



**Agricultural Cooperative
Development International**

50 F Street, N.W. • Suite 900 • Washington, D.C. 20001

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77977

AGRIBUSINESS EXCHANGE PROGRAM for EASTERN and CENTRAL EUROPE

**Grant Number EUR-0024-G-00-1066-00
Quarterly Report
April 1992 - June 1992**

ADMINISTRATIVE DATA

Country: Eastern and Central Europe
Implementing Agency: Agency for International Development
Contractor: Agricultural Cooperative Development International
50 F Street, NW, Washington, D.C. 20001
Date of This report: July, 1992
Date of Last report: April, 1992
AID Project Officer: Dr. James Snell
Date Original Authorization: 7/31/91
Estimated Completion: 8/1/94
Director of Training/Poland: Kathleen Lynch
Employees in CEE: Two (Poland : 1 U.S., 1 Polish)
Project Office Address/Poland : 26 Jasna, p. 301, 00-54 Warsaw,
Poland; Phone: 48 22 26-39-13 Fax: 48 22 26-51-42

PERFORMANCE DATA

I. Project Purpose and Progress Toward Objective

The purpose of the project is to increase the efficiency and the effectiveness of the production and business sectors of the agricultural economies of Central and Eastern European countries. The objectives are to provide training in management, financial and technical skills to agriculturalists and the staff of rural credit institutions; and to extend the benefits of Farmer - to - Farmer programs and other ACDI technical assistance projects in CEE. Thus far, the project has provided training in the United States for 61 participants from five countries (Poland, Czech and Slovak Federal Republic, Albania, Lithuania and Latvia). Approximately 350 agriculturalists and bankers have received training through in-country workshops in Poland, Estonia, and the Czech and Slovak Federal Republic.

II. Situation

The Agribusiness Exchange Program currently provides training in Poland, Czech and Slovak Federal Republic, Bulgaria, Albania, Latvia, Lithuania, and Estonia. Training activities will be initiated in Fall, 1992, in Romania. In all of these countries, the agricultural sector will play a key economic and political role in the transition from a planned to a market economy. Each of these countries faces some common problems: unresolved land tenure issues; control of farm supply, agricultural marketing,

and food processing by inefficient state enterprises; lack of agricultural credit; and lack of trained individuals with skills in management and marketing. However, there are also significant differences in the pace of privatization and the particular problems each of these countries face. For example in Poland more than 80% of productive land remained in the hands of small farmers, while in the Baltics and Bulgaria, land was expropriated by the State and farmed in large collectives.

III. Implementation Methodology

In order to achieve the project objectives, the following methodology is employed:

Assessments:

- * Initial needs assessments or quick survey assessments are conducted in targeted countries to ascertain needs and resources. In response to AID directives and within budget constraints an implementation plan is developed.

Participant Training Selection:

- * A training candidate selection process is determined for each of the targeted countries.
- * ACDI works closely with VOCA to identify candidates and to prioritize their training needs. Previous participants also make recommendations. Site visits are made to candidates place of employment to ensure that supervisors support the training.

Participant Training:

- * ACDI arranges training programs that range from three weeks to two months, but average four weeks. Programs are designed to meet the specific needs of participants and may include study/observation tours, seminars, and on the job training.
- * ACDI's subcontractor, Land O'Lakes, arranges four month internships in various agribusiness areas for twelve participants annually.

In - Country Training:

- * Land O'Lakes conducts 12 courses annually in cooperative organization, marketing, management, and technical areas.
- * ACDI conducts training for rural credit institutions in cooperative business practices, financial systems, capitalization and other topics for rural credit

institutions.

Follow - On:

- * ACDI conducts periodic follow - up evaluations to assess the impact of training.
- * ACDI facilitates regular meetings of training groups; organizes seminars; and involves participants in planning future training programs and identifying training candidates.

IV. Progress

During this quarter, a total of 37 participants received training in the United States; and three in-country training workshops were held in CEE. Details of programs follow:

POLAND

U.S. Participant Training:

Five senior managers from the dairy sector completed a three-week training program (April 25 - May 19) at the University of Minnesota. The program focused on marketing, financial management, and quality control. At the conclusion of their course, the managers came to Washington where they joined the group that had been at Vermont Technical College (reported in previous quarterly report) for several days of joint programming. While in Washington, the two groups began making plans to work together to implement what they had learned. A key area of concern for all of the trainees is significantly improving quality control in the dairy industry.

The manager for international trade of an agro-processing cooperative, received one month of on-the-job training (April 11 - May 19) in fruit and vegetable processing. The training took place at the Andrew Smith Company in Salinas, California. As a VOCA volunteer, Mr. Smith had provided technical assistance to the agro-processing cooperative.

In coordination with ACDI's Agricultural Cooperative Bank Project, four finance officers from the three new regional banks completed three weeks of training at the Farm Credit Bank of Louisville, Kentucky and the St. Paul Bank for Cooperatives, Minnesota. The program focused on funds acquisition, liquidity management, loan pricing, asset/liability management, and internal operating procedures.

Land O'Lakes Internships:

Three agriculturalists began four month internships in May. The

trainees are : Dorota Nycz, Foundation Regional Council on Economic Solidarity; Eugeniusz Sobczak, Director, ODR in Olsztyn; and Witold Wiater, Foundation Regional Council on Economic Solidarity.

Ms. Nycz's training will focus on the organization, management and financing of cooperatives. Upon completion of her orientation, she will receive training at the Farm Credit Bank in Farmington, Minnesota on accounting systems, and financial management. Mr. Sobczak's training will examine the USDA Extension Service and the farm credit system. The goal is to further develop his skills as a director in the Polish extension service. Mr. Wiater is learning about cooperative marketing, finance and accounting, and the methodology of cooperative training through his internship at the R & L Supply Cooperative in Reedsburg, Wisconsin. All of the participants will receive training in computers and will attend a short course on Farm Management Training Techniques.

In - Country Workshops:

As part of the Land O'Lakes subcontract, Vern Moore and Damon Syzmanski presented two five-day courses on "Cooperatives: Practices and Principles" in Siedlce from June 22-July 3, 1992. Since the course ended in July, a more detailed discussion of the training will appear in the next quarter's report.

Training Impact:

Participants from three of the training groups met at ACIDI's offices in June in Warsaw to discuss the impact of their training programs and to make recommendations for future activities. The two groups of dairy trainees had only returned to Poland one month prior to the session while the first group of trainees (November, 1991) had completed their training more than six months earlier. All of the trainees recognized that the training they received in the U.S. was only the beginning; it was up to them to implement that training in their workplaces and communities; and that they could have more impact by working together.

Some of the results they reported include:

- * T. Kesy, Director of the Regional Solidarity Board Foundation, continues to develop and extend the activities of the Foundation. The ACIDI training and continuing involvement with VOCA and ACIDI has convinced him of the importance of cooperatives to the future of Polish agriculture. The Foundation is expanding its training programs; it will also offer legal advice to cooperatives and will help prepare credit applications.

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- * J. Borkowski, Vice-Governor of Seidlce region, has been instrumental in persuading local government, the ODR, state enterprises, and private agribusiness people to work together. He credits his ACIDI training coupled with on-going technical assistance from VOCA with providing the skills to develop and successfully sell his strategy for moving Siedlce into the new market economy. Recently, he has facilitated a series of meeting for the directors and managers of privatizing cooperatives. Trading partners in Russia are also interested in learning more about the methods and practices that he's developed in Siedlce.
- * A. Bochenski has started a company that is importing Holstein semen. As a result of his U.S. training, he identified the availability of quality semen and good heifers as key to upgrading both the dairy and livestock sectors.
- * With some advice and assistance from Mr. Kensy, all of the participants from the Olsztyn area are working together to establish a Foundation similar to the one in Rzesow. The Foundation would offer training programs and other services to local farmers and agribusinesses.
- * B. Zelanis, Olsztyn Extension Service, has put together a leaflet on how to interpret American sire schedules; he is currently translating a slide training program on mastitis.
- * K. Tomaszewski is writing a series of articles for Rolnik Spoldzielca Coop, an agricultural newspaper, on the structure and benefits of private cooperatives.
- * At the national annual meeting of the dairy cooperatives in Poland, several of the trainees gave presentations on the factors influencing milk quality: genetics, nutrition, and handling of milk.
- * M. Czapaski, manager of the Siedlce Dairy Cooperative, is working with local dairy farmers who want to purchase Holstein heifers to improve their herd.
- * B. Choruzy, the marketing manager for Mragowo Dairy Cooperative, returned from her training to discover a backlog of unsold cheese and butter. Using her new marketing skills, she got on the phone and was able to sell it all. She is also working with a group trying to start a private wholesaling center that will act as a consolidator for small producers.
- * R. Bukowski, vice-president of a private dairy, liked the jalapeno pepper cheese he tasted in the U.S. so much, that he is test marketing it in Poland. So far, the market tests have been very positive. So, look for Polish jalapeno pepper cheese in your favorite Warsaw market soon.

- * M. Sapilo, a dairy farmer, is working with the ODR in Zamosc to prepare a course for extension agents based on her training program at Vermont Technical College.
- * Through a judicious use of incentives and penalties, M. Mankowski, President of the Zamosc Dairy Plant, is trying to convince local farmers to maintain milk quality by using cooling systems obtained for them by the cooperative. He is also investigating the possibility of marketing frozen yogurt, and working with a local fruit processing plant to produce a fruit concentrate for ice cream.

CZECH and SLOVAK FEDERAL REPUBLIC

U.S. Participant Training:

Three managers from privatizing state enterprises received three weeks of training in the principles of private agribusiness, management, and marketing. The participants were exposed to the principles of running a private enterprise through visits to farms and agricultural businesses. The program was arranged with the assistance of N. Dvorak, a VOCA volunteer who had worked closely with the participants in Czechoslovakia.

Training Impact:

- * H. Postova is setting up her own management consulting service specializing in teaching farmers how to privatize. She is also trying to obtain a loan from the Czechoslovakia/American Enterprise Fund to capitalize a plant nursery.
- * J. Vanek, manager of Bull and Boar Breeding Station, is importing semen from Wisconsin bulls for cattle genetic improvement. He also wants to import U.S. animal and poultry vaccines.
- * V. Krakora is the director of Czechoslovakia's largest private trading company, 51% owned by 800 cooperatives. He has joined as a trading representative Wisconsin's newest trading company, "Agri Trade, International". The other investors in the venture are key agricultural companies in Wisconsin interested in pooling resources with foreign partners to make international trade more effective.

ALBANIA

A group of five Albanians began a three week training program (June 19 - July 15) in agricultural policy making, cooperative organization and management, and the role of private agribusiness in a market economy. The group included the Director for

Privatization and Restructuring of Agribusiness, Ministry of Agriculture and several high-level representatives of the Private Farmer Association. ACDI worked closely with VOCA in arranging this program: VOCA staff identified candidates for training; former VOCA volunteers to Albania assisted in arranging site visits to farms and cooperatives in Washington state and Iowa.

Training Impact:

Mid-way through their training program the group was interviewed in Wenatchee, WA. where they were touring local orchards and packing houses. They reported that they had "already learned so much. It is another matter if we can apply it. It is another way of life in our country". Through follow-up interviews ACDI will track how successfully they are able to apply their new knowledge and skills.

LATVIA and LITHUANIA

U.S. Participant Training:

A one - month joint program (June 26-July 25) was arranged for eight Lithuanians and eight Latvians. The Lithuanians included seven regional representatives of the Lithuanian Farmers Union which works with private farmers and the Deputy of the Supreme Council. The Minister of Agriculture was scheduled to attend, but he had to cancel at the last minute. Among the Latvian delegation was the head of the Department of Agricultural Entrepreneurs, Ministry of Agriculture, and representatives of the Latvian Farmers Federation.

The program focused on farm management and marketing techniques , with emphasis on management of farms as business enterprises. The program also included a segment on the organization and management of cooperatives and concluded with attendance at the National Institute for Cooperative Education (NICE). There, representatives of the group presented a seminar on agribusiness opportunities in Lithuania and Estonia.

Training Impact:

Since the training was not completed until the end of July, it is too early to assess impact.

ESTONIA

In-Country Training:

In May, a team of three agricultural credit specialists conducted an assessment, and subsequently developed and presented a one-

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week training course on agricultural accounting and credit analysis for 25 lenders in rural banks. In the course of formulating the training material, the consulting team identified specific barriers to agricultural lending: no financial information or credit analysis, a limited understanding of the need for analysis. The consulting team developed a standard information gathering format and analysis procedure for Estonian agricultural lending.

Training Impact:

The new standard format and analysis procedure will be used by the banks in the disbursement of loans funded by the sale of U.S. donated grain.

V. ISSUES and PROBLEMS

This training program was initially designed to focus on Poland in the first year and to add two additional countries in the second year. However, events have moved so quickly in central and eastern Europe that training has rapidly expanded to include a total of 7 countries (Poland, Czech and Slovak Federal Republic, Albania, Bulgaria, Lithuania, Latvia, and Estonia) in the first year. Except for Poland, the training activities in each of these countries is small. This has created some difficulties in project management:

- * ACDI has a training project office only in Poland. In other CEE countries, program management is handled by ACDI/Washington with some on-site assistance from VOCA representatives.
- * The lack of training project staff in the Baltics and Southern Tier countries has made identification, selection and processing of training candidates problematic; this was particularly true in the Baltics.
- * Follow-up programs, which are essential to the long-term impact of this project, are impossible to sustain without field staff.

ACDI will be hiring a training director, who will be based in Bulgaria, to coordinate activities for the Southern Tier. If additional funds are received for continuing programs in the Baltics, a field office will be opened in Latvia.

Another concern is the proliferation of programs within the same budget, leads to spreading the training too thinly. The result is that while you have impact on individuals, the overall impact on the agricultural sector in each of the target countries is too diffuse to measure.

VI. ACTIONS SCHEDULED for NEXT QUARTER

POLAND

- * Conduct loan officer training in a U.S. cooperative bank for eight loan officers.
- * Arrange one month of on the job training in horticultural production for the Director of Parks in Zamosc.
- * Develop and conduct a four training workshops for about eighty local bank boards of directors as a pilot program for training that will be continued by regional bank trainers.
- * Conduct two agribusiness management courses in Mietna and Radom for approximately forty trainees.
- * Conduct two training of trainer workshops for approximately 50 trainees in the Siedlce region.

BULGARIA

- * Conduct training for six representatives from private farmers associations in cooperative organization, farm enterprise management and marketing.

SOUTHERN TIER

- * Conduct training needs assessment for Albania and Romania. Develop one year training plan for the Southern Tier.

VII. Additional Observations and Comments

Many of the trainees have commented on their frustration as they see their efforts to affect change in the agricultural sector undermined by policies at the national level in their respective countries. They would like advice on how to become effective, well-organized policy advocates for the agricultural sector.

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AGRICULTURAL COOPERATIVE DEVELOPMENT INTERNATIONAL

Participant Training Program

A. Mazierski	Polish	Male	Robert A. Smith VOCA Volunteer, Salinas, CA	Apr.11 - May 16, 1992	Agricultural Marketing and Mngmt.	Technical	AID
H. Leszek Denis	Polish	Male	University of Minnesota	Apr.24 - May 19, 1992	Dairy Production Marketing, Financial Mngmt.	Technical	AID
T. Mankowski	Polish	Male	University of Minnesota	Apr.24 - May 19, 1992	Dairy Production Marketing, Financial Mngmt.	Technical	AID
W. Stefanczyk	Polish	Male	University of Minnesota	Apr.24 - May 19, 1992	Dairy Production Marketing, Financial Mngmt.	Technical	AID
W. Szczerba	Polish	Male	University of Minnesota	Apr.24 - May 19, 1992	Dairy Production Marketing, Financial Mngmt.	Technical	AID
W. Zdzieborski	Polish	Male	University of Minnesota	Apr.24 - May 19, 1992	Dairy Production Marketing, Financial Mngmt.	Technical	AID
V. Krakora	Czech	Male	N. Dvorak, VOCA volunteer University of Wisconsin	May 21 - June 14, 1992	Agricultural Marketing	Technical	AID
H. Psotova	Czech	Female	N. Dvorak, VOCA volunteer University of Wisconsin	May 21 - June 14, 1992	Agricultural Marketing	Technical	AID
J. Vanek	Czech	Male	N. Dvorak, VOCA volunteer University of Wisconsin	May 21 - June 14, 1992	Agricultural Marketing	Technical	AID
W. Jurek	Polish	Male	St.Paul Bank for Coops. Farm Credit Bank of Louisville	May 30 - June 16, 1992	Cooperative Banking	Technical	AID
C. Lebiecki	Polish	Male	St.Paul Bank for Coops. Farm Credit Bank of Louisville	May 30 - June 16, 1992	Cooperative Banking	Technical	AID

S. Mackiewicz	Polish	Male	St.Paul Bank for Coops. Farm Credit Bank of Louisville	May 30 - June 16, 1992	Cooperative Banking	Technical	AID
G. Wozniak	Polish	Female	St.Paul Bank for Coops. Farm Credit Bank of Louisville	May 30 - June 16, 1992	Cooperative Banking	Technical	AID
A. Gjoka	Albanian	Male	University of Wisconsin L. Wooton, VOCA volunteer Wenatchee, WA R. Hanna, VOCA volunteer Mason City, IA	June 19-July 14, 1992	Farm Management Cooperative structure/policy	Technical	AID
S. Gjoni	Albanian	Male	University of Wisconsin L. Wooton, VOCA volunteer Wenatchee, WA R. Hanna, VOCA volunteer Mason City, IA	June 19-July 14, 1992	Farm Management Cooperative structure/policy	Technical	AID
P. Katelli	Albanian	Male	University of Wisconsin L. Wooton, VOCA volunteer Wenatchee, WA R. Hanna, VOCA volunteer Mason City, IA	June 19-July 14, 1992	Farm Management Cooperative structure/policy	Technical	AID
G. Kuqo	Albanian	Male	University of Wisconsin L. Wooton, VOCA volunteer Wenatchee, WA R. Hanna, VOCA volunteer Mason City, IA	June 19-July 14, 1992	Farm Management Cooperative structure/policy	Technical	AID
A. Spahiu	Albanian	Male	University of Wisconsin L. Wooton, VOCA volunteer Wenatchee, WA	June 19-July 14, 1992	Farm Management Cooperative structure/policy	Technical	AID

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S. Barnatovicus	Lithuanian Male	USDA Virginia Milk Producers University of Maryland Warrenton Farm Credit, ACA Pennsylvania State University University of Wisconsin Nat'l Inst. on Coop.Educ.	June 26-July 25, 1992	Farm Management & Marketing	Technical	AID
R. Kolomakas	Lithuanian Male	USDA Virginia Milk Producers University of Maryland Warrenton Farm Credit, ACA Pennsylvania State University University of Wisconsin Nat'l Inst. on Coop.Educ.	June 26-July 25, 1992	Farm Management & Marketing	Technical	AID
V. Mazuriene	Lithuanian Female	USDA Virginia Milk Producers University of Maryland Warrenton Farm Credit, ACA Pennsylvania State University University of Wisconsin Nat'l Inst. on Coop.Educ.	June 26-July 25, 1992	Farm Management & Marketing	Technical	AID
V. Pukenis	Lithuanian Male	USDA Virginia Milk Producers University of Maryland Warrenton Farm Credit, ACA Pennsylvania State University University of Wisconsin Nat'l Inst. on Coop.Educ.	June 26-July 25, 1992	Farm Management & Marketing	Technical	AID
R. Rimkiene	Lithuanian Female	USDA Virginia Milk Producers University of Maryland Warrenton Farm Credit, ACA Pennsylvania State University University of Wisconsin Nat'l Inst. on Coop.Educ.	June 26-July 25, 1992	Farm Management & Marketing	Technical	AID
R. Serepinas	Lithuanian Male	USDA Virginia Milk Producers University of Maryland Warrenton Farm Credit, ACA Pennsylvania State University University of Wisconsin Nat'l Inst. on Coop.Educ.	June 26-July 25, 1992	Farm Management & Marketing	Technical	AID

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J. Tchiabatorious	Lithuanian	Male	USDA Virginia Milk Producers University of Maryland Warrenton Farm Credit, ACA Pennsylvania State University University of Wisconsin Nat'l Inst. on Coop.Educ.	June 26-July 25, 1992	Farm Management & Marketing	Technical	AID
M. Treinys	Lithuanian	Male	USDA Virginia Milk Producers University of Maryland Warrenton Farm Credit, ACA Pennsylvania State University University of Wisconsin Nat'l Inst. on Coop.Educ.	June 26-July 25, 1992	Farm Management & Marketing	Technical	AID
A. Alvika	Latvian	Female	USDA Virginia Milk Producers University of Maryland Warrenton Farm Credit, ACA Pennsylvania State University University of Wisconsin Nat'l Inst. on Coop.Educ.	June 26-July 25, 1992	Farm Management & Marketing	Technical	AID
R. Berzins	Latvian	Male	USDA Virginia Milk Producers University of Maryland Warrenton Farm Credit, ACA Pennsylvania State University University of Wisconsin Nat'l Inst. on Coop.Educ.	June 26-July 25, 1992	Farm Management & Marketing	Technical	AID
A. Dreimanis	Latvian	Male	USDA Virginia Milk Producers University of Maryland Warrenton Farm Credit, ACA Pennsylvania State University University of Wisconsin Nat'l Inst. on Coop.Educ.	June 26-July 25, 1992	Farm Management & Marketing	Technical	AID

A. Gulbe	Latvian	Female	USDA Virginia Milk Producers University of Maryland Warrenton Farm Credit, ACA Pennsylvania State University University of Wisconsin Nat'l Inst. on Coop.Educ.	June 26-July 25, 1992	Farm Management & Marketing	Technical	AID
J. Lapche	Latvian	Male	USDA Virginia Milk Producers University of Maryland Warrenton Farm Credit, ACA Pennsylvania State University University of Wisconsin Nat'l Inst. on Coop.Educ.	June 26-July 25, 1992	Farm Management & Marketing	Technical	AID
I. Martinsone	Latvian	Female	USDA Virginia Milk Producers University of Maryland Warrenton Farm Credit, ACA Pennsylvania State University University of Wisconsin Nat'l Inst. on Coop.Educ.	June 26-July 25, 1992	Farm Management & Marketing	Technical	AID
M. Ragelis	Latvian	Male	USDA Virginia Milk Producers University of Maryland Warrenton Farm Credit, ACA Pennsylvania State University University of Wisconsin Nat'l Inst. on Coop.Educ.	June 26-July 25, 1992	Farm Management & Marketing	Technical	AID
Z. Tominch	Latvian	Male	USDA Virginia Milk Producers University of Maryland Warrenton Farm Credit, ACA Pennsylvania State University University of Wisconsin Nat'l Inst. on Coop.Educ.	June 26-July 25, 1992	Farm Management & Marketing	Technical	AID

Total participants: 34
Male: 27
Female: 7

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Land O'Lakes Internship Program

D. Nycz	Polish	Female	Cenex/LOL Ag Svcs. Minneapolis Grain Exchange St. Paul Bank for Coops Minnesota Dept. of Agric. Farm Credit Bank Arcadia Co-Op Assn. University of Minnesota	May 4-August 29, 1992	Farm Credit Accounting/financial/farm credit Farm Management Evaluating financial, administration of cooperatives, disbursing loans	Technical	AID
E. Sobczak	Polish	Female	Cenex/LOL Ag Svcs. Minneapolis Grain Exchange St. Paul Bank for Coops Farm Credit Bank Minnesota Dept. of Agric. Minnesota Extension Services Shawano County Extension University of Wisconsin American Dairy Science Assn. University of Minnesota	May 4-August 29, 1992	Farm Credit State-wide extension services Extension/cooperative system on county, district, and state levels Farm management training techniques	Technical	AID
W. Wiater	Polish	Male	Cenex/LOL Ag. Svcs Minneapolis Grain Exchange St. Paul for Coops Farm Credit Bank Minnesota Dept. of Agric. Minnesota Extension Services R&L Supply Cooperative University of Minnesota	May 4-August 29, 1992	Farm Credit State-wide extension services Cooperative accounting/financial/ farm credit Farm management training techniques	Technical	AID

FINANCIAL STATUS REPORT

(Short Form)

1. Federal Agency and Organizational Element to Which Report is Submitted Agency for International Development		2. Federal Grant or Other Identifying Number Assigned By Federal Agency EUR-0024-G-00-1066-00		OMB Approval No 0348-0039	Page 1	of 1 pages
3. Recipient Organization: Agricultural Cooperative Development International 50 F Street, NW, Suite 900 Washington, DC 20001						
4. Employer Identification Number 52-0811461		5. Recipient Account Number 72-00-1395		6. Final Report NO		7. Basis Cash
8. Funding/Grant Period From: 07/31/91		To: 08/01/94		9. Period of this Report From: 04/01/92		To: 06/30/92
10. Transactions:				I Previously Reported	II This Period	III Cumulative
a. Total outlays				690,362.46	480,920.71	1,171,283.17
b. Recipient share of outlays						
c. Federal share of outlays				690,362.46	480,920.71	1,171,283.17
d. Total unliquidated obligations						
e. Recipient share of unliquidated obligations						
f. Federal share of unliquidated obligations						
g. Total Federal share						1,171,283.17
h. Total Federal funds authorized for this funding period						2,400,000.00
i. Unobligated balance of Federal funds						1,228,716.83
11. Indirect Expenses		a. Type of Rate: Fixed				
		b. Rate 36.6%	c. Base 343,975.63	d. Total Amount 125,895.08	e. Federal Share 125,895.08	
12. Remarks: Attach any explanations deemed necessary or information required by Federal sponsoring agency in compliance with governing legislation.						
13. Certification: I certify to the best of my knowledge and belief that this report is correct and complete and that all outlays and unliquidated obligations are for the purposes set forth in the award documents.						
Frank J Wellner Director of Accounting				<i>Frank J Wellner</i>		
				Telephone: (202) 638-4661		
				Date Report Submitted: 07/22/92		

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AGRIBUSINESS EXCHANGE PROJECT - CEE
 Grant # EUR-0024-G-00-1066-00

Cumulative Expenditures through June 30, 1992

	ABE	Baltics	Hungary	Total
Salaries	49,610	7,130	6,225	62,966
Payroll Added Costs	22,689	3,827	4,339	30,856
Travel & Per Diem	169,961	117,162	37,360	324,483
Consultants	15,047	0	38,559	53,607
Taining	192,457	6,307	0	198,765
Commodities	33,145	0	512	33,657
Other Direct Costs	30,212	19,043	10,022	59,277
Total Direct Costs	513,123	153,470	97,017	763,609
Indirect Costs	192,296	56,471	36,695	285,462
Subcontract, LOL	122,212	0	0	122,212
Evaluation	0	0	0	0
Total	827,631	209,941	133,712	1,171,283