

RD-ABE-943
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AGRIBUSINESS EXCHANGE PROGRAM for EASTERN and CENTRAL EUROPE

Grant Number EUR-0024-G-00-1066-00

Annual Report

August 1991 - September 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: November, 1992

Date of Last report: November, 1992 (quarterly report)

AID Project Officer: Dr. James Snell

Date Original Authorization: 7/31/91

Estimated Completion: 8/1/94

Director of Training/Poland: Kathleen Lynch

Director of Training/Bulgaria: Peter Fergin

**Employees in CEE: Three (Poland : 1 U.S., 1 Polish;
Bulgaria: 1 U.S. - to begin November, 1992)**

Project Office Addresses:

Poland : 26 Jasna, p. 301, 00-54 Warsaw

Phone: 48 22 26-39-13 Fax: 48 22 26-51-42

Bulgaria: 3 Mizia Street, 1124 Sofia

Phone: 359 2 46-31-30 Fax: 359 2 44-28-92

PERFORMANCE DATA

I. Project Purpose and Objectives

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. Project 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. During the first year, the project provided training in the United States for 76 participants from six countries. Approximately 500 agriculturalists and bankers received training through in-country workshops in Poland, Estonia, and the Czech and Slovak Federal Republic.

II. Situation

In Year I, the Agribusiness Exchange Program provided training in Poland, Czech and Slovak Federal Republic, Bulgaria, Albania, Latvia, Lithuania, and Estonia. In all of these countries, the agricultural sector plays 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 other ACDI project staff, VOCA, and USDA 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 three- to four-month

internships in various agribusiness areas for twelve participants annually. (Note: ACDI and LOL agreed to nullify LOL's subcontract in September, 1992. Under the subcontract, LOL completed training for five interns.)

In-Country Training:

- * Land O'Lakes conducts twelve courses annually in cooperative organization, marketing, management, and technical areas. (See note above. LOL's final training activity under the subcontract was a trainer-of-trainer workshop in October, 1992.)
- * 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 Year I of the program, the following activities were scheduled to be implemented:

- * Open and staff project office in Warsaw. The office was opened in September, 1991.
- * Conduct needs assessments in Poland, Hungary, and the Baltics. These were completed in the first and second quarters. (After the second quarter, activities in Hungary were reported separately as the AIMS component of the ABE project.)
- * Arrange U.S. training programs for 76 participants. The original projections were: Poland - 56 participants; Bulgaria - 6; Latvia - 7; and Lithuania - 7.

The actual number trained in Year I was 74 participants: Poland - 44; Albania - 5; Czech and Slovak Federal Republic - 3; Bulgaria - 6; Latvia - 8; and Lithuania - 8.

- * Conduct twelve seminars in Poland on cooperative organization, agribusiness management, and marketing (Land O'Lakes). Revised in June, 1992 to ten seminars. Land O'Lakes conducted eight seminars in Year I and two seminars in October, 1992.
- * Conduct six seminars in Poland for agricultural credit institutions, one seminar in Hungary on marketing and one in the Czech and Slovak Federal Republic. Revised in January, 1992, the project officer authorized two Agribusiness Roundtables in the Czech and Slovak Federal Republic reducing the number of other workshops. In addition to the Roundtables, four workshops for the cooperative banks were held in Poland in the fourth quarter.
- * Conduct a seminar in Estonia for loan officers of the Eesti Maapank. This was held in the third quarter.
- * Conduct a seminar on international agribusiness marketing in Latvia. At the project officer's request, this seminar was not conducted.

Brief summaries of the activities in each quarter follow.

1st Quarter

- * ACDI opened a project office in Warsaw staffed by a training coordinator and a full time assistant.
- * Two bankers who were instrumental in establishing regional cooperative banks in Poland received training at CoBank in Denver, and the AgriBank in St. Paul.
- * A group of ten cooperative managers and policy officials had a three week program in the U.S. on marketing, agribusiness management, and the structure of cooperatives.
- * Land O'Lakes conducted two five-day seminars on fruit and vegetable marketing and dairy marketing in the Siedlce and Olsztyn regions, Poland.
- * Needs assessments were conducted in Poland, the Baltics and Hungary.

2nd Quarter

- * A group of nine dairy farmers, extension agents, and dairy plant marketing managers began a two-month course at Vermont Technical College. The program combined instruction in marketing, management, and technical

subjects with field visits.

- **A one-month on-the-job training program in marketing and technical areas was arranged for the manager of international trade for an agro-processing cooperative.**
- **Land O'Lakes selected five interns in Poland; two of them began their internships this quarter.**
- **Land O'Lakes conducted two five-day seminars on marketing in Rzeszow and Olsztyn.**
- **The ACDI/Warsaw training coordinator made follow-up visits to each of the first ten participants. Arrangements were made for the group to meet regularly.**
- **ACDI/Warsaw held a one-day conference on the dairy industry in Poland. There were fifty people at the conference including all the selected dairy training participants and the participants from the November training programs.**
- **ACDI, in collaboration with Global Economic Action Institute, presented two agribusiness roundtables in Prague and Nitra that explored opportunities in agribusiness.**

3rd Quarter

- **Five senior managers (Poland) from the dairy sector completed a three-week training program at the University of Minnesota. The program focused on marketing, financial management, and quality control.**
- **In coordination with ACDI's Agricultural Cooperative Bank Project, four finance officers (Poland) from the three new regional banks completed three weeks of U.S. training on funds acquisition, liquidity management, loan pricing, asset/liability management, and internal operating procedures.**
- **Three agriculturalists (Poland) began four-month internships arranged by Land O'Lakes in May.**
- **Land O'Lakes presented two five-day courses on "Cooperatives: Practices and Principles" in Siedlce, Poland.**
- **A one-day follow-up conference was held in Warsaw that brought together all of the Polish participants to discuss the impact of the program, and future**

directions. (See the 3rd quarter report for more details on impact).

- * Three managers from privatizing state enterprises in the Czech and Slovak Federal Republic received three weeks of training on the principles of private agribusiness, management, and marketing.
- * A group of five Albanians began a three-week training program on agricultural policy making, cooperative organization and management, and the role of private agribusiness in a market economy.
- * A one-month joint program was arranged for eight Lithuanians and eight Latvians who are working with private farmers. The program focused on farm management and marketing techniques, with emphasis on management of farms as business enterprises.
- * A team of three agricultural credit specialists conducted an assessment in Estonia, and subsequently developed and presented a one-week training course on agricultural accounting and credit analysis for loan officers of Eesti Maapank. The consulting team developed a standard information gathering format and analysis procedure for Estonian agricultural lending.

4th Quarter

- * A one-month program was arranged for Zofia Ryn (Poland) horticultural production (fruit and vegetable production, tissue culture and recycling of organic wastes).
- * Eight loan officers (Poland) participated in a two-week training program at AgriBank in St. Paul, Minnesota.
- * Two seminars on cooperative practices and principles were conducted in Poland by Land O'Lakes in June.
- * Land O'Lakes also conducted two introduction to agribusiness management seminars in Poland in July.
- * Four seminars for board members of local banks were conducted in Poland by ACDI. The objective was to introduce the trainees to board member responsibilities, cooperative principles, and planning.
- * ACDI sponsored the attendance of five regional bank loan officers to the Summer School in agribusiness in Konkowola, Poland.
- * Six Bulgarians participated in a four-week cooperative and farm management

training program.

V. ISSUES and PROBLEMS

- 1) In July, 1992, ACDI discovered some fiscal irregularities in the Warsaw office. A full-scale audit was conducted and the results were presented to USAID/Warsaw. Lynn Moses was terminated as training coordinator; Kathy Lynch assumed the position of coordinator in mid-July. The program is proceeding smoothly under Ms. Lynch's direction.
- 2) ACDI and Land O'Lakes agreed to nullify LOL's subcontract effective in October, 1992. Their final training activity under the subcontract will be two trainer-of-trainer workshops in October. LOL was originally scheduled to begin internships for seven participants in September, 1992. ACDI agreed to arrange placements for the seven. Four will begin training programs in October and the remaining three will arrive in the U.S. in early 1993. In Years II and III of the project, all of the activities originally subcontracted to LOL will be conducted by ACDI.
- 3) 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, at the request of the AID project officer, training was conducted in seven countries (Poland, Czech and Slovak Federal Republic, Albania, Bulgaria, Lithuania, Latvia, and Estonia). With the exception of Poland, the training activities in each of these countries is small. This has created some difficulties in project management. 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. In addition, follow-up programs, which are essential to the long-term impact of this project, are impossible to sustain without field staff.

To alleviate some of the problems with project management and follow-up, 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.

However, this does not address the more serious issue of the size of the program in the Southern Tier and the Baltics. The small numbers make it impossible to have a critical mass of trained people within the agricultural sector, or even within an institution. The result is that the program has impact on individual lives, but can not effect real change within the target sector.

VI. Additional Observations and Comments

Both the U.S. training and the in-country seminars have all received high marks from participants. But the real measure of a training program is not only what the participants learn, but the extent to which they are able to implement it. The latter is often affected by circumstances outside the control of the project (i.e. the policy environment, availability of credit, the number of trainees). However, it is already possible to see that the training is beginning to have some impact in Poland.

Participants from three of the training groups met at ACDI's offices in June in Warsaw to discuss 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. (See the 3rd quarter report for further discussion.) What is notable is the way the participants from different training programs are working together to support each other in Poland. They have become friends, allies, and supporters in the struggle to make the agricultural sector responsive to the emerging free market economy. As a result, over the years, they will have an impact well beyond their numbers.

AGRICULTURAL COOPERATIVE DEVELOPMENT INTERNATIONAL

TRAINING REPORT

Name	Citizen	Gender	Training Site	Dates	Purpose	Activities	Funding
K. Grzeskowiak J. Szambelanczyk	Polish	Male	CoBank, Denver, CO St. Paul Bank for Cooperatives, St. Paul, MN ACDI, Washington, D.C. A.I.D., Washington, D.C. USDA- FAS, Washington, D.C.	Oct.25-Nov.03,91	Overview of cooperative bank operations Initiate banking relations	Technical	AID
A. Bochenski	Polish	Male	ACDI, NCFC-Washington,D.C. Farmland, Kansas Cit, MO Stillwater, OK White Law, WI	Nov.30-Dec.21, 1991	Marketing Agribusiness management Structure & function of cooperatives Agricultural policy making	Technical	AID
J. Borkowski	Polish	Male	ACDI, NCFC-Washington,D.C. Farmland, Kansas City, MO Stillwater, OK Land O'Lakes, MN Minnesota Trade Association Harvest States Cooperatives	Nov.30-Dec.21, 1991	Marketing Agribusiness management Structure & function of cooperatives Agricultural policy making	Technical	AID
J. Dabrowski	Polish	Male	ACDI, NCFC-Washington,D.C. Farmland, Kansas City, MO Stillwater, OK Penn State University, PA	Nov.30-Dec.21, 1991	Marketing Agribusiness management Structure & function of cooperatives Agricultural policy making	Technical	AID
S. Jasinski	Polish	Male	ACDI, NCFC-Washington,D.C. Farmland, Kansas City, MO Stillwater, OK Penn State University, PA	Nov.30-Dec.21, 1991	Marketing Agribusiness management Structure & function of cooperatives Agricultural policy making	Technical	AID
T. Kensy	Polish	Male	ACDI, NCFC-Washington,D.C. Farmland, Kansas City, MO Stillwater, OK Land O'Lakes, MN Minnesota Trade Association Harvest States Cooperatives	Nov.30-Dec.21, 1991	Marketing Agribusiness management Structure & function of cooperatives Agricultural policy making	Technical	AID

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K. Majkowski	Polish	Male	ACDI, NCFC-Washington, D.C. Farmland, Kansas City, MO Stillwater, OK Penn State University, PA	Nov.30-Dec.21, 1991	Marketing Agribusiness management Structure & function of cooperatives Agricultural policy making	Technical	AID
E. Niesiobedzka	Polish	Female	ACDI, NCFC-Washington, D.C. Farmland, Kansas City, MO Stillwater, OK Land O'Lakes, MN Minnesota Trade Association Harvest States Cooperatives	Nov.30-Dec.21, 1991	Marketing Agribusiness management Structure & function of cooperatives Agricultural policy making	Technical	AID
A. Pawlak	Polish	Male	ACDI, NCFC-Washington, D.C. Farmland, Kansas City, MO Stillwater, OK Land O'Lakes, MN Minnesota Trade Association Harvest States Cooperatives	Nov.30-Dec.21, 1991	Marketing Agribusiness management Structure & function of cooperatives Agricultural policy making	Technical	AID
Z. Rewera	Polish	Male	ACDI, NCFC-Washington, D.C. Farmland, Kansas City, MO Stillwater, OK Penn State University, PA	Nov.30-Dec.21, 1991	Marketing Agribusiness management Structure & function of cooperatives Agricultural policy making	Technical	AID
I. Wojcik	Polish	Female	ACDI, NCFC-Washington, D.C. Farmland, Kansas City, MO Stillwater, OK Land O'Lakes, MN Minnesota Trade Association Harvest States Cooperatives	Nov.30-Dec.21, 1991	Marketing Agribusiness management Structure & function of cooperatives Agricultural policy making	Technical	AID
R. Bukowski	Polish	Male	Vermont Technical College Randolph Ctr. VT ACDI, Washington, D.C.	Mar.18-May 19, 1992	Dairy Production Marketing, Financial Management Genetics, Nutrition Dairy Herd Management	Technical	AID

M. Chorcisz	Polish	Female	Vermont Technical College Randolph Ctr. VT ACDI, Washington, D.C.	Mar.18-May 19, 1992	Dairy Production Marketing, Financial Management Genetics, Nutrition Dairy Herd Management	Technical	AID
B. Choruzny	Polish	Female	Vermont Technical College Randolph Ctr. VT ACDI, Washington, D.C.	Mar.18-May 19, 1992	Dairy Production Marketing, Financial Management Genetics, Nutrition Dairy Herd Management	Technical	AID
M. Czapski	Polish	Male	Vermont Technical College Randolph Ctr. VT ACDI, Washington, D.C.	Mar.18-May 19, 1992	Dairy Production Marketing, Financial Management Genetics, Nutrition Dairy Herd Management	Technical	AID
Z. Dabrowski	Polish	Male	Vermont Technical College Randolph Ctr. VT ACDI, Washington, D.C.	Mar.18-May 19, 1992	Dairy Production Marketing, Financial Management Genetics, Nutrition Dairy Herd Management	Technical	AID
B. Kurek	Polish	Male	Vermont Technical College Randolph Ctr. VT ACDI, Washington, D.C.	Mar.18-May 19, 1992	Dairy Production Marketing, Financial Management Genetics, Nutrition Dairy Herd Management	Technical	AID
M. Sapilo	Polish	Female	Vermont Technical College Randolph Ctr. VT ACDI, Washington, D.C.	Mar.18-May 19, 1992	Dairy Production Marketing, Financial Management Genetics, Nutrition Dairy Herd Management	Technical	AID
K. Tomaszewski	Polish	Male	Vermont Technical College Randolph Ctr. VT ACDI, Washington, D.C.	Mar.18-May 19, 1992	Dairy Production Marketing, Financial Management Genetics, Nutrition Dairy Herd Management	Technical	AID
B. Zelanis	Polish	Male	Vermont Technical College Randolph Ctr. VT ACDI, Washington, D.C.	Mar.18-May 19, 1992	Dairy Production Marketing, Financial Management Genetics, Nutrition Dairy Herd Management	Technical	AID

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

2

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

A. Dokurno	Polish	Female	U.S. Extension Service Meadowland Farmers Elevator Land O'Lakes	March 2 - July 27, 1992	Farm management Farm credit system Vegetable production	Technical	AID
D. Mysz	Polish	Female	Cenex/LOL Ag Svcs. Minneapolis Grain Exchange St. Paul Bank for Coops Minnesota Dept. of Agric. Farm Credit Bank	May 4-August 29, 1992	Farm Credit Accounting/financial/farm credit Farm Management Evaluating financial, administration of cooperatives, disbursing loans	Technical	AID
J. Rytel	Polish	Male	U.S. Extension Service Meadowland Farmers Elevator Land O'Lakes	March 2 - July 25, 1992	Farm Management Farm credit system Vegetable production	Technical	AID
E. Sobczak	Polish	Female	Cenex/LOL Ag Svcs. St. Paul Bank for Coops Farm Credit Bank Minnesota Dept. of Agric. Minnesota Extension Services University of Wisconsin University of Minnesota	May 4-August 29, 1992	Farm Credit 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 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 farm credit Farm management training techniques	Technical	AID

S. Barnatovicius	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

1/2

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
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. Regelis	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

Z. Ryn	Polish	Female	Oregon State University McFarlane Bark Co. Micro-Plant Nurseries Oregon State Park Adm. North America Soils	August 14, 1992 - September 08, 1992	Horticulture	Technical	AID
B. Bochinska	Polish	Female	Farm Credit Bank of St. Paul	August 20, 1992 - September 04, 1992	Farm Credit System	Technical	AID
W. Jaskiewicz	Polish	Male	Farm Credit Bank of St. Paul	August 20, 1992 - September 04, 1992	Farm Credit System	Technical	AID
J. Klimkiewicz	Polish	Male	Farm Credit Bank of St. Paul	August 20, 1992 - September 04, 1992	Farm Credit System	Technical	AID
L. Misztalska	Polish	Female	Farm Credit Bank of St. Paul	August 20, 1992 - September 04, 1992	Farm Credit System	Technical	AID
U. Mleczko	Polish	Female	Farm Credit Bank of St. Paul	August 20, 1992 - September 04, 1992	Farm Credit System	Technical	AID
E. Pawelec	Polish	Female	Farm Credit Bank of St. Paul	August 20, 1992 - September 04, 1992	Farm Credit System	Technical	AID
R. Potok	Polish	Male	Farm Credit Bank of St. Paul	August 20, 1992 - September 04, 1992	Farm Credit System	Technical	AID
M. Siniarski	Polish	Male	Farm Credit Bank of St. Paul	August 20, 1992 - September 04, 1992	Farm Credit System	Technical	AID

P

10/1

K. Angelov	Bulgarian	Male	Ag. Cooperative Service Cornell University	September 19 - October 14, 1992	Cooperative and farm management Agricultural policy Marketing Poultry production	Technical	AID
E. Koeva	Bulgarian	Female	Ag. Cooperative Service Cornell University	September 19 - October 14, 1992	Cooperative and farm management Agricultural policy Marketing Poultry production	Technical	AID
V. Kotseva	Bulgarian	Female	Ag. Cooperative Service Cornell University	September 19 - October 14, 1992	Cooperative and farm management Agricultural policy Marketing Poultry production	Technical	AID
B. Kutinski	Bulgarian	Male	Ag. Cooperative Service Cornell University	September 19 - October 14, 1992	Cooperative and farm management Agricultural policy Marketing Poultry production	Technical	AID
E. Varbanov	Bulgarian	Male	Ag. Cooperative Service Cornell University	September 19 - October 14, 1992	Cooperative and farm management Agricultural policy Marketing Poultry production	Technical	AID
M. Zagorska	Bulgarian	Female	Ag. Cooperative Service Cornell University	September 19 - October 14, 1992	Cooperative and farm management Agricultural policy Marketing Poultry production	Technical	AID
Total participants:		74					
Male:		51					
Female:		23					

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: 07/01/92		To: 09/30/92
10. Transactions:			I Previously Reported	II This Period	III Cumulative	
a. Total outlays			1,171,283.17	525,541.36	1,696,824.53	
b. Recipient share of outlays						
c. Federal share of outlays			1,171,283.17	525,541.36	1,696,824.53	
d. Total unliquidated obligations						
e. Recipient share of unliquidated obligations						
f. Federal share of unliquidated obligations						
g. Total Federal share					1,696,824.53	
h. Total Federal funds authorized for this funding period					4,400,000.00	
i. Unobligated balance of Federal funds					2,703,175.47	
11. Indirect Expenses		a. Type of Rate: Fixed				
		b. Rate 36.6%	c. Base 307,295.11	d. Total Amount 112,470.01	e. Federal Share 112,470.01	
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				Telephone: (202) 638-4661		
				Date Report Submitted: 10/26/92		

20

Agricultural Cooperative Development International

Agribusiness Exchange Project
Grant # EUR-0024-G-00-1066-00

Cumulative Expenditures through September 30, 1992

	<i>ABE</i>	<i>Baltics</i>	<i>Total</i>
Salaries	72,844	7,130	79,974
Payroll Added Costs	27,513	3,669	31,181
Travel & Per Diem	259,938	157,634	417,572
Consultants	49,557	20,955	70,512
Training	205,869	13,511	219,379
Commodities	34,151		34,151
Other Direct Costs	50,246	21,810	72,056
Total Direct Costs	700,116	224,708	924,825
Indirect Costs	260,735	82,544	343,280
Subcontracts	212,601	15,388	227,989
Evaluation	0	0	0
Total	1,173,452	322,641	1,496,093