

PD-ABE-418
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LAND O'LAKES, INC. ^{EHR}

**AGRICULTURAL COOPERATIVE/BUSINESS DEVELOPMENT AND TRAINING
IN CENTRAL AND EASTERN EUROPE
Grant Number: 0024-G-00-1072-00**

**QUARTERLY REPORT ON ACTIVITIES
FROM OCTOBER 1 TO DECEMBER 31, 1991**

Land O'Lakes initiated implementation of the Agricultural Cooperative/Business Development and Training grant in September, 1992. First quarter activities took place in four parts:

1. Program Management
2. Preparation for Phase I - U. S. Leadership and Agricultural Policy Orientation,
3. Preparation for Phase II - National and Regional Training Forums,
4. Preparation for Phase III - Training and Technical Assistance

1. PROGRAM MANAGEMENT

Land O'Lakes acquired additional staff to administer this grant and other new programs. New headquarters staff include managers for overseas training programs and U.S. training programs; a program assistant; and a secretary. In Land O'Lakes' Warsaw office are a representative for Central and Eastern European programs who oversees program activities in Poland, Hungary, Bulgaria and the Czech and Slovak Federal Republic, and an assistant. Coordinators, who are host country nationals, have been identified in Bulgaria and Hungary. Interviews and selections continue for the coordinator in the Czech and Slovak Federal Republic. Overseas staff is supervised by Land O'Lakes headquarters managers.

2. PREPARATION FOR PHASE I: U.S. LEADERSHIP AND AGRICULTURAL POLICY ORIENTATION

Preparation for phase I of the project began in October, 1992. In-depth interviews were held with agricultural leaders in Poland, the Czech and Slovak Federal Republic, Bulgaria, and Hungary. Six leaders from each country were invited to the United States for an orientation to U.S. agriculture and the Land O'Lakes cooperative system.

Selection was based on pre-determined criteria established by Land O'Lakes: leadership in the agricultural community, connection to the agricultural sector, ability to influence agricultural policy, and views supportive of a free-market versus a centrally-planned economy. The leaders represent a cross-section of the agricultural sector: ministries of agriculture, extension, local government, dairy cooperatives, dairy processing facilities, research institutions, and other private sector entities. These individuals

in key positions will influence agricultural policy, play major roles in the transformation from a centrally-planned to a free-market system, and assist Land O'Lakes in identifying the training needs in their respective countries.

The leaders will arrive in the United States on January 19 and travel for ten days throughout the Midwest to become acquainted with the U.S. agricultural cooperative system. They will visit Land O'Lakes headquarters, research farm, processing plants and farmer members' operations; the University of Minnesota; the Minneapolis Grain Exchange; and legislators at the State Capitol. Upon return to their countries, they will integrate their new knowledge and understanding into the political, social and economic changes currently underway. They will also attend and play major roles in Land O'Lakes' national and regional forums on Agricultural Policy and Training (phase II of the grant).

The twenty-four agricultural leaders and their organizational affiliation are as follows:

Poland

Andrzej Malinowski	Agricultural Bank of Ilawa
Mirosław Drygas	Ministry of Agriculture/Head of Extension
Janusz Tatarynowicz	Director, Dairy Plant in Paslek
Janusz Rozycki	Governor, Zamosc Province
Marek Plichta	Director, Siedlce Extension Center
Stefan Bartela	Manager, Wielun Dairy Cooperative

Czech Republic

Cestmir Nemeč	Private Entrepreneur/Farmer
Ivan Branzovsky	Ministry of Economy, Head of International Cooperation Service, Division of Agriculture and Food Service
Dr. Karel Prokop	Special Assistant to Vice Minister for Privatization

Slovak Republic

Michal Maco	Ministry of Agriculture and Food, Head of Foreign Relations
Ladislav Hetenyi	Research Institute of Animal Production
Fedor Rosocha	Head, Marketing and Agribusiness, University of Kosice

Bulgaria

Nadezhda Petrova	Head, Dairy Science, Research Institute of Animal Breeding in Kostinbrod, Sofia
Krasimir Stefanov	Chairman, Parliamentary Committee on Agriculture, Member of Parliament
Stefka Boyadjieva	Director, State Dairy Plant in Pazardjic
Ildiya Angelova	Director, Feed and Grain Institute in Kostinbrod
Todor Minkow	President, Bulgarian Dairy Union
Iliev Petkan	Ministry of Agriculture, Director, Research Department

Hungary

Beata Sandorn	Deputy Secretary General, Godollo Agricultural University
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Viktor Berki Dr. Ferenc Katona	Ministry of Agriculture, Counsellor Dairy Specialist, Retired University of Veterinary Sciences, Budapest
Miklos Bory Sandor Laszlofi	General Director, Dairy Co-op Association Ministry of Agriculture, Head of Privatization Department
Csaba David	Counsellor, International Economic Relations. National Federation of Cooperatives (MOSZ)

3. PREPARATION FOR PHASE II - THE NATIONAL AND REGIONAL TRAINING FORUMS

In November and early December, site selection for the training forums took place. The forums will take place from February 3-12, 1992, in the following venues:

<u>Country</u>	<u>Location</u>	<u>Date</u>
Poland	Ministerstwo Rolnictwa Ul, Wspolna 30 Warsaw	February 3, 1992
Czech Republic	Oseva Praha Jankovcova 18 170 37 Prague 7	February 5, 1992
Slovak Republic	Agroinstitut Nitra Ul, Akademicka 4 Nitra 949 01	February 7, 1992
Hungary	World Trade Center Kossuth Ter Budapest	February 10, 1992
Bulgaria	National Palace of Culture Bulgaria Square Sofia	February 12, 1992

Approximately 100 will attend the forums in each country for a total of 400 participants. Representatives from Romania will be invited to attend the regional forum in Budapest. Those invited to the forums include representatives of the ministries of agriculture, provincial governors, dairy cooperative managers, directors of foundations, directors of agricultural banks, farmers, private entrepreneurs, representatives of the Agency for International Development, and representatives of foreign private and governmental organizations, such as the United States Department of Agriculture, Agricultural Cooperative Development International, and Volunteers in Overseas Cooperative Assistance. Land O'Lakes' keynote speaker will be Al Wanous, Director of LOL Agra International, a Polish company owned by Land O'Lakes, Inc.

4. PREPARATION FOR PHASE III: TRAINING AND TECHNICAL ASSISTANCE

a. U.S.-Based International Agriculturalist Program

Implementation of this program is scheduled to commence in the first quarter, 1992.

b. In-Country Training and Technical Assistance

In December, 1991, meetings were held with key line division vice presidents and managers to present Land O'Lakes' annual international training plan. Potential trainers for the 1992 program were identified by those in attendance at the meetings. In addition to having access to its in-house technical staff, the International Development Division maintains a database of over 600 agricultural consultants.

FINANCIAL REPORT

		Expenditures		
		Actual	Projected	
		Grant to Date	10/1/91 To 12/31/91	1/1/92 To 3/31/92
1.	U.S. Training	\$ 275	\$ 275	\$78,524
2.	Country Forums	15,904	15,904	22,484
3.	Program Management	27,782	27,782	72,983
4.	Int'l. Agriculturalist Training Program	0	0	42,722
5.	In-Country Training	0	0	46,662
6.	Technical Assistance	0	0	0
7.	Independent Program Evaluation	0	0	0
8.	Indirect Costs	<u>21,101</u>	<u>21,101</u>	<u>126,420</u>
Total		\$65,062	\$65,062	\$389,795

ATTACHMENT A

POLISH NATIONAL FORUM FOR AGRICULTURAL POLICY AND TRAINING

8:00 - 8:15

Introduction and Overview of Forum Activities
Nathaniel Carin, Representative

8:15 - 8:55

Official Opening and Welcome: Overview of Land O'Lakes Programs in Poland
Rosemarie Kelly, Manager, Overseas Training Programs

8:55 - 9:25

Introduction to Land O'Lakes and the American Cooperative Movement: Past, Present, and Future
Al Wanous, General Manager, LOL Agra

9:25 - 10:15

OPEN DISCUSSION

10:15 - 10:40

Status of the Dairy Sector in Poland
Zdzislaw Halaczkiwicz, Pelnomocnik Ministra d/s
Restrukturizacji Mleczarstwa

10:40 - 11:00

Status of Co-op Laws and the Future for Cooperatives
Stefan Bartela, Director, Wielun OSM

11:00 - 12:30

LUNCH BREAK

13:30 - 13:50

Training Needs for the Dairy Sector - The Crosscultural Exchange of Skills and the Role of the Voyevod Administration
Janusz Rprzycki, Voyevod, Zamojskie woj.

13:50 - 14:20

The Role of the Foundation in the Rzeszow Region
Tadeusz Kensy, Director, Regionalna Rada Solidarnosci
Gospodarczej Fundacja

14:20 - 15:00

OPEN DISCUSSION - Questions for Panelists

15:00 - 15:30

Plans for the Transformation of the ODR System -- Meeting the Needs
of the Agricultural Systems

Mirosław Drygas, Director of Extension, Ministry of
Agriculture and Marek Plichta, Director, ODR - Siedlce

15:30 - 16:20

OPEN DISCUSSION - Questions for Panelists

16:20 - 16:30

CONCLUDING COMMENTS

Nathaniel Carin, Representative, Central and East European
Programs.

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ATTACHMENT B

CZECH FORUM FOR AGRICULTURAL POLICY AND TRAINING

8:30 - 8:45

Introduction and Overview of Forum Activities

Nathaniel Carin, Representative

8:45 - 9:25

Official Opening and Welcome: Overview of Land O'Lakes Programs in Poland

Rosemarie Kelly, Manager, Overseas Training Programs

9:25 - 9:55

Introduction to Land O'Lakes and the American Cooperative Movement: Past, Present, and Future

Al Wanous, General Manager, LOL Agra

9:55 - 10:30

OPEN DISCUSSION

10:30 - 11:20

Privatization Process of the Dairy Sector in the Czech Republic and the New Land and Transformation Laws

Vice Minister Tlustý, Czech Ministry of Agriculture

11:20 - 12:20

OPEN DISCUSSION

12:00 - 13:30

LUNCH BREAK

13:30 - 13:55

Foreign Assistance to the Czech Agricultural and Food Industries in the Sphere of Know-How

Dr. Karel Prokop, Advisor, Ministry of Agriculture

13:55 - 14:15

The Role of Training in the Development of a Private Cooperative System

Ing. Cestmir Nemeč, CASO Vsetaty spol. s. r. o.

14:15 - 14:45

OPEN DISCUSSION - Questions for Panelists

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14:45 - 15:05

The Development of Private Banking for the Agricultural Sector
Director of Czech and Moravian Insurance and Development Bank

15:05 - 15:25

Meeting Training Needs for a Transforming Agricultural Sector
Dr. Vaclav Hruby, Academy of Agricultural Science of the CSFR

15:25 - 16:20

OPEN DISCUSSION - Questions for Panelists

16:20 - 16:30

CONCLUDING COMMENTS

Nathaniel Carin, Representative, Central and East European
Programs.

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ATTACHMENT C

SLOVAK FORUM FOR AGRICULTURAL POLICY AND TRAINING

8:30 - 8:45

Introduction and Overview of Forum Activities

Nathaniel Carin, Representative

8:45 - 9:25

Official Opening and Welcome: Overview of Land O'Lakes Programs in Poland

Rosemarie Kelly, Manager, Overseas Training Programs

9:25 - 9:55

Introduction to Land O'Lakes and the American Cooperative Movement: Past, Present, and Future

Al Wanous, General Manager, LOL Agra

9:55 - 10:30

OPEN DISCUSSION

10:30 - 11:15

Status of Slovakian Agriculture and the Dairy Sector

Ing. Jozef Habovstiak, Deputy Minister of Agriculture
Ing. Jozef Toth, Head of Research and Education Dept.,
Ministry of Agriculture and the Food Economy

11:15 - 12:30

OPEN DISCUSSION

12:30 - 13:30

LUNCH BREAK

13:30 - 13:50

Training Needs for the Agricultural Sector

Dr. Michael Maco, Head of Foreign Relations Department,
Ministry of Agriculture and the Food Economy

13:50 - 14:10

Developing the University Curriculum in the Transformation to a Free Market Economy

Fedor Rosocha, Head of Marketing Department, University of
Veterinary Medicine

14:10 - 14:40

OPEN DISCUSSION - Questions for Panelists

14:40 - 15:10

Training and the Privatization of the Dairy Sector

Dr. Anton Kucharik, Head of Privatization Department,
Ministry of Agriculture and the Food Economy

15:10 - 15:30

Prospects for the Development of a Farmer Extension System in Slovakia

Ladislav Hetenyi, Vice Director, Research Institute of Animal
Production, Nitra

15:30 - 16:20

OPEN DISCUSSION - Questions for Panelists

16:20 - 16:30

CONCLUDING COMMENTS

Nathaniel Carin, Representative, Central and East European
Programs.

ATTACHMENT D

HUNGARIAN NATIONAL FORUM FOR AGRICULTURAL POLICY AND TRAINING

8:30 - 8:45

Introduction and Overview of Forum Activities

Nathaniel Carin, Representative

8:45 - 9:25

Official Opening and Welcome: Overview of Land O'Lakes Programs in Poland

Rosemarie Kelly, Manager, Overseas Training Programs

9:25 - 9:55

Introduction to Land O'Lakes and the American Cooperative Movement: Past, Present, and Future

Al Wanous, General Manager, LOL Agra

9:55 - 10:15

Status of Dairy Sector in Hungary

Dr. Ferenc Katona, Allatorvostudományi Egység

10:15 - 10:35

Brief Background on New Cooperative Law; Adapting Land O'Lakes Training to the Hungarian Situation

Dr. Csaba David, Counsellor General, National Federation of Agricultural Cooperatives and Producers

10:35 - 12:00

OPEN DISCUSSION - Questions for panelists

12:00 - 13:30

LUNCH BREAK

13:30 - 14:00

The Role of Training in the Privatization of the Dairy Sector

Sandor Laszlcfi, Department of Privatization, Ministry of Agriculture

14:00 - 14:30

Training Needs in Cooperative and Agribusiness Development -- The Role of Agricultural Universities

Beata Palfalvy Sandorne, Deputy Secretary General, Godollo Agricultural University

14:30 - 15:10

The Development of a Farmer Extension System in Hungary

Dr. Jazsef Kozari, Lecturer, Department of Agricultural Extension, Godollo Agricultural University, EEC PHARE Program Coordinator

15:10 - 16:20

OPEN DISCUSSION - Questions for Panelists

16:20 - 16:30

CONCLUDING COMMENTS

Nathaniel Carin, Representative, Central and East European Programs.

ATTACHMENT E

BULGARIAN NATIONAL FORUM FOR AGRICULTURAL POLICY AND TRAINING

8:30 - 8:45

Introduction and Overview of Forum Activities

Nathaniel Carin, Representative

8:45 - 9:25

Official Opening and Welcome: Overview of Land O'Lakes Programs in Poland

Rosemarie Kelly, Manager, Overseas Training Programs

9:25 - 9:55

Introduction to Land O'Lakes and the American Cooperative Movement: Past, Present, and Future

Al Wanous, General Manager, LOL Agra

9:55 - 10:30

OPEN DISCUSSION - Questions for panelists

10:30 - 10:50

The New Land and Cooperative Laws -- The Road to Transformation of the Agricultural Sector

Mr. Krassimir Stefanov, Chairman of Parliamentary Committee on Agriculture

10:50 - 11:10

Bulgarian Cooperatives - Similarities and Differences with the American Cooperative Movement in the context of Agricultural Reform

Mr. Christo Petkov, Director, ACDI/Bulgaria

11:10 - 12:00

OPEN DISCUSSION -- Questions for panelists

12:00 - 13:30

LUNCH BREAK

13:30 - 13:50

The New Structure and Functions of the Ministry of Agriculture in the Transition from State to Private Farming

Jelez Sabotinov, Parliamentary Secretary

13:50 - 14:10

The Work of the Small Enterprise Fund in Promoting a Private Dairy Sector

Todor Minkov, President of the Bulgarian Dairy Union

14:10 - 14:55

OPEN DISCUSSION

14:55 - 15:15

Targeting the Training Recipient -- Recruiting Issues for LOL Training

Lidiya Angelova, Director of the Feed and Grain Research Institute Coordinator

15:15 - 15:35

Barriers to the Development of a Private Farming and Cooperative System - From a Practical Viewpoint

Peter Georgiev, private farmer (Chaskovo)
Georgi Iliev, President of private agribusiness (General Toshevo)

15:35 - 16:20

OPEN DISCUSSION - Questions for panelists

16:20 - 16:30

CONCLUDING COMMENTS

Nathaniel Carin, Representative, Central and East European Programs.

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