

Agri-Input Market Development in Azerbaijan

Third Quarterly Report

October–December 2002

Submitted to

United States Agency for International Development (USAID)

by

IFDC

An International Center for Soil Fertility and Agricultural Development

P.O. Box 2040

Muscle Shoals, Alabama 35662, U.S.A.

Cooperative Agreement No. 112-A-02-00005-00

January 2003

Table of Contents

	Page
Executive Summary.....	ii
Introduction	1
Operation and Management.....	1
Highlights of Project Achievements	2
Business Development and Training.....	2
Credit and Finance.....	4
Technology Transfer and Private Sector Extension	6
Association Building	8
Constraints	9
Leveraged Support and Cooperation	11
Pending Issues and Future Development.....	11
AMDA Activities by Quarter	12
Appendix 1 – Meetings Held with Agri-Input Dealers	
Appendix 2 – Cost Sharing Contribution 2002	
Appendix 3 – Quality Production of Apples	
Appendix 4 – Contact List	

Acronyms and Abbreviations

AmCham	American Chamber of Commerce in Azerbaijan
AMDA	Agri-Input Market Development in Azerbaijan
CHF	Community Habitat Finance
CPP	Crop protection products
DAP	Diammonium phosphate
EC	European Commission
GTZ	German Agency for International Cooperation
IDP	Internally displaced people
IFDC	An International Center for Soil Fertility and Agricultural Development
mt	Metric tons
NGO	Non-governmental organization
SO	Strategic objective
STC	Short-term consultant
TSP	Triple superphosphate
USAID	United States Agency for International Development

Executive Summary

The “Agri-Input Market Development in Azerbaijan” (AMDA) project started in February 2002. This report covers the period from October to December 2002. The main aim of the project is to develop a reliable and efficient private sector distribution system for appropriate agri-inputs and the technologies they embody. This will be accomplished by establishing an agri-input dealers association supported by business development advice, credit and finance facilitation, association building as well as technology transfer and private sector extension to dealers, farmers, and related institutions and organizations.

Highlights for the reporting period include:

- ⇒ Sixty-four out of the 68 dealers in the project’s database have signed a letter of interest to establish a national agri-input dealers association.
- ⇒ AMDA developed nine new leaflets and brochures on various agro-technical topics and information. Over 8,500 copies were printed and distributed.
- ⇒ Eight newspaper articles were published on fertilizer application and three local TV stations broadcast project events. Furthermore, one TV station interviewed an input dealer with whom the project is working to show the benefits of improved technology and inputs in apple orchard development.
- ⇒ Six seminars were held on various topics with 255 dealers and farmers in attendance.
- ⇒ The open field day on pesticide application in apple orchards attracted 35 participants as well the local TV station. A 20-minute program was aired on how to increase productivity and reach export quality.
- ⇒ An on-farm demonstration introducing triple superphosphate (TSP) was organized; 20 dealers and 220 farmers were present.
- ⇒ TSP was introduced as a new fertilizer product in the Azerbaijan market. Demonstration plots and training programs explained the benefits of this product, which has resulted in sales exceeding 50 mt.
- ⇒ Nine dealers were granted credits amounting to \$58,400.
- ⇒ An import agreement for 60 mt of high-yielding seed potatoes was signed between Tovus-Baltiyya and the German supplier, Europlant.

Introduction

For consistency and ease of understanding, the AMDA quarterly reports follow the format of the work plan submitted to the United States Agency for International Development (USAID) in April 2002. Progress is reported for each of the four program areas: business development, access to credit and finance, technical training and private extension service, and association building. Periodic reports provide more detailed information on AMDA activities and progress. During December all field activities and trips had to be cancelled because roads were inaccessible due to heavy snowfall.

Operation and Management

The third quarter focused on establishing formal working relationships with SO 1.3 partners including other donors, local consulting companies, NGOs, and public institutions. Information exchange and collaboration with aforementioned partners intensified thanks to salient project staff work. Various agricultural projects approached AMDA to supply technical information leaflets, brochures, and posters developed and published by AMDA.

The registration of the project still has not been approved by the Government. The Ministry of Justice did not respond to the registration documents submitted on the May 14, 2002. Valuable assistance from the American Embassy, the USAID Office Baku, and the American Chamber of Commerce in Azerbaijan (AmCham) still has not resulted in the desired registration. A final date for registration cannot be predicted.

For 3 weeks in November, Mr. Feisal Beig, an IFDC Senior Marketing Specialist, held meetings and workshops with import, wholesale, and retail dealers as well as project staff on “Marketing Aspects Related to Fertilizers.” Mr. Thomas Bottner, Export Manager of the German potato seed producer EUROPLANT, visited project dealers to discuss the importation of new highly productive seed varieties. A contract with Tovus-Baltiyya was signed for importing 60 mt

of potato seed (the project will receive 5 mt free of charge). The Project took advantage of the presence of a Land O'Lakes short-term consultant (STC) on association building, Mr. Elwin Guild, to hold a 1-day seminar for project staff.

In October the Chief of Party attended a strategic planning workshop at IFDC Headquarters. In November AMDA became an official member of the American Chamber of Commerce in Azerbaijan. The Business Development Advisor position was vacant for 1 month. A new employee was hired and began work in December.

Highlights of Project Achievements

Activities of the four program components progressed well. All technical-related project advisory services have been well received by dealers. Proof of this can be seen in the results achieved in Business Development and Training, Credit, and Finance, as well as Technology Transfer and Private Sector Extension units. Advances in the Association Building Unit have been somewhat slower. This originates mainly from the ill conceived past experiences of forced collaboration, however; progress is being made and the association by-laws have been drafted.

Business Development and Training

The indicators from the work plan for Year One are:

1. Identification of potential customer clients.
2. Presentation of project support.
3. Training of customer clients.
4. Development of business plan.
5. Collection of agri-inputs market information.
6. Processing of international importation price requests.
7. Arranging of imports.
8. Accomplishments of training workshops.

The Business Development and Training position was filled in the first part of December after being vacant for 1 month. Feisal Beig, Senior Market Specialist from IFDC Headquarters delivered a series of workshops on “Marketing Aspects Related to Fertilizers” in which a total of 84 dealers participated. As a result of the presentations, dealers recognized the beneficial services the project is delivering. Import dealers were especially interested and requested additional fertilizer marketing workshops in 2003 to develop a detailed marketing strategy for imports of supplies from Russia and Georgia. At three of the locations the workshops were broadcast on local TV stations.

All large import dealers receive substantial political support for their activities. In view of this political interference, AMDA will need to develop a strategy on the proper way of collaborating with these dealers.

Based on the project’s successful on-farm trials and demonstrations in wheat and potato production, an additional 50 mt of TSP has been purchased by dealers. Commercial-oriented farmers have been the major purchasers of this high-value product. Although the amount is rather small, it clearly indicates that market-oriented farmers turn to quality production when they receive a premium on their sales price. In this regard, a premium is currently being offered by the milling industry for high-quality wheat. The introduction of new inputs such as TSP should start to take hold as the benefits are realized. Increased yields and higher quality during the harvest in 2003 should pave the way for increased utilization of this product.

Project staff met with the Georgian Rustavi Fertilizer Plant representative and agreed to visit their production site in Georgia in the first quarter of 2003. This visit should encourage an information exchange and develop closer business relations. The importation of urea and diammonium phosphate (DAP) from Russia by a client dealer did not materialize as expected. The minimum purchase order amounted to 300 mt per delivery. Even though AMDA and related agricultural projects committed themselves for guaranteed amounts, the dealer did not want to take the risk to find buyers for the remaining quantity.

Project staff met with representatives of the wheat milling industry in the Sheki region, and a request was made to organize meetings with traders and farmers to promote the use of certain wheat varieties with higher baking quality as demanded by the market. Furthermore, one AMDA staff member participated in a survey organized by the Norwegian Humanitarian Enterprise to analyze the main causes for the decrease of wheat production in the Sheki region.

A dealer from Ganja is being considered by SEMINIS Vegetable Seeds from The Netherlands to become their national representative. SEMINIS sells seeds from ASGROW, Bruinsma, PETOSEED, and ROYAL SLUITS. A meeting was held at the AMDA office in Baku to support and promote the dealer in his collaboration with SEMINIS. The vegetable dealer was accompanied by project staff at the NGO Fair in Guba to introduce and promote his services and goods. Contacts were made for future sales of vegetable seeds to some of the farmers' groups.

Market prices for selected agricultural inputs and products were collected and published in a commodity newsletter. This is a joint activity of Land O'Lakes, Community Habitat Finance (CHF), Ganja Business Group, and IFDC.

Thirty dealers were provided with steel containers that were made available through the USAID Baku Office. The containers are being used to store and safeguard agricultural inputs for sale in remote areas.

Credit and Finance

The indicators from the work plan for Year One are:

1. Developing a compendium of providers for agricultural credit.
2. Identification of credit tools.
3. Conducting training workshops.
4. Preparation of credit applications in collaboration with dealers.
5. Number of credits awarded to clients.

Several credit institutions have been visited, and their credit products and services were analyzed. Due to the fact that most credit agencies are located in Baku and are not interested in

funding agricultural activities, the AMDA project opted to collaborate closely with the USAID-funded and ACDI/VOCA-supported CredAgro agency. After introducing CredAgro in regional group meetings (67 participants), individual discussions with dealers took place. Three applicants were rejected due to insufficient collateral; four applicants were granted a credit with direct support from AMDA; and five applicants were granted a credit with indirect support from AMDA. The nine credits that were awarded amounted to \$58,400. On request from the EMA company director, Abdul Abdulov, a business plan for a 5-year credit valued at \$100,000 was developed and submitted to Muganbank. The credit application was first approved; however, at a later date the approval was cancelled and rejected.

The Credit and Financing Officer and the Business Development Officer are forming the marketing team aimed at the promotion of domestic sales and the introduction of new products. Both officers have been active in promoting the purchase and sales of TSP. This includes establishing contacts with different donor-supported agricultural projects on topics related to agri-input sales by AMDA dealers. Based on special requests of other projects, several gross margin calculations (potato, wheat, eggplant, cabbage, etc.) have been completed. These calculations demonstrate the economic viability of utilizing modern inputs. On request, CHF was given 1,000 leaflets, brochures, and posters developed and published by AMDA.

The local McDonald's Purchasing Manager was contacted to explore the possibility of domestic potato growing and processing for the production of French fries for their restaurants. Presently, all French fries are being imported deep frozen. Under the present conditions it turns out to be impossible to provide the varieties needed because McDonald's requires selected potato varieties that are not registered in the Azeri Seed Catalogue. Prior to cultivation the varieties have to undergo a 3-year test before being registered and commercially grown. Additionally, adequate processing facilities for French fries are not available in Azerbaijan.

All five fertilizer marketing presentations were well attended. Topics covered were: impact of fertilizer use, storage, and marketing. For a continued detailed approach (importer, wholesaler, and retailer) and follow up, a fertilizer marketing strategy is being prepared. This

strategy will be finalized and presented in collaboration with the IFDC Senior Fertilizer Market Specialist in the spring of 2003.

In October a 3-day seminar on “Training the Trainer” was attended. This seminar was conducted by the CDC, Baku office.

Technology Transfer and Private Sector Extension

The indicators from the work plan for Year One are:

1. Increased types of input products available through dealers.
2. Field days for dealer clients.
3. Field days for farmer clients.
4. Introduce private sector extension concepts and techniques to dealers.
5. Introduce safety training in handling CPP, storage, and application.

Three seminars were conducted in Ganja, Ismailli, and Masalli by an Azeri consultant from the Plant Protection Research Institute on wheat diseases and pests. Thirty-seven dealers attended these seminars where numerous questions were raised and a lively discussion followed the presentation.

In each of the five project regions, a wheat demonstration field was prepared. The plot in Masalli had to be replanted due to heavy rains. Eight new wheat varieties were planted under different fertilizer application rates. The purpose is to demonstrate to dealers and farmers that yield is a function of the whole technology package applied, rather than one factor.

A learning-by-doing exercise was attended by 22 dealers and farmers for seed treatment, fertilizer broadcasting, and planting of winter wheat. Both dealers and farmers learned how to apply new farming techniques to increase yields and produce a higher quality product.

An apple orchard demonstration was developed for the application of various micronutrient fertilizer application rates. On two apple orchards, pesticide demonstrations will be carried out.

In collaboration with the EMA Company, one seminar about disease control in apple orchards was conducted. Mr. Murat, the representative from the Turkish pesticide supplier, Anadolu Tokhum, participated in the seminar. The report for the apple demonstration (March-September 2002) was finalized and distributed to interested projects and individuals. A lecturer from the Fruit Tree Research Institute in Guba/Khachmaz region held a seminar on winter services on apple orchards.

Three potato demonstration plots were designed for testing of both local and imported varieties. Moreover, a contract was signed by Tovus-Baltiyya and the German Seed Potato producer, EUROPLANT. Sixty metric tons of seed potatoes will be imported in January free of charge; 5 mt will be used by AMDA on a variety of demonstration plots. Tovus-Baltiyya will undertake the lengthy 3-year process of seed registration.

A concept paper on private extension services has been prepared and is under review. The document will be used as a reference paper to serve dealers, institutions, and private persons interested in private agricultural extension.

During this quarter the following new publications were developed and disseminated:

- Tomato Trial Results 500 copies, leaflet
- Determination of Wheat Seed Rate 500 copies, leaflet
- Apple Trial Results 700 copies, leaflet
- Planting Potatoes 500 copies, leaflet
- Carnal Burnt Disease (wheat) 500 copies, booklet
- Plant Protection Methods in 500 copies, booklet

Potato Production

- Potato Technology 500 copies, booklet
- Potato Production Technology 500 copies, poster
- Wheat Production Technology 500 copies, poster

Due to increased requests from dealers and farmers, the following publications were reprinted:

- Winter Wheat Production 800 copies, leaflet
- Plant Protection in Wheat 1,000 copies, booklet
- Planting Potatoes 500 copies, leaflet
- Potassium Fertilizer 700 copies, leaflet
- Phosphate Fertilizer 800 copies, leaflet

Nine new publications were developed and five reprinted; during the reporting period 8,500 copies were printed. These publications are being distributed to dealers, and AMDA staff are informing them that all publications are a service delivered by the project exclusively to them.

In the “New Azerbaijan” magazine, eight articles have been published on various topics related to fertilizer. The articles are laid out in a question-and-answer format. A contract was signed with the magazine publisher to continue this approach in 2003. Similar negotiations are underway to repeat the same idea in the *New Azeri Farmer* monthly publication.

Association Building

The indicators from the work plan for Year One are:

1. Association organizational meetings.
2. Association registration and elections.
3. Association advocacy, media events, and position papers.
4. Association business plan.
5. Trade missions to Turkey, Albania, and Greece.

Four meetings in the project regions were held to explain to dealers the concept and purpose of an association. In total, 64 dealers attended and signed a letter of interest to start association development procedures. The by-laws for the association were written, translated into Azeri, and distributed to all participants. Additionally, during regular monthly meetings with dealers in the project regions individual discussions were held to provide a better understanding of

association's objectives, principles, rules, and regulations. In December, the planned field trips on association building had to be cancelled due to heavy snowfall. A short-term specialist on association building conducted a seminar for the project staff emphasizing objectives, principles, motivation, willingness, basic rules, and regulations for the creation of an association.

Constraints

The political coercion of cooperative and collective work during the Soviet Union period has resulted in an adverse reaction by individuals to establish voluntary business associations. Individualism ranks very high in Azeri societal development. Continuing resistance on collaborative business activities has created an obstacle for immediate impact.

IFDC has experienced similar resistance (if not worse) in creating associations in Albania, Kosovo, and our current project in Kyrgyzstan. Even though the AMDA project has met resistance, it is highly encouraging to see that 95% of the dealers in the project's database have signed a letter of interest to establish an agri-input dealers association.

The IFDC/AMDA project still is not officially registered with the Azerbaijan Government due to delay by the Ministry of Justice. This is not an uncommon problem in Azerbaijan for development projects. Nevertheless, it expressively indicates both the inability and contained willingness in implementing necessary changes by the public sector.

AMDA Project Staff are continuing their activities and have been able to accomplish their goals and objectives even with this burden. The Chief of Party will continue to work with USAID, AmCham, and other avenues to ensure that the project is officially registered.

At the technical level, the present conditions for seed registration, certification, and importation are insufficient to allow for a fast productivity increase in the agriculture sector. The

registration of new seed varieties takes 3 years based on testing results by the respective public authority. No regional or international collaboration exists to allow for a chronological import of appropriate seeds that have already been tested and registered within the region. Present seed registration and certification laws are dating back to the Soviet Union time. As a result, Azerbaijan remains behind in regards to scientific research and technical change towards the increase of desired agricultural productivity. In addition, domestic markets are heavily protected. In November 2002, taxes to import wheat from Kazakhstan were raised by 50%. These policies and regulations create little incentive for Azeri farmers to change their production system and become more competitive.

The future input dealers association, with assistance from the AMDA project staff, will develop policy papers that will support the advocacy of private sector led growth. In addition, IFDC is sponsoring a workshop titled: Designing Policies and Institutions That Promote Competitive Agricultural Input Markets in Transitional Economies. Even though this workshop is for the entire region, Azerbaijan as the host country should benefit greatly from this.

Leveraged Support and Cooperation

- The AMDA project has collaborated closely with the ACDI/VOCA-supported CredAgro financing organization to increase the availability of credit to dealers.
- AMDA collaborates with Land O'Lakes and CHF on association building and publishing the Agricultural Commodity Price Bulletin.
- AMDA maintains contact with the European Commission (EC) Food Security Program on agricultural policy issues.
- The Norwegian Humanitarian Enterprise and AMDA are collaborating to increase wheat production in the Sheki region.
- AMDA is keeping in contact with German Agency for International Cooperation (GTZ) on issues pertaining to agricultural policies.
- AMDA is continuously developing international contacts and fostering relations with the private sector for seed and fertilizer supplies (Europlant, SEMINIS, Jecot, Rustavi Chemical Plant, etc.).

Pending Issues and Future Development

- AMDA will continue to collaborate with the USAID Mission Baku and AmCham to complete the registration process.
- Emphasis will be given to formalize the association building process.
- AMDA will facilitate a study tour to Turkey and/or Georgia for agri-inputs.
- The Project will start a media campaign to promote the use of modern agri-inputs.
- A STC will be brought in to assist in developing a policy matrix related to seed quality standards. This consultant will also work to intensify the collaboration between the flour mill industry, dealers, and farmers.
- A STC will be used to support fertilizer import dealers on marketing issues.
- Project staff will introduce private sector extension concepts to agri-input dealers.
- Project staff will conduct demonstrations and on-farm trials with dealers and farmers.
- The AMDA Project will collaborate with major importers of CPP to introduce training in safe handling, storage, and application.

AMDA Activities by Quarter

October–December 2002

THIRD QUARTER ACTIVITIES	ACCOMPLISHMENTS
I. Business Development	
Delivery of marketing seminars	5 seminars were held with 84 dealers participating from the regions; 3 local TV stations broadcast the seminar.
Introduction of new fertilizer	Dealers sold 50 mt of TSP.
Importation of improved vegetable and fruit seeds	2 dealers from Ganja region imported 8 mt of vegetable and fruit seeds.
Training of customer clients	65 progressive farmers participated at AMDA meetings.
Gross margin calculation	Based on requests of dealers and agricultural projects several gross margin calculations for vegetables and wheat were developed.
II. Credit and Finance	
Credit applications prepared	14 dealers were assisted in making a credit request.
Credits granted	Nine dealers received credits amounting to \$58,400.
III. Association Building	
Association establishment	67 dealers signed a letter of intent to establish an association.
Technical support	The by-laws of the association were developed, translated, and disseminated.
IV. Technology Transfer and Private Sector Extension	
Seminars	37 dealers attended seminar on pests and diseases in wheat production; 22 dealers attended seminar on seed treatment; 35 dealers attended seminar on winter services in apple orchards.
Demonstrations and trials	5 wheat demonstration plots were designed for variety trials and fertilizer application rates; 3 potato demonstration plots were designed for local and imported varieties under various fertilizer application rates; On-farm wheat demonstration including 220 farmers and 20 dealers was initiated; 3 apple orchard demonstrations were started.
Media	9 new publications were elaborated; local TV stations broadcast 4 IFDC events and seminars.
Number of dealers and farmers trained	6 seminars attended by 255 dealers and farmers.

**Appendix 1. Project Meetings Held with Agri-Input Dealers
October–December 2002**

Title	Venue/Date	No. of Participants
Pests and Diseases in Wheat Production	Ismailli, 19.10.02	16 dealers
"	Ganja, 16.10.02	6 dealers
"	Masalli, 26.10.02	19 dealers
Credit Application	Ganja, 30.10.02	10 dealers
Wheat Seed Treatment	Sheki, 16.10.02	22 dealers
Association Building	Ismailli, 01.10.02	13 dealers
"	Sheki, 02.10.02	8 dealers
"	Ganja, 03.10.02	15 dealers
"	Masalli, 08.10.02	13 dealers
"	Guba, 10.10.02	14 dealers
Fertilizer Marketing	Ismailli, 08.11.02	13 dealers
"	Ganja, 12.11.02	22 dealers
"	Sheki, 13.11.02	12 dealers
"	Masalli, 20.11.02	15 dealers
"	Guba, 22.11.02	17 dealers
"	Baku, 25.11.02	5 dealers
Disease Control in Apple Orchards	Guba, 26.11.02	35 dealers and farmers
	Total	255 participants

Appendix 2. Cost Sharing Contribution

October 2002–December 2002

Value of Cost Sharing in U.S. Dollars, 2002

No.	Activity	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec
1	Association meetings/member visits				502.50	198	610	2,177	395	1,260		
2	Field days/advisory visits	400					682		480	945	8,500	
3	Seminar/ business counseling								3,560	250	3,000	
4	International supplier presentation										2,300	
5	Transportation							800	300	600	2,000	400
6	Trade missions/study tours											
7	Media coverage						400	50	1,500	100	1,750	650
8	Credit obtained								7,000	21,400	37,000	
9	Grants obtained							7,500	2,500	3,000	10,000	2,000
10	Investment by dealers											
11	Membership registration dues											
	Total US \$/Month	400			502.50	198	1,692	10,527	15,735	27,555	64,550	3,050
	Grand Total US \$	124,209.50										

Appendix 3. Increased Apple Production at Export Quality in Guba Region, Azerbaijan

In Azerbaijan the area under fruit tree orchards is about 77,000 ha or 4.80% of the arable land. The respective acreage for the northern region around the city of Guba amounts to 19,900 ha or 24.60% of the total fruit tree orchards. In the village of Agbil, Guba Rayon, the USAID-financed and IFDC-implemented project, “Agri-Input Market Development in Azerbaijan” (AMDA), conducted an apple pesticide demonstration.

Through the IFDC extension program—aimed at supporting private agricultural input dealers and farmers—an apple tree orchard owned by Mr. Saday Zeylanov was selected for implementation of a pesticide demonstration during the period March to September 2002. The 0.60 ha orchard demonstration was comprised of three different pesticide applications in order to document differences between “old and new” pesticides, micronutrient fertilizer applications, and improved management. This activity demonstrated the increases in yields and quality production using the suggested techniques.

Although weather conditions were not optimal, (heavy rains in spring and summer) the yield amounted to 14.10 mt for the 0.60 ha orchard or 24 mt/ha. The average yield reached 33.30 kg/tree. The yield of trees with the new pesticide treatment was in average 6% higher compared to the yield of trees where the old pesticide recommendation was applied. Additionally, a significant difference could be determined by the larger size and weight of apples harvested.

Due to the high standard quality produced, the sales price from this orchard was 30% higher compared with apples harvested from neighboring orchards in the same village and region. Eighty-seven percent of the production or 12 mt were exported within 2 weeks to Russia.

The additional expenses on pesticides purchased for the demonstration as compared to the traditional method (difference between new and traditional method) amounts to \$90/ha. However, the difference in gross margin resulted in \$1,212/ha. This clearly documents the increased productivity while simultaneously achieving an export standard quality.

During the field day organized by AMDA, Mr. Zeylanov told attendees that when he bought this orchard 2 years ago his relatives were telling him that he would be losing money. In the previous year the production was 40% lower compared with 2002. Mr. Zeylanov expressed his satisfaction about the achieved results and many of his colleague orchard owners and agricultural input dealers participating at the open field are ready to apply the AMDA recommendations. To spread this innovation, Mr. Zeylanov was invited by the local TV station to explain in a 20-minute presentation this ground-breaking news.

Appendix 4. Contact List

USAID Partners	
Jeffrey Lee	USAID Washington
Peter Duffy	USAID Office Baku
Rena Effendi	USAID Office Baku
David Blood	Land O'Lakes, Country Director
David Sulaberidze	ACDI/VOCA, Country Director
Jeffrey Cornish	World Learning, Country Director
Robert Hanson	American Embassy, Turkey, Agricultural Attaché
Other Donors	
Cristina Amaral	European Commission, Policy Advisor in Ministry of Agriculture
Tomasz Lonc	FAO-Sub-Regional Office for Central and Eastern Europe, Policy officer
David J. Sedik	FAO-Regional Office for Europe
Nicholas Ash	International Federation of Red Cross and Red Crescent Societies, Agricultural Project Manager
Tore Seierstad	Norwegian Humanitarian Enterprise Azerbaijan, Country Director
Azad Rasulov	CHF, Program Director
Mirata Agayev	CHF, Association Specialist
Marcel Schwickert	GTZ, Head of Office
Prof. Dr. Saidi	GTZ, Food Security Program
NGO and Local Organizations	
Jonelle Glosch	American Chamber of Commerce in Azerbaijan, Executive Director
Vahid Aliyev	Fruit Research Institute Guba, Deputy Director
Faik Aliyev	Fruit Research Institute Guba, Scientific Secretary
Soil Laboratory	Cotton Institute Ganja
Ahmedov Mohtasim Guresh	Institute of Agriculture, Deputy Director
Naig Mammadhasanov	Tovus-Baltiya, General Director
Abesadze Pridon	Rustavi Chemical Plant, General Representative Azerbaijan
Mr. Tarek	Ganja, Aluminum Factory
Tamerlan Hadjiyev	McDonald's Azerbaijan, Purchasing Manager
Others	
Luc Marchal	Chambre D'Agriculture Loiret, Manager and Business Consulting Service and International Cooperation
Fabien Martel	Chambre D'Agriculture Loiret, Orchard Specialist
Wahid Jemai	JECOT S.A., International Trade of Raw Cotton and other Cotton Products
Thomas Bottner	Europlant Potato Seed, Export Manager
Harry Bessels	Seminis Vegetable Seeds, Sales Director
Rick Naber	Seminis Vegetable Seeds, Sales Manager