSI concepts to other sites in the region.

The presentation should be approximately two hours in length discussion period should follow the presentation where the presenters can interact in more detail with workshop attendees.

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