

THE CITIZENS NETWORK FOR FOREIGN AFFAIRS

Annual Activities Report for FY93

Citizens Network Agribusiness Volunteer Program for Russia and Ukraine

Summary

The program successfully began operations in FY93. Recruiting, support, and reporting systems were set up. Field offices were opened in Moscow and Kiev in May 1993.

The first volunteer began work in March 1993. Twenty-five individuals served as volunteers in 28 assignments, putting in a total of 39 months in the field. Of the 28 assignments, 19 were in Russia and 9 were in Ukraine.

The principal impacts in FY93 were:

- A) the establishment of five-year programs of cooperation between the national private farmers associations in Ukraine and Russia and state farm bureaus from the USA for the purpose of strengthening the private farmers movements;
- B) the beginning of a region-wide supply system for the two Giant supermarkets now under construction in Vladivostok and Nahodka;
- C) the introduction of a range of new crop and livestock techniques on the Open Spaces Farm in Krasnodar, Russia in preparation for joint venture formation.

Volunteer Assignments

Twenty-eight field assignments totalling 39 person-months were carried out starting with the first one in March 1993. The target for the first year of operations had been 30 assignments.

Nineteen of the 28 assignments put an emphasis on agribusiness, consonant with the central focus of our program. The other nine emphasized building private farmers movements, also one of our prime objectives. Virtually all assignments involved some management component. Assignments by primary agricultural function were:

- crop production - 7
- livestock production - 2
- food processing - 5
- management - 3
- construction - 2
- building farmers movement:- 9.

Three American positions were established in the Washington office, one American and one Russian position in Moscow, and one American and one Ukrainian position in Ukraine. The staffing of the program was almost complete by the end of FY93. A full-time volunteer coordinator arrives in the Moscow office in early November. The Moscow and Kiev offices were opened in May.

The Washington staff established two recruiting systems, one through the 150 members (companies, associations, farm bureaus, banks, faculties) of the Citizens Network Agribusiness Alliance and a second through open application. All but two volunteers came through the Agribusiness Alliance system in FY93. More open-system assignments are currently be generated. We have begun to build our desired volunteer database of 250 applicants and are about 20% completed with that task.

A travel system was prepared for passports, tickets, visas, travel advances, hotel accommodation, and vouchering. This system has worked extremely well and is only short one set of receipts due to missing luggage for FY93. A system for immunizations was instituted. A medevac system was put in place.

A 115-page volunteer briefing book was prepared and books issued to volunteers. the program instituted a briefing, debriefing, trip report, and impact statement system to document and evaluate each volunteer assignment. The first set of impact statements are attached to this report. In addition, we will seek to evaluate annually our impact on the focal projects. chosen .

Staff members conducted 16 field trips within Ukraine and nine within Russia, for negotiations or for evaluation or preparation of proposed assignments. Formal requests for assistance were received from 15 Russian and 10 Ukrainian organizations.

We participated in the February Implementers Conference and Good working relationships were established with the other implementer programs in the field. We prepared 104 reports (annual, quarterly, monthly, weekly, success-story, and trip) for AID.

Expenditures

The program expenditures from the AID grant for the year were: \$753,529. The original sum budgeted was \$1,121,355. The gap was caused by the operational start in March 1993 whereas the original budget had been constructed for a full year's operation. Most staff members were not hired until the third and fourth quarters of the fiscal year.

Matching contributions from Agribusiness Alliance members, i.e. American companies, associations, or farm bureaus, in the form of salaries or fees totalled \$269,000. The value of in-kind Russian or Ukrainian host-enterprise contributions was at \$71,000. Together these two contributions constituted 31% of the program.

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Impact

Impact is gauged from staff observations, discussions with host counterparts, debriefings, and trip reports. The most-significant impacts were:

A) the establishment of five-year programs of cooperation between the Russian and Ukrainian farmers associations and American farm bureaus and the launching of three specific partnerships: Kansas Farm Bureau with AKKOR in Rostov (Russia), Washington Farm Bureau with AKKOR in Primorski (Russia), and Kansas and Kherson Farmers Association (Ukraine). Four more partnerships are contemplated.

B) the beginning of a food supply system in vegetables, grains, fruits, milk, dairy products, beef, and pork for the two Giant supermarkets in Vladivostok and Nahodkha. Several hundred farmers entered entered into new ong-term relationships involving the introduction of new seeds, test plantings, new organization of labor units, new equipment and supplies (fertilizers, herbicides, and pesticides), new financing arrangements, improved feed meal systems, and new greenhouse techniques.

C) the introduction of popcorn and popcorn processing which included the installation of new equipment; the improvement of livestock breeding and herd management techniques; and the improvement of the potato stock and potato raising techniques at the Open Spaces Farm in Krasnodar (Black Sea coast of Russia) in anticipation of joint venture formation with various Conagra companies.

The second-level impacts were:

D) management and field maintenance skills transfers for the 9,800-acre Freedom Farm project in Kherson, Ukraine, contributing to a 50% yield increase in corn output.

E) expert insight into new sausage extender methods in four plants outside Kiev.

F) the first-time-ever formulation of a joint venture business plan in dairy processing for a group of 250 private farmers in Volokolamsk, Russia.

G) the design and planning of procurement, packaging, and marketing systems for a prospective joint venture baby food plant.

H) partial training of over 600 Russians and 150 Ukrainians in modern management.

I) the adoption by the national Ukrainian Farmers Association of the policy goal of creating a private farmers insurance program, an unanticipated consequence of Kansas-Kherson discussion in setting up the five-year cooperative agreement.

Impact statements for most volunteer assignments are attached.

**THE CITIZENS NETWORK
AGRIBUSINESS VOLUNTEER PROGRAM**

FY93 BUDGET AND EXPENDITURES

LINE ITEMS	BUDGETED	INCURRED
Salaries	276,000	175,116
Fringe Benefits	53,700	44,394
Travel & Per Diem	259,096	109,828
Subcontract/Subagreements	34,793	-0-
Other Direct Costs	372,220	259,800
Indirect Costs	179,246	164,391
Total Aid Costs	1,175,055	753,529
Recipient/Other Contributors	326,600	340,000
Total Program Costs	1,501,655	1,093,529

THE CITIZENS NETWORK FOR FOREIGN AFFAIRS

IMPACT STATEMENT

This statement of the principal impact(s) of a Citizens Network Agribusiness Volunteer Program assignment is distilled from trip reports, project documents, interviews, staff observations, and statements from host-country participants.

Volunteer: Bret Barry

Dates: July 20 - August 10, 1993

Location: Open Spaces Farm, Krasnodar region, Russia

Objective: To assess and choose an animal facility. To select personnel and animal resources. To assist in the development of production and financial recording systems.

Principal Impact(s):

- Of the three animal facilities on the farm, elected to work with one barn, containing approximately 145 cows and 50 heifers, in order to institute a model dairy facility.
- Evaluated the current management system and provided recommendations and means to develop an updated management structure.
- Instituted communications links and reporting schedules between personnel.
- Collected all records and available information concerning livestock. Evaluated all data concerning production, breeding, and feeding. Instituted a program of animal identification.
- Instituted a new feeding program designed to reallocate valuable feed resources to the most productive, while non-productive cows were kept on maintenance rations.

Prepared by: Nancy L. Frazier
October 15, 1993

THE CITIZENS NETWORK FOR FOREIGN AFFAIRS

IMPACT STATEMENT

This statement of the principal impact(s) of a Citizens Network Agribusiness Volunteer Program assignment is distilled from trip reports, project documents, interviews, staff observations, and statements from host-country participants.

Volunteer: Emanuel Dombakian

Dates: March 21 - April 28, 1993

Location: Krasnodar (Tihorezk and Azov), Mineralni Vodi, Georgiyevsk, Moscow, and St. Petersburg, Russia

Objective: To study, analyze, and improve the distribution and marketing system of the baby food production and delivery system of the Heinz Georgiyevsk Agro Industrial Company. To help the local management in Tihorezk and Azov upgrade the technology and quality of production while in conjunction working to improve the distribution and transportation problem. To improve the procurement, agronomy, and distribution activities of the joint-venture partner. To organize a nutrition symposium in Moscow aimed at improving the level of quality and distribution of baby nutritional products in Russia

Principal Impact(s):

- Successfully identified suppliers of all the ingredients and packaging materials for baby food production in Georgievsk.
- Gathered initial data and information of baby food marketing and distribution. Identified major obstacles affecting the marketing and distribution of baby food in Moscow and Georgievsk.
- Identified sources of procurement of the following raw materials: wheat, barley, buckwheat, apple, wooden pallettes, and carton boxes all of which are used in baby food production.
- Identified the key sources of distribution for selling baby food products.
- Analyzed the channels of distribution, sales, qualities and price of baby foods in the target market areas.
- Organized and participated in the Nutrition Symposium in Moscow.

Prepared by: Nancy L. Frazier
October 13, 1993

THE CITIZENS NETWORK FOR FOREIGN AFFAIRS

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This statement of the principal impact(s) of a Citizens Network Agribusiness Volunteer Program assignment is distilled from trip reports, project documents, interviews, staff observations, and statements from host-country participants.

Volunteer: Brian Fehr

Date: July 6 - August 13, 1993

Location(s): Kherson Province, Ukraine

Objective(s): To advise the local agronomists and agriculturalists of Freedom Farm International's joint venture partners about economic, production, and storage issues. To identify and eliminate problems currently affecting the crop production of the Kherson area farmers.

Principal Impact(s):

- Visited, scouted and evaluated over 60 cornfields for insect damage and weed pressure.
- Conducted a seminar on the infestation of cornfields by the European maize worm and methods needed to reclaim the soil. Approximately 7 local agronomists attended.
- Trained 7 agronomists in the economics and timing of herbicide application and crop scouting techniques.
- Replanted over 70 hectares with soy beans utilizing new methods and technology thereby increasing crop yield. These fields had twice before been planted with corn that had been destroyed due to infestation.
- Identified several fields that were currently producing at sub standard levels and suggested alternate uses.
- Supervised the construction of several temporary and permanent grain storage units.
- Introduced and instructed farm personnel in the operation and maintenance of four Case-International combines.

Prepared by: Nancy L. Frazier
October 8, 1993

THE CITIZENS NETWORK FOR FOREIGN AFFAIRS

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Volunteer: Richard Karle, food warehousing and inventory specialist

Dates: April 9 - May 10, 1993

Locations: Vladivostok and Nahodkha, Russia

Objective: To advise on food warehousing during the construction phase of the Giant project. Giant is a joint venture of TPC Foods of Seattle; KRPS, the privatized Primorski retail cooperative society; and Dalryba, the Russian Pacific fishing fleet.

Principal Impacts:

- Modified the architectural plans of the supermarkets to maximize the amount of product that the stores can hold.
- Recommended the types of racking, the design for installing the racking, and the types of supermarket equipment, particularly forklifts, to be used in the stores. These recommendations were followed and the equipment arrived in August 1993.
- Identified lack of computerized inventorying between Giant and the retail cooperative centers of KRPS as a major source of inefficiency in the supply chain. Full inventory computerization has been adopted as a goal.
- Described the complicated and unusual KRPS system in detail to the US partners and helped bring about closer collaboration between the Russian and American partners because of greater shared understanding.
- Spoke to seven groups including business and civic leaders in New York state, collectively about 250 people. Explained the project and conditions in Russia.

Prepared by: Jerry W. Leach
October 13, 1993

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This statement of the principal impact(s) of a Citizens Network Agribusiness Volunteer Program assignment is distilled from trip reports, project documents, interviews, staff observations, and statements from host-country participants.

Volunteer(s): Dennis Hupe, Vice-President, Kansas Farm Bureau
Edie Dahlsten, Board Member, Kansas Farm Bureau
Larry Cline, Director of Member Services, Kansas Farm Bureau

Date(s): May 21 - June 9, 1993

Location(s): Moscow and Rostov Province, Russia
Kiev and Kherson Province, Ukraine

Objective(s): To explore ways in which the Kansas Farm Bureau might help strengthen the private farmers' movements in the two countries.

Principal Impact(s):

- Convinced the national leadership of AKKOR, the Russian private farmers' association, that cooperation with the American Farm Bureau system was possible after two years of seeking such help without success. Introduced the concept of such cooperation to the national leadership of the Ukrainian Farmers' Association.
- Created programs in Russia and in Ukraine for building the private farmer associations at the province and county level through volunteer technical assistance from state farm bureaus over the next five years.
- Transmitted to about 25 Russian and about 25 Ukrainian private farm association representatives some understanding of how US farm bureaus, agricultural banks, and farmers' insurance programs work.
- Led to the adoption by the Ukrainian Farmers' Association of the policy goal of creating a private farm insurance program.
- Set up a system for five years of reciprocal project-related visits between Rostov/Kherson and Kansas.
- Generated about 30 press articles, five TV news spots, and 20 public talks in Kansas explaining current Russian and Ukrainian agricultural conditions.

Prepared by: Jerry W. Leach
October 7, 1993

THE CITIZENS NETWORK FOR FOREIGN AFFAIRS

IMPACT STATEMENT

This statement of the principal impact(s) of a Citizens Network Agribusiness Volunteer Program assignment is distilled from trip reports, project documents, interviews, staff observations, and statements from host-country participants.

Volunteer: Martin Mason, vegetable and grain specialist

Dates: March 22 - April 3, 1993

Location: Vladivostok and the Primorski region, Russia

Objective: To start several vegetable supply projects for the Giant Joint Venture, the large supermarket wholesaling and retailing stores due to open in 1994 in Vladivostok and Nahodkha.

Principal Impacts:

- Introduced new varieties of seed and US seeding equipment to the Artyom Agricultural Research Station. Oversaw the planting of plots to test these seeds in the agricultural conditions north of Vladivostok. Seeds were found to be successful and will be provided to Giant suppliers.
- Arranged to teach a class at the Razdolny State Farm College. Class was taught in the summer on hybrid corn production using seed not available in Russia.
- Introduced hybrid corn seed to four collective farms. Test plots were planted to compare with current corn crops. All four farms are now part of the prospective supply system for Giant and have received additional seed, equipment, and training.
- Mason later signed a three year contract with Giant to provide vegetable and grain supply and modern management expertise to Giant suppliers throughout the Primorski region. He has moved to Vladivostok where he now lives. He currently works with 200-300 Russian farmers, both collective and private, in this effort.

Prepared by: Jerry W. Leach
October 12, 1993

THE CITIZENS NETWORK FOR FOREIGN AFFAIRS

IMPACT STATEMENT

This statement of the principal impact(s) of a Citizens Network Agribusiness Volunteer Program assignment is distilled from trip reports, project documents, interviews, staff observations, and statements from host-country participants.

Volunteer: William Lambert, Dairy Consultant

Dates: August 19 - September 7, 1993

Location: Volokolamsk, Russia

Objective: To help formulate a business plan for a new private cooperative dairy to be owned and run as joint venture involving American investors and the Kolos private farmers association, which is a county branch of AKKOR.

Principal Impacts:

- Formulated a concrete business plan for a joint venture dairy cooperative involving a new dairy barn and processing equipment for milk from 20 farmers raising about 20 cows each. Lambert was the most significant contributor to this teams efforts because of his understanding of dairy systems. In all likelihood, this was the first business plan formulation process the 20+ Russians had participated in.
- Helped encourage the belief that the project is tenable and realistic by evaluations of the main elements of the plan, namely land, livestock, water, feed, weather, equipmet, power, waste disposal, and people.
- Designed production processes for fresh pasteurized milk, ice cream mix, and the freezing of ice cream. This included a basic floor design for the prospective plant.
- Located and decided on the appropriate 200 acre plant site.
- Identified training of the farmers as the key to the success of the plan.

Prepared by: Jerry W. Leach
October 8, 1993

THE CITIZENS NETWORK FOR FOREIGN AFFAIRS

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This statement of the principal impact(s) of a Citizens Network Agribusiness Volunteer Program assignment is distilled from trip reports, project documents, interviews, staff observations, and statements from host-country participants.

Volunteer: Joseph T. Parker, President, Freedom Farm International

Date: March 6-20, 1993

Location: Kherson, Kakhovka, Champlynka, Ukraine

Objective: To assist six Ukrainian joint venture partners, farms of approximately 1000 hectares each, in planning and implementation for the 1993 cropping year. Freedom Farm International is involved in the production, storage, cleaning, processing and marketing of grain.

Principal Impact(s):

- Convinced four of the six prospective partners to continue with the joint venture process despite a Government State Order requiring that all farms maintain a level of production equivalent to that of 1989. Two partners, fearing that they could not maintain this level should they remain active in the joint venture, ended their involvement.
- Established contacts with Mr. Byschov, Assistant to the President, and Mr. Albert Razumny, the Department Head of Public Relations and Creation of Free Economic Areas. Mr. Razumny agreed to help with the registering of the joint ventures and with the State Order.
- Established a bank account at the NPK Bank in Kharkov. Freedom Farm International can now deposit funds in the Central Trust Bank in Cincinnati, Ohio and receive kuponi or dollars in Kharkov.
- Arranged for the director of the seed warehouse in Kakhovka to receive all seeds and equipment and to store all herbicides for Freedom Farm International.
- Assessed the most urgent needs for technical assistance in grain and livestock farming in Kherson.
- Purchased a 4 wheel drive diesel wagon for Freedom Farm International.

Prepared by: Sarah C. Clovis
October 8, 1993

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This statement of the principal impact(s) of a Citizens Network Agribusiness Volunteer Program assignment is distilled from trip reports, project documents, interviews, staff observations, and statements from host-country participants.

Volunteer: Ray Poe, Executive Director, Washington State Farm Bureau

Date: September 3-12, 1993

Location: Vladivostok and Primorski Province, Russia

Objective: To explore ways in which the Washington Farm Bureau might help strengthen the private farmers' movement in the province.

Principal Impact(s):

- Negotiated an agreement which created a program to help build the private farming movement in the province through volunteer technical assistance from the state of Washington over the next five years. The program will consist of help focused initially on production agriculture.
- Set up a system for five years of reciprocal project-related visits between Primorski and Washington.

Prepared by: Jerry W. Leach
October 12, 1993

THE CITIZENS NETWORK FOR FOREIGN AFFAIRS

IMPACT STATEMENT

This statement of the principal impact(s) of a Citizens Network Agribusiness Volunteer Program assignment is distilled from trip reports, project documents, interviews, staff observations, and statements from host-country participants.

Volunteer: Mark Rogers

Dates: March 22 - June 21, 1993

Location: Moscow, Russia

Objective: To train Russian entrepreneurs with the business skills needed to compete in a market-based agricultural economy. To instruct Russians in business techniques, specifically how to create and run viable entrepreneurial operations in such sectors as the manufacturing, marketing, distribution and retail of agricultural goods and services.

Principal Impact(s):

- Instructed the manager of JB Demos, a joint venture between the Des Moines Chamber of Commerce and the Russian insurance company ASKO, in the proper techniques to broker business deals between suppliers of agricultural equipment from the United States and Russian agricultural enterprises.
- Aided the manager in developing an understanding of the methods of doing business in a free market economy.
- Due to a lack of commitment by both the American and Russian partners of the joint venture, the volunteer was unable to have an impact on a larger audience.
- Discussed the state of Russia's agriculture and economy and the problems facing Russia's emerging entrepreneurial class during a two hour statewide radio talk program broadcast in Iowa on WHO1040 am.

Prepared by: Nancy L. Frazier
October 15, 1993

THE CITIZENS NETWORK FOR FOREIGN AFFAIRS

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This statement of the principal impact(s) of a Citizens Network Agribusiness Volunteer Program assignment is distilled from trip reports, project documents, interviews, staff observations, and statements from host-country participants.

Volunteer: Floyd Shoup

Date: August 23 through September 13, 1993

Location(s): Belaya Tserkva, Ukraine

Objective(s): To demonstrate to the management and staff of the Alexandria Sausage Plant the use of soy extender as an alternative source of protein and an economical advantage to sausage production.

Principal Impact(s):

- Trained twenty management and staff personnel of the Alexandria Sausage plant in the use of soy as a protein extender in sausage manufacturing.
- Instructed the management on methodology used to determine whether it is economically advantageous to warrant the use of the soy product in sausage making.
- Instructed the staff on how to proportion the soy to meat ratios, utilizing variable portions of spices in order to get a product that tastes good and is of a good quality, texture and appearance.
- Conducted three trial tests which created approximately 300 kilograms of sausage in order to determine if the staff understood how to use the soy product and how to determine the correct ratio between soy, meat and spices.
- Convinced the management and staff that soy extender was a viable method in sausage production.
- Identified three other sausage manufacturing enterprises, located southeast of Kiev Ukraine, interested in the use of soy extender as an alternative source of protein in sausage manufacturing.

Prepared by: Nancy L. Frazier
October 8, 1993

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THE CITIZENS NETWORK FOR FOREIGN AFFAIRS

IMPACT STATEMENT

This statement of the principal impact(s) of a Citizens Network Agribusiness Volunteer Program assignment is distilled from trip reports, project documents, interviews, staff observations, and statements from host-country participants.

Volunteer: Andrew Watson, agricultural consultant

Dates: March 1 - 14, 1993

Location: Vladivostok, Nahodka, and the southern Primorski region of Russia

Objective: To formulate the plan for food supplies from within the Primorski region for the new wholesale and retail supermarkets that are under construction as a part of the Giant joint venture. The joint venture partners are: TPC Foods of Seattle; KRPS, the retail cooperative system of Primorski; and Dalryba, the far eastern Pacific fishing fleet.

Principal Impact(s):

- Formulated basic supply strategy for the two large supermarkets which are due to open in the spring of 1994. It is the intention of the joint venture to supply 70-80% of the goods sold in the stores from within the Primorski region. Made recommendations on which indigenous organizations to supply pork, beef, milk, dairy products, animal feed, various vegetables and fruits, vegetable oils and grains.
- Formulated plan, accepted by the company, for importing various seeds, fertilizers, herbicides, pesticides, and farm equipment to be used by the various Primorski supplier groups.
- Recommended that the technical assistance program be used over the next three years to create a viable continuous supply system for the two stores. The program was accepted and is in effect.
- Caused the joint venture to reassess its position on the supply issue, which now appears more difficult than originally expected. There is now a greater allocation of resources in that area than had been anticipated at the outset.

Prepared by: Jerry W. Leach
October 11, 1993

THE CITIZENS NETWORK FOR FOREIGN AFFAIRS

IMPACT STATEMENT

This statement of the principal impact(s) of a Citizens Network Agribusiness Volunteer Program assignment is distilled from trip reports, project documents, interviews, staff observations, and statements from host-country participants.

Volunteer: James N Wiltbank

Date: July 22-August 23, 1993

Location: Open Spaces Farm, Krasnodar region, Russia

Objective: To improve production efficiency and usable supplies of milk and meat products by improving management, nutrition, reproduction, and genetics of the dairy cows at the "Open Spaces" farm near Krasnodar, Russia.

Principal Impact(s):

- Identified and explained to the Russians extensive problems in efficiency , production and sanitation.
- Introduced improved genetics with a supply of sperm for artificial insemination from the U.S.
- Identified 145 cows and 50 heifers to be used as a test herd. All cows were tagged and their numbers were entered into a computer data base, which would record individual milk production versus feed intake and would also include breeding history.
- Attempted to sort cows into lots (based on milk production) for feeding purposes, however workers were unwilling to sort the cows into different groups.
- Implemented a step-by-step plan for the test herd individually tailored for improving production and efficiency including: quality of feed; tailoring feed amounts to individual cows; improved methods of record keeping and use; synchronizing the breeding program; improving sanitation by better bedding for cattle, culling infected cows, and additional sanitary milk handling procedures.

Prepared by: Ronald P. Smith
October 7, 1993

THE CITIZENS NETWORK FOR FOREIGN AFFAIRS

IMPACT STATEMENT

This statement of the principal impact(s) of a Citizens Network Agribusiness Volunteer Program assignment is distilled from trip reports, project documents, interviews, staff observations, and statements from host-country participants.

Volunteer: George Wingert

Date: July 9 - August 10, 1993

Location: Joint-stock company "Gospodar", Fastiv, Ukraine

Objective: To train the management and staff of the joint-stock company Gospodar to operate an economically successful dairy processing and distribution center.

Principal Impact(s):

- Analyzed the current processing operations at Gospodar and determined that capital improvements should not be made until the supply of raw milk is increased. At this time Gospodar has approximately 475 producing milk cows which each supply approximately 6-8,000 gallons per year. In order for capital improvements to become economically justifiable each cow would have to produce at least 50 percent more per annum.
- Proposed that Gospodar set up a model farm in order to demonstrate the value and profitability of proper feed and genetics for dairy cows.
- Suggested ways in which milk output could be increased by altering feed amounts.
- Visited other dairy farms in the local area to determine the scope of problems facing the Ukrainian dairy industry in this region. Lack of proper sanitation, poor feed and the need for receiving, refrigeration and transportation equipment are widespread problems throughout this area.
- Conducted community outreach through the local media in Ottawa, Kansas.

Prepared by: Nancy L. Frazier
October 25, 1993

THE CITIZENS NETWORK FOR FOREIGN AFFAIRS

IMPACT STATEMENT

This statement of the principal impact(s) of a Citizens Network Agribusiness Volunteer Program assignment is distilled from trip reports, project documents, interviews, staff observations, and statements from host-country participants.

Volunteer: Alfred C. Williams, Project Manager, World Agricultural Technology, Inc.

Date: May 27-August 15, 1993

Location: Primorskii Krai, Vladivostok, Russia

Objective: To provide technical assistance and management training to private and privatizing farms growing food for the GIANT/KRPS comprehensive food supply system. To assist in the development of the "private farming" course curriculum at the Ussuriisk Agricultural Technical College.

Principal Impact(s):

- At the Razdolne Farm: planted and tested several U.S. varieties of field corn and vegetables on eight hectares of land; installed a drip irrigation system in one field to combat drought conditions; partially rebuilt and renovated one of the vegetable greenhouses and worked with management to establish a private group of workers for winter production.
- At the Ussuriisk Agricultural Technical College: established programs in which students worked on private farms as laborers and technicians, gaining both valuable practical experience and summer income; developed a curriculum for a course entitled "Private Farming for Profit".
- In the Ussuriisk Region: planted a number of seed variety trial plots at the Ussuriisk Farm; Provided corn and vegetable seed trials for Farm Russia, Ltd. and the Boguslavskaya Farm; arranged for the purchase of 180 metric tons of potato seed for next year's planting at the Putsilovskoye Seed Farm.
- In the Khankaisky Region: established contacts and made assessments of regional farms and production facilities; began to coordinate the operations of successfully privatized cooperative organizations with those of surrounding individual private farms with fewer resources; met with the regional Private Farmers' Associations to target and assess the needs of smaller private farmers.

Prepared by: Sarah C. Clovis
October 25, 1993

THE CITIZENS NETWORK FOR FOREIGN AFFAIRS

IMPACT STATEMENT

This statement of the principal impact(s) of a Citizens Network Agribusiness Volunteer Program assignment is distilled from trip reports, project documents, interviews, staff observations, and statements from host-country participants.

Volunteer: Ronald P. Smith

Dates: May 5 - August 30, 1993

Location: "Privolnoe" Open Spaces Farm, Krasnodar region, Russia

Objective: To assist, train and supervise the staff and management of "Privolnoe" in the installation of a popcorn processing and packaging facility. To train local workers in the operation of the equipment and to establish a regimen of maintenance and monitoring. To supervise the construction of post-harvest storage facilities.

Principal Impact(s):

- Trained and supervised the Russian manager of the popcorn processing and packaging facility in plant operations, prioritization and general business conduct.
- Negotiated and obtained transportation (for on site use) and equipment necessary for the success of the assignment. The equipment purchased included: a 78HP Beloruss tractor, Moskvich pickup, Niva 4-wheel drive utility vehicle, 2 welders, hydraulic dump wagon, lumber, angle iron, pipe, heavy duty wire, sheet metal, and plywood. All equipment was purchased from individual enterprises in the local area.
- Supervised the construction of the foundations of four grain bins. Only one grain bin was successfully completed by the end of the assignment due to the damage the containers received during shipping.
- Instructed the farm staff (4 individuals) in the proper care and storage of grain in a high moisture environment.
- Instructed 5 laborers in the proper handling and transport of the packaged popcorn, to include on-the-job safety.
- Negotiated with a small private enterprise to transport the finished product to other regions for resale.

Prepared by: Nancy L. Frazier
October 26, 1993

THE CITIZENS NETWORK FOR FOREIGN AFFAIRS

IMPACT STATEMENT

This statement of the principal impact(s) of a Citizens Network Agribusiness Volunteer Program assignment is distilled from trip reports, project documents, interviews, staff observations, and statements from host-country participants.

Volunteer: Edward Tulley, Senior Horticulturist, World Agricultural Technology, Inc.

Dates: April 11-July 4, 1993

Locations: Primorskii Krai, Vladivostok, Russia

Objectives: To upgrade the greenhouse technology at the regional food supply sites and improve the management systems at the greenhouses, thus expanding the supply base from which the Giant/TPC food stores can draw.

Principal Impacts:

- Demonstrated modern growing techniques, including improved varieties of plants, soilless growing culture (hydroponic), drip irrigation and fertilization at the Primorye Greenhouse. Resulted in a strong harvest of vegetables in late July. Failed to convince the management to establish the cost-efficient program defined by TPC Foods, Inc.. As a result, TPC removed all equipment on August 10, 1993.
- Demonstrated improved western growing techniques for vegetables at the Artyom Greenhouse. Mutually decided to end the demonstration program on June 22, 1993 due to the management's unwillingness to implement change.
- Provided US seed varieties to the Artyom Agricultural Institute for planting, monitored the progress of the plants, and supplied regular advice to the management staff.
- Utilizing excellent student labor, planted seed of many different American vegetable varieties at the Razdolne Farm Greenhouse. Installed a drip irrigation system.
- Installed new plastic roofs and a drip irrigation system at the Nadezdinskiy Farm Greenhouse. Improved the seed beds, cleaned and secured the greenhouses against theft, planted vegetable seed. Formed a local labor work force to provide crop care.

Prepared beds and planted seed at the Ussuriisk Farm Greenhouse and Institute. Due to an uncooperative management, discontinued work inside the greenhouses and focused on outdoor field production.

Prepared by: Sarah C. Clovis
October 27, 1993