

PID-ABH-267

Consultancy Report
Quarterly Report June 1993

Agribusiness Exchange Program for Eastern and Central Europe
Contract Number: EUR-0024-G-00-1066-00

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April 1993 - June 1993

AGRIBUSINESS EXCHANGE PROGRAM for EASTERN and CENTRAL EUROPE

Grant Number EUR-002 -G-00-1066-00
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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, 1993
Date of Last report: April, 1993
AID Project Officer: Dr. James Snell
Date Original Authorization: 7/31/91
Estimated Completion: 8/1/94
Project Field Director: Lee Rosner
Director of Training/Poland: Kathleen Lynch
Director of Training/Southern Tier: Peter Fergin
Employees in CEE: Poland - 2 U.S., 1 Polish
Bulgaria - 1 U.S., 1 Bulgarian
Project Office Addresses:
Poland: 26 Jasna, p. 301, 00-54 Warsaw
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PERFORMANCE DATA

I. Project Purpose and Progress Toward Objective

The purpose of the project is to increase the efficiency and the effectiveness of the agricultural sectors of the 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. The project has provided training in the United States for participants from six countries (Poland, Czech and Slovak Federal Republic, Albania, Bulgaria, Lithuania and Latvia). Agriculturalists and bankers have received training through in-country workshops in Poland, Bulgaria, Albania, Estonia, and the Czech and Slovak Federal Republic.

II. Situation

The Agribusiness Exchange Program is currently focusing its training efforts in Poland, Bulgaria, Albania, and Romania. In each 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 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 and other ACDI projects in CEE to identify candidates and to prioritize 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 two 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.
 - * When appropriate, ACDI also arranges internships at various cooperatives and other agribusiness areas for English speaking participants.
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In - Country Training:

- * ACDI conducts workshops in cooperative organization, farm enterprise management, marketing, management, and technical areas.
- * In addition, ACDI conducts specialized training for agricultural credit institutions on cooperative business practices, farm financial analysis, cooperative financial analysis and other banking topics.

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 17 participants received training in the United States; and 26 in-country training workshops were held in CEE. Details of programs follow:

Poland

U.S. Participant Training:

Cooperative Advisor Training: A group of seven extension directors/agents and one regional Cooperative Development Unit trainer (2 women, 6 men) completed a four-week program, March 20 - April 19, on how to advise farmers to organize and operate farmer-controlled cooperatives. The group traveled to Pennsylvania for a program organized by Larry Yager, who was a USDA Extension Project specialist in Nowy Sacz, and then to Ithaca, New York, to work with Monica Crispin, also a USDA Extension Project specialist. At both sites, the group met with extension specialists responsible for cooperative education and visited a variety of agricultural cooperatives and enterprises.

Since their return to Poland the ACDI country representative met with the group to learn about their experiences in the U.S. and to plan for future coordination of in-country course activities. The group also participated in an in-country course held in April (Organizing a Farmer Cooperative).

In - Country Workshops:

Farmer Cooperative Seminar: A total of four 2 1/2-day courses were held in Mietne. The courses were prepared and conducted by Jim Baarda, Vice-President of Education at the National Council of Farmer Cooperatives, and Norval Dvorak, retired executive of Packerland Packing Company and former cooperative manager and farmer member in Green Bay, Wisconsin. Participants who attended the Basic Cooperative Principles and Practices courses in July 1992 were invited to participate in their follow-up course. In addition, agriculturalists with a basic knowledge of western-style cooperative principles and practices were invited from all over Poland to participate in the course. A total of 82 participants attended the four courses (67 men, 15 women).

Farm Financial Analysis: A total of three courses in Farm Financial Analysis were conducted this quarter, all held in Warsaw. The courses were conducted by Warren Gerber, Cooperative Bank Advisor. Seventy-five bankers participated in the courses (59 women, 16 men).

Basics of Farmer Cooperatives: A total of three 2 1/2-day courses in Basics of Farmer Cooperatives was held in Mietne. Jim Baarda, Vice-President of Education at the National Council of Farmer Cooperatives, prepared the materials. The course was conducted by Jim Baarda and Lee Rosner, Project Director for the ABE project in Warsaw. This is the first in a series of three courses planned for the coming year. The second course, Organizing a Farmer Cooperative, will be conducted in September 1993. The final course in the series, How to be an Effective Council Member of a Farmer Cooperative, will be conducted in June/July 1993. Total attendance for the three courses was 63 (33 men, 30 women).

Cooperative Bank Council Member: A total of three 2 1/2-day courses in How to be an Effective Council Member of a Cooperative Bank, co-financed by the ABE project, were conducted in Rynia. The course was conducted by Thomas Mueller, Executive Director, Cooperative Development Services, Madison, Wisconsin. A total of 57 persons participated in the training courses (48 men, 9 women).

Asset Valuation Seminar: A total of three seminars on Asset Valuation were conducted in conjunction with ACDI's Cooperative Bank Development Project. The courses were conducted by Glenn D. Pederson, Associate Professor, Agricultural Finance, Department of Agricultural and Applied Economics, University of Minnesota.

Cooperative Council Member: The project sponsored four 2 1/2-day courses in How to be an Effective Council Member of a Farmer Cooperative, held in Mietne. Materials were prepared by Jim Baarda. The courses were conducted by Vern Moore, agribusiness consultant, retired Land O'Lakes executive, former Chairman of ACDI's Board of Directors, and VOCA volunteer in Poland.

Assisting Mr. Moore will be two Polish trainers. Mr. Jerzy Szwejkowski, ROUS/Olsztyn trainer, will be the co-trainer for the first course. Mr. Szwejkowski participated in an ACDI U.S.D. training program in March 1993, on farmer cooperative principles and practices. Ms. Ewa Wyrzykowska, who has conducted similar courses with Warren Gerber, will co-train on the last three courses.

SOUTHERN TIER

Albania

U.S. Participant Training:

Agri-Input Dealers: A group of eight agri-input dealers (7 men, 1 woman) came to the U.S. for a month-long program (June 12-July 10) designed to introduce them to the structure, organization, and operation of trade associations. The participants have all been working with an International Fertilizer Development Center (IFDC) project in Albania, and have for some time been buying and selling fertilizer and other inputs. The group spent two weeks with IFDC in Muscle Shoals, Alabama; attended a customized academic program at Texas A&M; and visited Farmland.

In - Country Workshops:

Farm Management Seminars: Two week-long courses were held in farm management, one in Skodra, (southeastern Albania); and a second in Korce (northern Albania). Course materials were developed by Jim Hanson, Farm Management Specialist, University of Maryland, and Gary Frank, Farm Management Specialist, University of Wisconsin, Madison. There were a total of 65 participants in the two courses, 20 women and 45 men. Copies of the trainer and participant manual are included with this report.

Bulgaria

U.S. Participant Training:

Poultry Internships: The second and third candidates for training in poultry came to the U.S. for their intensive internships. Mr. Jelco Minchev, the general director of a processing plant, participated in a training program organized by Robert Strickler, Chairman of Rocco, Inc., from April 24-June 6. Vassil Shomov, director of a feed mill plant, attended his training with Rocco, Inc., from June 6-July 16.

In - Country Workshops:

Principles of Association Formation: Four short courses on the Formation of Production and Marketing Associations were conducted in four small communities in the vicinity of Kyustendil, in southwestern Bulgaria. The four towns are Konevo, Bobov Dol, Nevestina, and Dragovishtitza. The materials were developed by

Tony Warner of the University of Minnesota and Sumner Strashun, a private fruit processing consultant from Washington state. Forty-three persons were trained in the four courses (12 women, 31 men).

V. Actions Scheduled for Next Quarter

Poland

- * September - U.S.-based training for a group of ten potato growers on product storage and marketing.
- * September - U.S.-based training for a group of six poultry producers.
- * September - Arrange internships and U.S.-based training for two agriculturalists in strawberry marketing and production (rescheduled from June).

Albania

- * August - Conduct U.S.-based training for bankers in support of ACDI World Bank-funded project.

Bulgaria

- * July - Conduct U.S.-based course on fruit/vegetable marketing.
- * July - Conduct U.S.-based internships for two poultry managers.
- * August - Conduct followup courses on developing a business plan for participants of the in-country program on production and marketing association formation.

Romania

- * July - Conduct two U.S.-based study programs on rural credit and banking for members of the Bank of Agriculture and the Romanian Bank for Development.
- * September - Conduct first series of courses on banking for officials from the Romanian Bank for Development.

Estonia

- * September - Conduct followup bank training for members of Eesti Maapank, which received in-country training in 1992.

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II. Additional Observations and Comments

ACDI will conduct an internal evaluation of all its project activity in July 1993. The purpose of the evaluation is two-fold:

to assess the short- and medium-term impact of activities under the ABE grant; and

to prepare a strategic plan for the final year of the grant so as to focus efforts and activities for maximize impact in geographic and subject areas.

AGRICULTURAL COOPERATIVE DEVELOPMENT INTERNATIONAL (ACDI)
 QUARTERLY TRAINING REPORT APRIL - JUNE, 1993

J. Basta	Polish	Male	Washington, D.C. Extension Agents in PA, NY	March 20 - April 18, 1993	Agricultural Extension System Cooperative Structure	Technical	AID
M. Gardiasz	Polish	Male	Washington, D.C. Extension Agents in PA, NY	March 20 - April 18, 1993	Agricultural Extension System Cooperative Structure	Technical	AID
A. Kuptel	Polish	Male	Washington, D.C. Extension Agents in PA, NY	March 20 - April 18, 1993	Agricultural Extension System Cooperative Structure	Technical	AID
I. Palus	Polish	Female	Washington, D.C. Extension Agents in PA, NY	March 20 - April 18, 1993	Agricultural Extension System Cooperative Structure	Technical	AID
M. Plichta	Polish	Male	Washington, D.C. Extension Agents in PA, NY	March 20 - April 18, 1993	Agricultural Extension System Cooperative Structure	Technical	AID
J. Suszyna	Polish	Male	Washington, D.C. Extension Agents in PA, NY	March 20 - April 18, 1993	Agricultural Extension System Cooperative Structure	Technical	AID
J. Szejkowski	Polish	Male	Washington, D.C. Extension Agents in PA, NY	March 20 - April 18, 1993	Agricultural Extension System Cooperative Structure	Technical	AID
J. Wlazlo	Polish	Female	Washington, D.C. Extension Agents in PA, NY	March 20 - April 18, 1993	Agricultural Extension System Cooperative Structure	Technical	AID

J. Minchev	Bulgarian	Male	Rocco, Inc., Virginia	April 24 - June 04, 1993	Poultry Management	Technical	AID
V. Shomov	Bulgarian	Male	Rocco, Inc., Virginia	June 04 - July 16, 1993	Poultry Management	Technical	AID
S. Bejdaj	Albanian	Male	International Fertilizer Dev. Center (IFDC), AL Texas A&M, TX Farmland Industries, MI	June 12 - July 11, 1993	Trade Associations Operating in a Free Market Economy	Technical	AID
L. Bilcari	Albanian	Male	International Fertilizer Dev. Center (IFDC), AL Texas A&M, TX Farmland Industries, MI	June 12 - July 11, 1993	Trade Associations Operating in a Free Market Economy	Technical	AID
I. Changu	Albanian	Male	International Fertilizer Dev. Center (IFDC), AL Texas A&M, TX Farmland Industries, MI	June 12 - July 11, 1993	Trade Associations Operating in a Free Market Economy	Technical	AID
Q. Dulipi	Albanian	Male	International Fertilizer Dev. Center (IFDC), AL Texas A&M, TX Farmland Industries, MI	June 12 - July 11, 1993	Trade Associations Operating in a Free Market Economy	Technical	AID

G. Pllaha	Albanian	Male	International Fertilizer Dev. Center (IFDC), AL Texas A&M, TX Farmland Industries, MI	June 12 - July 11, 1993	Trade Associations Operating in a Free Market Economy	Technical	AID
N. Preka	Albanian	Male	International Fertilizer Dev. Center (IFDC), AL Texas A&M, TX Farmland Industries, MI	June 12 - July 11, 1993	Trade Associations Operating in a Free Market Economy	Technical	AID
A. Shehu	Albanian	Male	International Fertilizer Dev. Center (IFDC), AL Texas A&M, TX Farmland Industries, MI	June 12 - July 11, 1993	Trade Associations Operating in a Free Market Economy	Technical	AID
M. Sulioti	Albanian	Female	International Fertilizer Dev. Center (IFDC), AL Texas A&M, TX Farmland Industries, MI	June 12 - July 11, 1993	Trade Associations Operating in a Free Market Economy	Technical	AID
Quarter Totals		M	15				
		F	3				
LOP Totals		M	93				
		F	43				