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2001

**Land O'Lakes, Inc.**  
**International**  
**Development**

**LAND O' LAKES/TRI VALLEY GROWERS  
QUARTERLY REPORT ON ACTIVITIES  
January 1, 1994 to March 1, 1994**

**April 25, 1994**

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**LAND O'LAKES/TRI VALLEY GROWERS**  
**COOPERATIVE AGREEMENT NUMBER: FAO-0192-A-00-2081-00**  
**Project Number: 938-1092**

**QUARTERLY REPORT**  
**JANUARY 1 TO MARCH 31, 1994**

I. Activities This Quarter

**Land O'Lakes**

Land O'Lakes staff continues to review documents prepared by Tri Valley Growers which relate to participant training. As indicated in the Tri Valley Growers quarterly report, three training participants from Russia will be a part of the Tri Valley Growers activities next quarter. All corresponding paper was prepared and submitted to USAID by Tri Valley Growers.

Land O'Lakes will follow up with Tri Valley Growers on submissions required after the training participant programs are finished. Items such as the training participant log and requisite Participant Data Form submissions will be discussed and submitted.

**Tri Valley Growers**

The quarterly report submitted by Tri Valley Growers is included as Attachment A.

- II. There were no problems/delays/adverse conditions that substantially affected program objectives, time schedules or project work activities.
- III. Consequently, there were no actions taken or contemplated nor any assistance needed to resolve any situations. However, Land O'Lakes continues to prompt Tri Valley Growers with respect to activities still planned during the closing months of the agreement. Ed Thor of Tri Valley Growers and Helen Nelson of Land O'Lakes will discuss the remainder of the program and any program elements which have not been accomplished as of the end of this quarter.
- IV. There were no favorable developments or events that enabled time schedules to be met sooner than anticipated or more work activities to be performed than originally projected.

No new USAID funding was received this quarter.

V. Financial Report

- 1) The quarterly financial report is included as Attachment B.

VI. Attachments

A. Tri Valley Growers Quarterly Report

B. Quarterly Financial Report

**ATTACHMENT A**

**TRI VALLEY GROWERS QUARTERLY REPORT**



**LAND O'LAKES/TRI VALLEY GROWERS  
COOPERATIVE AGREEMENT NUMBER FAO-0192-A-00-2081-00  
Project Number 938-0192**

**QUARTERLY REPORT ON ACTIVITIES  
FROM JANUARY 1 TO MARCH 31, 1994**

This report covers the period from January 1, 1994 to March 31, 1994 for Cooperative Agreement FAO-0192-A-00-2081-00 between the US Agency for International Development (USAID) and Land O' Lakes (LOL) and the Subagreement between LOL and Tri Valley Growers (TVG).

The following activities took place during first quarter, 1994:

**TECHNICAL ASSISTANCE AND TRAINING**

Kirt Menon, International Development Financial Manager, worked with USAID/India/Office of Technology Development and Enterprise and Industrial Credit and Investment Corporation of India Limited to develop terms of reference for a reverse technical assistance mission for participants from India to come to California to learn about the strawberry production, packing and processing industry. Tri Valley Growers has developed a training schedule for 4 participants from agribusinesses in the Maharashtra region in India. This mission is co-funded by USAID through the ACE project and by the participating agribusinesses. (See upcoming events.)

**DEVELOPMENT COORDINATION**

Ed Thor, Vice President, International Development, travelled to Washington, DC to attend a planning and coordination strategy meeting organized by the US Overseas Cooperative Development Council (OCD) and to meet with representatives of USAID and Land O'Lakes in February, 1994.

Jim Salisbury, Senior Vice President and Treasurer, travelled to Washington, DC on several occasions in first quarter 1994 to meet with high level USAID officials, and to attend a Debt for Development Board meeting.

Derek Brown, Farmer-to-Farmer Project Manager, attended a meeting organized by OCDC with senior staff members of the Africa Bureau on March 3, 1994. Yoo-Mi Lee had been scheduled to attend the meeting on February 11, which was cancelled due to weather conditions.

## **DEVELOPING CDO CAPABILITY**

Rachel Khattab, Project Grant Administrator and Terry Bender, International Development Assistant, attended the "NIS Contractors' and Grantees' Training Conference" presented by USAID/Office of International Training on February 25 and 28, 1994.

## **PROJECT DEVELOPMENT**

Tri Valley Growers participated in the following project proposals:

Cooperative Program Support Project,

Innovative Grant for Romania, with members of OCDC, and

Agricultural IQC, lead by Agricultural Cooperative Development International.

## **FINANCE**

The financial report for first quarter 1994 is attached as Appendix A. A total of \$43,044.30 was spent on program costs during the quarter, of which \$15,472.54 was contributed as matching funds for this cooperative agreement.

## **UPCOMING EVENTS**

### **INTERNSHIP**

Tatiana Puzakova, Elena Yepishova and Yuri Dmitraschuk, members of the Marketing Department of the Black Earth Farmers' Bank in Voronezh, Russia, will be in the United States to receive training in agricultural credit, mortgages, leasing and bank marketing services from April 3 to May 28, 1994. The Black Earth Farmers' Bank, a private, cooperative farmers' bank received its license to operate in September, 1993.

## **TECHNICAL ASSISTANCE**

Yoo-Mi Lee, International Business Development Specialist, will be travelling to Dragovishtitza, Bulgaria from April 20 to May 11, 1994 to provide technical assistance in cooperative development and strategic and business planning to a small, village-based cooperative, SelCoop, near Kjustendil.

## **REVERSE TECHNICAL ASSISTANCE AND TRAINING**

Four agribusiness managers from the State of Maharashtra, India, will be in California from April 16 through May 7, 1994 to learn about the strawberry production, packing and processing industry. They will work with advisors from the University of California Cooperative Extension Service specializing in strawberry breeding, production, post-harvest handling, and processing; and growers and processors in Davis, Watsonville, Monterey and San Diego.

## **WORKSHOP**

Greg Billikopf, Labor Advisor, University of California Cooperative Extension, will present a seminar on labor management in Voronezh, Russia from May 23 to May 27, 1994. He will be working in cooperation with members of the Economics Department of Voronezh State University. After the seminar, Mr. Billikopf will provide on-farm consultations to individual enterprises from May 31 to June 1, 1994.

## **PROJECT DEVELOPMENT**

TVG plans to make a trip to Uganda and Kenya in July, 1994 to explore development activities in food processing and cooperative development, and to acquaint the in-country missions with TVG.

## **DEVELOPING CDO CAPABILITY**

Kirt Menon will travel to Washington, DC April 19 to 21, 1994 to attend a workshop on revised OMB Circular A-110 and to review TVG's indirect cost rate with Jim Deery, USAID/Financial Management.

**ATTACHMENT B**

**QUARTERLY FINANCIAL REPORT**

**LAND O' LAKES/TRI-VALLEY GROWERS**  
**COOP AGREEMENT# FAO-0192-A-00-2081-00**  
**PROJECT # 938-0192**  
**FINANCIAL REPORT**

	Expenditures		
	Actual Grant to Date	Actual 01/01/94 to 03/31/94	Projected 04/1/94 to 06/30/94
1. Direct Labor	\$2,440	\$191	\$192
2. Fringe Benefits	996	61	61
3. Consultants	0	0	0
4. Travel/Per Diem	829	0	0
5. Expen. Supplies/Materials	0	0	0
6. Nonexpendable Equipment	0	0	0
7. Subcontracts/Subagreements	152,363	27,571	93,733
8. Other Direct Costs	16	0	0
9. Evaluations	0	0	0
10. Indirect Cost	<u>13,316</u>	<u>1,408</u>	<u>7,752</u>
Total Federal Funds	169,960	29,231	101,738
Non-Federal Funds	<u>51,615</u>	<u>15,472</u>	
Total Program	<u>\$221,575</u>	<u>\$44,703</u>	

This report represents a summary of actual and accrued expenses for the referenced agreement or grant. If accrual expense amounts were not available for activities occurring in the reported quarter, those expenses will be included in the next financial summary.

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