



COUNTERPART INTERNATIONAL

WATER USER ASSOCIATION ASSISTANCE PROGRAM (WUAAP) KAZAKHSTAN AND TURKMENISTAN

FINAL PROGRAM REPORT OCTOBER 1, 2004 – DECEMBER 31, 2006

Cooperative Agreement # 115-A-00-03-00020-00

Submitted to:

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LIST OF ACRONYMS

ASC	Agriculture Support Center
CAP	Community Action Plan
CAR	Central Asian Region
ARGO	Civil Society Development Association ARGO
CSO	Civil Society Organization
CSSC	Civil Society Support Center
CSSI	Civil Society Support Initiative
FO	Farmer Organization
IWMI	International Water Management Institute
LOI	Letter of Interest
MOU	Memorandum of Understanding
OD	Organizational Development
PCA	Participatory Community Appraisal
PCAAP	Participatory Community Appraisal and Action Planning
TA	Technical Assistance
TOT	Training of Trainers
USAID	United States Agency for International Development
WUA	Water User Association
WUC	Water User Cooperative
WUAAP	Water User Association Assistance Program

I. EXECUTIVE SUMMARY

In the fall of 2004, the United States Agency for International Development (USAID) awarded Counterpart International an 18 month, \$450,000 contract modification of its Civil Society Support Initiative (CSSI). The modification goal was to increase the capacity of Water User Associations (WUAs) in Kazakhstan and Turkmenistan to better manage scarce water resources. In spring 2006, this Water User Association Assistance Program (WUAAP) component was extended by 6 months (through December 2006), adding \$350,000 and shifting the focus to agri-business initiatives including: introducing processing and packaging grants and demonstration field grants; creating linkages with agro universities; conducting training and research in value chains; and organizing agriculture trade shows.

By nearly all quantitative and qualitative measures, WUAAP was a considerable success. Of the 19 program **Indicators** in Kazakhstan, 14 were exceeded. Of the 18 WUAAP indicators in Turkmenistan, 17 were exceeded. Productivity, cost share and successful legal consultations notably exceeded their targets, while number of females trained was less than expected in all three training areas in Kazakhstan. In Kazakhstan, Counterpart worked primarily with 15 farmer organizations from Jetysai, Turkestan and Sary-Agash. These groups included 3,975 farmers and covered 31,600 hectares. In Turkmenistan, Counterpart worked primarily with 15 farmer organizations from Mary and Dashoguz. These groups included 1,627 farmers and covered 2,500 hectares. The WUAAP program had 5,602 direct and approximately 200,000 indirect beneficiaries.

In terms of increased **Agriculture Productivity**, farmers increased their productivity between 2005 and 2006 by 26% in Kazakhstan and 32% in Turkmenistan – in both cases well above national averages (Kazakhstan's increased by 8% while Turkmenistan's agriculture productivity actually declined). These statistics came from baseline and follow-up farmer surveys conducted by consultants, WUAAP staff and Agriculture Support Centers (ASCs) in both countries during the program. Obviously, multiple factors including weather and agriculture input quality have a major impact on productivity; but Counterpart farmer surveys say that 100% of farmers in both Kazakhstan and Turkmenistan claimed that the WUAAP had something to do with their increased productivity. WUAAP interventions that farmers reported caused increased productivity included technical trainings, water management trainings and infrastructure project grants. Increased agriculture productivity – combined with other WUAAP inputs such as business plan, value chain and marketing training; processing and packaging grants; and regional agriculture trade shows - also led to increased revenues of WUAAP participating farmers.

In terms of increased **Organizational Capacity**, 15 farmer organizations in Kazakhstan and 15 farmer organizations in Turkmenistan all reported increasing their capacity in the areas of democratic governance, water management and business skills. In Kazakhstan, Counterpart engaged Sodbi Business Incubator, Civil Society Development Association ARGO (ARGO), International Water Management Institute, Kimep University, Winrock and other local and international training resources in providing direct trainings to the ASCs and WUAs. The ASCs also conducted numerous follow-on trainings to participating and non-participating WUAAP farmers. In Turkmenistan Counterpart worked primarily with local specialists and experts as well as ARGO, Winrock, PUM Netherlands Company and CASE Machinery in developing and delivering training and technical assistance services.

As a result of training and technical assistance provided by Counterpart, all 30 farmer organizations in both countries have more open and democratic organizational policies and procedures in place; developed and are using transparent and efficient water delivery plans; and devised and are following organizational and product business plans. According to Counterpart's final organizational development assessment, Kazakhstan partners have increased their organizational capacity in Kazakhstan by 35% and in Turkmenistan by 33%. Counterpart and our partners trained 539 people in Kazakhstan and 813 people in Turkmenistan.

In terms of effective **Grantmaking**, Counterpart awarded 59 grants totaling \$273,753 in Kazakhstan and Turkmenistan. WUAAP included five different types of grants including: Institutional Support, Infrastructure, Processing and Packaging, Trade Show and Demonstration Field Grants.

Counterpart awarded 38 grants totaling \$175,338 in Kazakhstan. Highlights included establishing two

bio-pest control laboratories, a farm store and a farm machine rental and repair shop; funding demonstration fields to serve as a testing ground for new water and agriculture technologies; capitalizing seed refinery and produce drying facilities; and facilitating an agriculture trade show.

Counterpart awarded 20 grants totaling \$98,415 in Turkmenistan. Highlights included establishing two Agriculture Support Centers, funding two flour mills and macaroni mini-shops, cleaning and rehabilitating 51 kilometers of irrigation and drainage canals, constructing 6 kilometers of irrigation canals, leveling of 400 hectares of land, installing 6 kilometers of electrical lines, installing 10 transformers and water pumps and reclaiming 600 hectares of land for growing.

In terms of **Sustainability**, Counterpart focused on ensuring that project inputs (training, grants and technical assistance) would be sustained long after the WUAAP program ended. The primary vehicles for program sustainability were the two Agriculture Support Centers (ASCs) in Kazakhstan (Jetysai and Turkestan) and the two ASCs in Turkmenistan (Mary and Dashoguz). In all but one case (Jetysai), the ASCs were existing organizations providing minimal local development services. By the close of the program, all four organizations had: increased their organizational capacity, improved the services they were able to offer citizens in their region, increased and strengthened their constituencies, and diversified their funding with sources other than WUAAP grants.

Other primary WUAAP program results are summarized in the following table:

Kazakhstan	Turkmenistan
A reported 3,975 direct and 182,227 indirect beneficiaries	A reported 1,627 direct and 19,863 indirect beneficiaries
The ASC in Jetysai has made strides in becoming a sustainable provider of farmer services including managing a demonstration field that yielded \$4,000 in profit for the ASC and provided hundreds of farmers in the region with in-field instruction.	Greater knowledge and assertion of farmers' legal rights demonstrated by 30 recorded legal impacts of farmers negotiating with government officials, winning disputed cases of payment and receiving improved government services
New agriculture technical methods such as bio-pest control, crop rotation, land leveling and drip irrigation were taught and then adopted by the majority of WUAAP farmer organizations	5 informal Farmer Groups from Mary region developed Charters and submitted documents for official registration as Agriculture Cooperatives
80% of farmers utilize business and marketing skills that they learned at WUAAP trainings including WUA Akzhar Su in Sari Agash that initiated a new seedling business and made its first sale of \$5,000 to Karaganda Oblast Department of Agriculture	4 Farmer Organizations in Mary implemented self-funded projects including constructing 7 kilometers of new roads, refurbishing a bridge and installing 5 kilometers of new irrigation canal – totaling approximately \$12,000
The Agriculture Trade Show in Shimkent was a resounding success, recording \$16,000 in local government cost share, attendance of 1,700 people and at least 50 reported contracts made.	A successful agriculture trade show was held in Dashoguz region which increased FOs images and awareness among local entrepreneurs and businesses, collected and analyzed market information and demand for their products
Farmer cost share totaled \$142,000 or 86% of the total grant pool	Farmer cost share totaled \$30,000 or 29% of total grant pool

II. PROGRAM GOALS, OBJECTIVES AND RESULTS FRAMEWORK

The **Goal** of the Water User Association Assistance Program (WUAAP) in Kazakhstan and Turkmenistan was to realize the technical and democratic potential of Water Users Associations (WUAs) and Farmer Organizations (FOs)¹ in Kazakhstan and Turkmenistan within the result framework of the USAID Central Asian Regional mission. WUAAP was framed by the following USAID **SO 1.6**: Improved Management of Natural Resources, **SO 2.1**: Strengthened Democratic Culture among Citizens and Targeted Institutions, and **IR 1.61**: Productivity of the agricultural sector increased. The program had the following two **Objectives**:

Objective 1: Representatives of WUAs/Farmer Groups Increase Their Capacity to Operate as Formal or Informal Organizations Using Sound Business Practices and Democratic Principles.

Objective 2: WUAs/Farmer Groups are Implementing Institutional and/or Technical Improvements Learned Through Training Sessions with the Help of Grant Awards.

The WUAAP program had the following three **Intermediate Results** that are directly aligned with the results framework of the Energy and Water division of the USAID/CAR mission:

Intermediate Result 1 - Representatives of Water User Associations develop the capacity to manage local water delivery systems, use sound business practices and use democratic principles

Indicators:

- 1.1 Training programs in water delivery, business practices, and democratic principles are conducted by WUAAP
- 1.2 Number of people trained by WUAAP in the three thematic program areas
- 1.3 WUAs have developed plans in the three thematic program areas

Corresponding USAID/CAR Intermediate Results:

- 1.6.1: Increased management capacity in natural resource sector
- 1.6.4: Public commitment established for natural resources management policies
- 2.1.1: Stronger and more sustainable civic organizations
- 2.1.2: Increased availability of information on civic rights and domestic public issues
- 2.1.3: Enhanced opportunities for citizen participation in governance

Intermediate Result 2 - Water User Associations implement institutional and technical improvements learned through training sessions with the help of grant awards

Indicators:

- 2.1 WUAs with improved water management
- 2.2 WUAs used sound business practices
- 2.3 WUAs put democratic principles into practice

Corresponding USAID/CAR Intermediate Results:

- New Indicator: Productivity of the agricultural sector increased
- 1.6.1: Increased management capacity in natural resource sector
- 1.6.3: Sustainable models developed for integrated natural resources management
- 1.6.4: Public commitment established for natural resources management policies
- 2.1.1 Stronger and more sustainable civic organizations
- 2.1.3: Enhanced opportunities for citizen participation in governance

¹ Farmer Organization is defined as a registered or unregistered group of farmers that work together to manage agricultural inputs and are located in contiguous or close geographic proximity. Throughout the program and this report – Counterpart referred to the core program targets as water user associations (WUAs), farmer organizations (FOs) or farmer groups (FGs).

Intermediate Result 3 - Members of Water User Associations experience economic benefits

Indicators:

- 3.1** Farmers' investments in the irrigation and drainage infrastructure of the WUA
- 3.2** On-farm profitability of WUA members increased
- 3.3** Number of legal assistance success stories (Turkmenistan)

Corresponding USAID/CAR Intermediate Results:

- New Indicator: Productivity of the agricultural sector increased
- 1.6.1: Increased management capacity in natural resource sector
- 1.6.3: Sustainable models developed for integrated natural resources management

In Kazakhstan, Counterpart worked solely in the Southern Kazakhstan Oblast. Counterpart supported WUAs in Makhtaaraal (7), Turkestan (4) and Sary-Agash (4). These three districts are all located near the Oblast capital of Shymkent. WUAs had previously been developed in the Oblast, but most simply existed in name only. By introducing organizational development techniques, democratic decision making principles and a WUA support network centered in Makhtaraal, in two short years, even the government of Kazakhstan recognized Counterpart's work with WUAs as effective.

In Turkmenistan, Counterpart worked with Farmer Organizations (FOs) in the Mary (9) and Dashoguz (6) regions. Mary had good potential for working with independent farmers – those who are not required by law to meet production quotas for the state or to sell their produce to state-controlled buyers. These farmers had the best opportunity to benefit from gains in productivity as a result of organizational development, irrigation, farm service, market access technical assistance and grants. Dashoguz had good potential since it was a border region, contained fertile land and had an existing agriculture cooperative Tagt.

WUAAP had to make certain allowances in Turkmenistan due to registration restrictions on NGOs, a repressive land law, lack of a private agriculture economy, low government interest in the program and lack of free public media. Our initial assessment in Turkmenistan did, however, identify a number of already registered and unregistered farmer groups that worked together on natural resource management and agricultural productivity issues. These became our target groups in Turkmenistan, where we de-emphasized WUA organizational registration, public communications and economic benefits but emphasized infrastructure rehabilitation, social partnership, increased productivity based on new agriculture technologies and democratic decision making.

In November 2004, the Government of Turkmenistan instituted a new land code that prohibited private land ownership for large-scale agricultural purposes and placed land and water management responsibilities with the national government-run, agricultural joint-stock corporation. Moreover, our assessment found that there was little interest in officially registering Water User Associations in Turkmenistan.

KAZAKHSTAN

Local Government Provides Support for Agriculture Support Center

Government officials in Kazakhstan are often either indifferent to or try to impede the work of NGOs. However, after explaining the WUAAP program and holding a series of negotiations between Counterpart WUAAP staff and local government authorities in the southern Kazakhstan district of Jetysai, the local government and water authorities agreed to cooperate in the creation of a much-needed Agriculture Support Center (ASC). Counterpart signed a Memorandum of Understanding (MOU) with the local authorities detailing the roles and responsibilities of each party. According to the MOU, the local government will provide free office and training space and Counterpart will provide training, technical assistance and equipment for the ASC. Local media, farmers, government officials and Counterpart staff attended the Jetysai ASC's opening ceremony. The aim of the Center is to provide water, agricultural and organizational trainings and technical assistance to regional farmers to increase agricultural productivity and farmer incomes. This is a good example of public-private partnership leading to sustained agricultural services in the rural region of Jetysai.

Local Team of Water User Association Trainers Established

Traditionally, technical expertise and specialists in NGO development reside in national and regional capital cities. It is difficult and expensive to locate and bring qualified expertise to remote areas. Counterpart utilized a Training of Trainer (TOT) approach in all its programs in order to localize technical expertise and overcome the above-mentioned problem. When Counterpart conducted the assessment for WUAAP and observed a lack of technical trainers in our target region, we assisted in establishing a local team of WUA trainers. This new training team of 12 WUA members has completed an *Adult Learning Methodology* TOT as well as TOTs in *Organizational Development, Governance and Participatory Community Appraisal (PCA)*. The training team has already utilized their newly learned expertise by conducting 10 PCAs, and Counterpart intends to contract with them for future WUA organizational trainings.

Communities are Able to Identify and Prioritize Problems Related to Water Management

During the Soviet period, water management was the responsibility of the government. After the collapse of this system, responsibility for water management at the farm level was transferred to individual farmers. Lack of qualified specialists in water management and irrigation in private sector has had a detrimental effect on irrigation systems and water management. On the other hand, local communities have a little experience in identifying and prioritizing their problems. WUAAP put efforts to help local communities to cope with water management problems. WUAAP first trained the local team of trainers in PCA and Community Action Planning (CAP). Later on, the trainers went to the meetings with 10 local communities and conducted PCA and helped to draft CAP. Usually these meetings were attended by 40 to 60 representatives of the local communities. The trainers together with participants identified key issues, and during discussions in small groups prioritized them and identified the most important issue using PCA techniques. As a result, 10 WUAs have prioritized their problems and identified the most important. It was revealed that canals cleaning, drainage and field leveling are the most important issues that require immediate solution. These problems will be addressed during further projects and grants. PCA reports will become the basis for project design.

Farmer Groups Learn to Write Quality Business Plans

Shortage of funds during the growing season and bad management of farms significantly decreases agricultural output and productivity in southern Kazakhstan. Inability to write quality business plans is often the reason for the rejection of loan applications by the banks. To overcome this problem, WUAAP organized *Business Skills Development* trainings, designed and conducted by SodBi Business Incubator. After completion of the training, farmers developed quality business plans that served as a basis for their grant applications. Quality business plans ensure long term sustainability of the projects, good management and clear and transparent finances. Skills the farmers learned during these trainings can be employed in writing future grant or loan applications.

Local Businesses Join Forces with WUAs to Register Farm Store and Service Center

WUCs are not-for-profit organizations that often lack entrepreneurial skills and abilities. On the other hand, after privatization, many facilities, machinery and land had been passed to private businesses. Poor coordination and communication between private businesses and farmers' organizations lead to misunderstanding, inefficiency of both farming and businesses. Untimely delivery of diesel fuel, mineral fertilizers, and defoliants often leads to breach of timely completion of agro-technical activities, which in turn decreases cotton crop harvest by 20-25%. The main reason for this is lack of money during agro-technical activities. Remoteness of fuel stations leads to additional transport costs. An existing service center does not work in full capacity, since there are no repair facilities and effective management system. At present the available agricultural machinery belongs to individual farmers. This impedes the machinery maintenance, repair and effective use. To improve the situation in input delivery and machinery management, WUCs and businesses joined forces to register farm store and service center and wrote quality business plans and grant applications to WUAAP.

Preliminary Cotton Collection Reports from WUAAP Farmers Show Significant Increase in Productivity

Over the past 10 years, local farmers have been experiencing a regular decline in productivity. Last year, productivity decline reached its lowest point. The average harvest outputs were around 1.5 tons per hectare, and 80% of farms went bankrupt last autumn. Counterpart's WUAAP Productivity Survey identified three main reasons for this: high soil salinity due to improper melioration, bad pest control, and disruptions in water delivery. WUAAP Farmers that started collective and massive integrated pest control reported increase of their outputs up to four times, from 500 kilos per hectare to 2 tons. This summer, farmers collected approximately 1 USD per hectare for pest control, now they want to invest up to 3 USD per hectare. It is projected that the introduction of new time based watering plans will also improve output and bring farmers even more cotton.

Follow-up Survey on Agriculture Productivity

To evaluate the impact of the WUAAP on the farmers' productivity against baseline figures identified during 2004 survey, a follow-up Agriculture Productivity Survey was organized among participating WUAAP farmer groups. The survey was led by Myrzakadyr Abdykhalykov, the head of ASC, with support from the local trainers. Myrzakadyr made a summary of the survey based on the responses from 140 farmer groups representing 1,106 families. The survey identified three main crops, their productivity, area and total output of each crop. The average productivity of cotton in 2005 was 2,250 kg/hectare. In comparison to the 2004 average, the cotton productivity has increased by 42%. The total output of the cotton has increased by 34%. The survey revealed circumstances affecting productivity increase, among them favorable weather conditions in the planting and harvesting periods, use of biological methods that are economically efficient and lead to ecological improvements, timely watering and, most important, farmers' belief in the WUAAP project experts recommendations introducing innovative agricultural methods.

The baseline study measured data which were collected into a table. The study described factors accompanying agriculture production in 2004, like finance shortage, late issue of credits, poor melioration conditions (out-of-date drainage systems), soil salinity, lack of crop rotation, improper pest control, interrupted and non-consistent watering. During the follow-up survey, most WUAs evaluated their participation in the WUAAP Grant activities as of high level through using planning methodology and gaining benefit for their members.

The follow-up survey data was compared with the baseline data to measure increasing or decreasing changes in productivity after one year. Comparative data analysis of two surveys revealed a significant increase in productivity of the main crop, cotton by 34.73%. Such increase was recognized by farmers as a result of adopting project recommendations and practices. Farmers also indicated other extenuating circumstances such as favorable weather conditions, use of biological methods for pest control, improvement of ecology, timely watering of crops.

Upon recommendations of WUAAP experts, alfalfa production area was decreased as alfalfa fields were bringing harmful bugs to the cotton fields which resulted in huge damage of the cotton fiber in 2004. Increase of the area of corn fields was also expert recommendation for introducing biological methods to protect cotton crops from bugs. Secondary (alfalfa) and tertiary (corn) crops productivity in

two years was also compared. Alfalfa and corn crops received less farmers' attention this year and both crops' productivity decreased. The decrease did not affect the overall farmer productivity significantly as their production area is 12 times less than the cotton production area.

Alfalfa productivity has decreased by 59.21% while corn productivity suffered less decrease in productivity measured by 1.69%. Survey revealed that farmers continue focusing and putting most efforts on the monoculture cotton production that brings more economic profits and gives greater on-farm return. This farmer approach can be justified by low living conditions of population pushing farmers to seek for fast profit. A long-term strategic approach for crop rotation will be further on promoted by WUAAP experts for the future years.

Business Skills and Marketing Training Delivered Results

Of all trainings delivered during WUAAP, the farmers reported the greatest benefit from the *Business Skills* and *Marketing* trainings delivered by Kimep University, SodBi Business Incubator and ARGO. During Soviet period and immediately after independence, farmers simply grew cotton or produce, and buyers would to them and pay a fixed price for their products. Today, in Kazakhstan's increasingly market-driven economy, farmers need to be skilled in identifying markets for their products, processing and getting higher prices for their goods, and building relationships with different links in the agriculture value chain. Eighty percent of the WUAAP participating farmers reported they were using skills received in WUAAP trainings to either start new businesses or negotiate higher prices for their goods.

Demonstration Field Initiative Succeeded Due to Leadership and International Expertise

The WUAAP-funded Demonstration Field managed by the ASC in Jetysai was a great success on many levels. For a relatively small investment of \$8,000, the Demonstration Field met its two primary goals of 1) becoming an outdoor laboratory to increase farmer skills and encourage farmers to diversify away from cotton and 2) generating revenue that could be used by the ASC to sustain operations and introduce new services to its members. The idea for a Demonstration Field initially came from Winrock Volunteer Joe Ellington, who explained to the ASC Director Myrzakadyr Abdykhalykov how Demonstration Fields were utilized in the United States. Mr. Ellington's story inspired Myrzakadyr to bring the concept to fruition.

Early Government Engagement and Detailed Preparation Led to Successful Trade Show

Initially, the idea for an agriculture trade show involving the local government was met with skepticism by local WUAs. Due to Counterpart's insistence on a high cost share, SodBi Business Incubator decided to combine the WUAAP trade show with the annual government-sponsored harvest festival. This resulted in a \$16,000 local government contribution to the event, a turnout of 1,700 people and the introduction of new ideas on running a trade show. Another success factor was flexibility on part of the organizers, who had to postpone the trade show once due to a presidential visit to the region.

Jetysai Agriculture Support Center is Making Steps to Attain Long-term Financial Sustainability

In March 2006, Jetysai ASC celebrated its first annual anniversary. The main stakeholders gathered at the event to express their appreciation of the Center's achievements and benefits that ASC activities bring to WUAs, their families and Jetysai rayon community at large. After a year of successful work, Jetysai ASC is enjoying a well-earned reputation of an organization providing useful services to WUAs. At the Second Water Forum in Astana, Jetysai ASC was recognized as the best center working with WUAs. Democratic principles and participatory approaches built trust in community joint efforts and mobilized farmer communities to cost-share and invest into the projects in the amount of more than \$72,000.00 US Dollars to improve infrastructure and develop their organizations. The WUAAP activities lead to increase in agriculture productivity in target WUAs in average at 27% in 2006 in comparison to the previous year.

All these successes received a broad coverage in mass media and attracted attention of the government. Jetysai ASC hosted many official regional and national level visitors from Water Management and Agriculture ministries and guests from international organizations. Myrzakadyr Abdykhalykov managed to promote the Center and as a result, government is intending to open a Training Center for WUAs in Jetysai — formally announced at the Second Water Forum in Astana. Counterpart and Jetysai ASC are working closely to follow a strategy for long-term financial

sustainability. The first step is getting ASC registered as a separate legal entity to be eligible to enter contractual relations with donors, government and businesses.

One more step in establishing financial sustainability is building capacity of Jetysai ASC's staff and team of local trainers. Their knowledge and skills of adult training methodology, knowledge of the main topics in need for WUA management and governance, extensive practical experience, knowledge of the local languages were used for the WUAAP expansion. Local trainers received experience in conducting trainings for Turkestan WUA. There is a demand for their service in the country as there no similar organizations in Kazakhstan working for WUAs. Currently, two international projects, EU-TACIS "Support to the Ministry for Agriculture in establishing Water User Cooperative Support Units" and UNDP "Integrated conservation of priority wetlands in Kazakhstan" are approaching Jetysai ASC with the proposal to provide trainings in the area of capacity building for WUAs on a fee-for service basis.

To better respond to the growing demand for innovative agriculture and resource management techniques a land plot was organized by the ASC staff. This land plot will be used to promote innovative approaches for cultivation new crops, using land and water management techniques. Currently, ASC is establishing contacts with the South Kazakhstan University, Kazakh Research Institute of Water Economy in Taraz, Research Institute for Cotton, respective business and government entities to utilize expertise and resources for the demonstration field works. It is envisioned that the salaries and operational costs will be fully covered through income generated from the demonstration field.

Jetysai ASC is taking leadership in Makhtaaraal rayon in the development activities for farmers. It has conducted its first independent workshop for local stakeholders from the whole Makhtaaraal rayon area to address the issues of agriculture productivity increase. The workshop received full support from the local government and businesses. This event demonstrated ASC's capacity to facilitate a dialogue between stakeholders on a high level of responsibility. Jetysai ASC is planning to continue the workshops for local water users initially on a cost-share basis and gradually to shift to a fee-for-services basis. Thus, starting a year ago as a representative office of Counterpart in Jetysai, the ASC is growing into an independent entity with strong commitment to turn into a strong sustainable organization.

Jetysai ASC Conducts Regional Development Workshop for Local Stakeholders

After its first anniversary, Jetysai ASC came to the point to take a role as a regional development organization advocating and giving voice to water users' needs and addressing the issues of water users. Being aware of the water users' needs, Myrzakadyr Abdykhalykov, Jetysai ASC Director facilitated a stakeholder dialogue between water users, government and businesses. In March 2006, a rayon level workshop was held on initiative from the Jetysai ASC. More than 70 participants, among them Makhtaaraal rayon Akim, Makhtaral rayon Maslikhat (District Parliament) Secretary, rural Maslikhat deputies, 25 rural Akims, Heads of Agriculture departments, farmers, WUAs, Research institutions, Businesses, Mass Media gathered to discuss opportunities for better agriculture development in rayon.

The workshop program was negotiated and designed in partnership with rayon Akim, Business Company John Deere and ASC with WUAs. Jetysai ASC was the main initiating and facilitating entity in preparing and holding the workshop. The 1-day workshop took place on the territory of the Jetysai ASC demonstration field. The workshop gave the participants an opportunity to discuss agriculture development issues hearing perspectives of various stakeholders. Government, business, research and non-commercial organizations discussed which innovative and already tested agriculture techniques may help farmers to raise agriculture productivity.

Myrzakadyr and ASC local trainers introduced methods that were used by WUAs through WUAAP and their results. Participants also focused on organizational issues that farmers face in their work. With collapse of the old system of big kolkhozes, numerous small households were unable to maintain good quality cultivation and natural resource management. The possibility of enlargement of the plots by uniting small households into bigger entities, in that way enhancing their capacity to maintain their lands, raised an interested discussion among stakeholders. A partner organization, Business Company John Deere introduced agricultural machinery and presented new technologies on crop cultivation works for farmers. The workshop achieved its purposes and many rural Akims requested more workshops similar from the ASC.

This workshop was funded on a cost-share basis by the participating organizations. Investments were made in various forms, like providing petrol and seeds, work of agriculture machinery and labor to cultivate and prepare the demonstration field, organizational support, such as communications and transport expenses for participants. The trainers volunteered to conduct the training. That was a first serious test for Jetysai ASC in taking a leading role for a regional development event. Jetysai ASC staff has passed this test with an excellent grade. Rural Akims demanded for duplication of this training for their farmers. Currently, the ASC staff is working on the planning schedule for future trainings.

Jetysai ASC is Invited to Serve on Chu-Talas Water Basin Council

Kazakhstan is the first country in the Central Asian Region to introduce the Integrated Water Resource Management approach to address the issue of ineffective water management currently defined as fragmented, under-funded and poorly governed. Poor overuse of irrigation water by water users wastes water, but also results in very low yields from its crops. An integrated approach, in which water resources are managed holistically, with the participation of water user stakeholders and ensuring environmental sustainability, would resolve many problems by getting management structures to work better and achieve integration. According to the Water Code, WUAs as the local level water user entities are constituents and critical parties in this process. An important part of this approach is the establishment of the consulting governing body in local areas – Water Basin Councils - as mechanisms to voice the needs of stakeholders and provide recommendations for the water management decision-makers.

On May 24, 2006, Myrzakadyr Abdykhalykov, Jetysai ASC Director and Ulzhan Kanzhigalina, Counterpart Country Director participated in the Chu-Talas Water Basin Council meeting of stakeholders in Taraz, first in the South Kazakhstan, on invitation from the UNDP “National IWRM Plan Development” project. National Committee for Water Resources, local government representative and executive bodies, major water users, business enterprises, local departments from Ministry of Agriculture, Ministry of Ecology, Ministry of Emergency, NGOs, and Research institutions discussed Council provisions and regulations as well as nominated Council members. Given that Jetysai ASC has knowledge of and experience in working with nearly 20 WUAs from three districts in southern Kazakhstan, they were nominated and elected as permanent members of the local Aral-Surdarya Basin Council. This will allow them to advocate for the interests of water users and be involved in major water management decisions.

Jetysai Demonstration Field Expands Farmers’ Knowledge through Outdoor Classroom

Low agriculture productivity, caused by farmers’ ineffective natural resource management and adoption of new technologies, is one of the main challenges for economic development in South Kazakhstan. The idea for addressing this problem through demonstration fields came from Winrock International volunteers, who recommended it for enhancing introduction of innovative agribusiness technologies. The demonstration field gives farmers a chance to adapt and apply what they have learned during Counterpart business, agriculture, water and project trainings. In March 2006, the Jetysai ASC signed an agreement on a long-term lease of 20 hectares of land and initiated their demonstration field. Launch of the demonstration field activities started with a rayon-level seminar with participation of 70 participants from the local government, agriculture departments and farmers, who discussed the issues of increasing agriculture productivity and economic growth. Jetysai ASC presented the goals and management details of the demonstration field and held mini training in bio-pest control method. In April 2006, Jetysai ASC had conducted a number of activities including land leveling, saline cleansing, deep ploughing and soil tilling. John Deere Company provided its farm equipment for necessary land work.

Shortly after preparing the soil, the ASC sowed the field with pumpkins (4 hectares), watermelon (4 hectares), tomatoes (1 hectare) and new strains of cotton (11 hectares). The demonstration field will utilize generated income from the harvest to support the salaries and operational expenses of the Agriculture Support Center. As of September 2006, the ASC has earned \$2,000 US dollars for operations for the next year. The ASC plans to utilize the demonstration field as a long-term educational and social enterprise venture that encourages government and private partnership, new land management techniques, new crop ideas and research outreach agreements with local universities. This will achieve the main goal of increasing agriculture productivity, better water management and better livelihoods for farmers throughout the region.

Jetysai Agriculture Support Center's Reputation and Technical Assistance Expands

The Kazakhstan Government's National Committee for Water Resources has a critical demand in developing rural Water Users Cooperatives (WUCs) in Kazakhstan as a vehicle to provide market-oriented economic development at the farm level. Counterpart WUAAP is successfully responding to this demand by providing capacity building activities for WUCs in South Kazakhstan. The Jetysai ASC's team of local trainers, having experience of WUC trainings in Turkestan and Sary-Agash rayons, trained more than 358 farmers from 25 WUCs and farmer groups in southern Kazakhstan. These trainings have a high value presenting a combination of innovative theoretical knowledge with practical implementation experience of trainers-leaders of WUCs in real farmer organizations. The innovative knowledge was ensured by utilizing expertise of consultants from International Water Management Institute; Winrock International experts; Business Incubator SodBi and other organizations.

Learning about this resource, the UNDP project "Integrated Conservation of Priority Wetlands in Kazakhstan" coordinators approached the Jetysai ASC with the request to provide capacity building technical assistance for farmers and local administration in three rural areas: Alakol-Sassykol lakes, Tenghiz and Kurgaldjin Lakes in Almaty, and Atyrau and Akkola oblasts. After signing an agreement, Myrzakadyr Abdykhalykov, ASC Director and Kanysh Nurymgereev, Ecology Consultant were assigned as trainers-consultants, started local needs assessment and designed a training program based on the assessment findings. The trainings aimed at increasing local stakeholders' knowledge and skills in water management and conservation of wetlands. The training participants were rural water users groups, local akimats and water management officials. Bagdat Karasayev, the Rayon Akim, previously knew about Jetysai Rural Water Cooperatives experiences and was interested in sending Alakol water users to Jetysai on a study tour to learn from their WUA experience. As a result, Jetysai ASC was requested to design a program for organizing a study tour to visit Jetysai WUCs and provide experience exchange for water users and akims. In the course of the study tour, Jetysai local trainers will provide mini-trainings in Management of WUCs, and then study tour participants will observe operating WUCs in Jetysai. At the end of the study tour, the participants will jointly design an action plan to implement the acquired knowledge into practice.

These requests from governments and outside clients to provide services on a fee-paid basis provide Jetysai ASC its financial sustainability, help diversify income sources, expand activities to the national level and bring creative ideas for organization development. The Jetysai ASC will be able to generate revenue in the amount of \$5,000 US dollars according to the above mentioned contracts. The funding for the study tour will be shared by the UNDP project and local administration budget, enabling the local administration to take more responsibility over the study tour.

Jetysai ASC Develops into Regionally Renown Agriculture Service Provider

This reporting period was a landmark in the ASC developing as a sustainable agriculture service provider in southern Kazakhstan. The ASC achieved the following:

- Originally established as an implementing branch of Counterpart International, the ASC worked toward and finally achieved independent official registration as a local public foundation.
- Provided Water Management training for both domestic (Saryagash) and international (Turkmenistan) participants. The training included a mix of theoretical and classroom lectures, discussions and on-site field demonstrations. Topics covered included crop water requirements, water use planning, water distribution, water measurement and recording and performance assessment of WUAs.
- Established strong working relationships with universities and government officials. Government officials have referred both foreign and domestic groups to the Jetysai ASC for training on the establishment and capacity building of WUAs. They have also involved South Kazakhstan Technical University agronomists in providing free technical assistance on their demonstration plot.
- Commissioned by UNDP to conduct research and wetland water use management training for residents of three different oblasts.
- Hosted Winrock technical assistance volunteers and conducted their own trainings based on information gained for farmers in Makhtaaral district.

Regional Agriculture Trade Show a Big Hit

USAID's WUAAP, in partnership with SodBi Business Incubator and the Southern Kazakhstan Regional Government, held an agricultural trade show in the regional capital – Shymkent. To help organize the fair, WUAAP provided a \$5,000 grant, which was leveraged by \$16,000 in participant fees and government financing. A reported 50 contracts between growers and purchasers were signed during or immediately after the event.

The trade show was coupled with an annual regional harvest festival and drew an estimated 1,700 participants from 14 districts throughout the region. Participants included 400 farmer organizations, 200 entrepreneurs, 10 agricultural finance organizations, 15 business consulting organizations and 70 Government officials. The growers displayed their products outside while the processors, credit agencies, consulting companies, etc. displayed inside. Both the Akim (head of the City Council) and Deputy Akim for Agriculture attended the event. In the afternoon, SodBi conducted business workshops for our farmers.

USAID Helps Kazakhstan's Farmers Diversify Crops and Increase Profit

In 2006, farmers who receive support from USAID's WUAAP program, achieved more than three times increase in productivity than other farmers. While agriculture productivity in Kazakhstan increased 8% in 2006, average productivity gains of farmers participating in the WUAAP program was 26%. Moreover, farmers that received training and technical assistance from WUAAP increased their harvest in alfalfa, corn, rice, melons, gourds and grains. Following technical and business trainings, two participating WUAs decided to increase their alfalfa planting area by 250 hectares. When the price of alfalfa went up, farmers not only replenished their soil, but also earned a sizable profit.

WUA Akzhar Su Initiates Business Following Processing and Packaging Grant

Following the award of a WUAAP processing and packaging grant, the WUA Akzhar Su in Sari Agash began a seedling business. The WUA leader Rakhymbai Turabai has negotiated their first big sale to Karaganda Oblast Department of Agriculture with a \$5,000 contract to deliver seedlings to Karaganda. This is both a strong economic and social partnership impact.

TURKMENISTAN

Ilkinjiler – Protecting Farmers Rights

In the early 1990s, the Turkmenistan government initiated a land privatization program. The government introduced land lease contracts with former collective farmers, but preserved the "soviet" system of government contracting, when authorities determine the prices for the final product, and in exchange provide farmers with financial and technical assistance. This policy gave local authorities too much discretion in the implementation of the policy and resulted in numerous violations of farmers' rights. The Farmer Organization *Ilkinjiler*, which claims a membership base of 150 farmers from throughout the Mary region, has worked to defend the rights and promote the interests of Mary regional farmers. Counterpart International began working with *Ilkinjiler* in 2003 by providing it with organizational capacity building trainings and equipment. In 2004, *Ilkinjiler* assisted several of its members to receive payment for their agricultural products from the state authorities. After *Ilkinjiler* provided one farmer with legal consultations, he negotiated with the government for six months and eventually received 70% payment for his 2004 harvest. This success encouraged other farmers and later that year two more Farmer Organizations received a total of \$77,000 for past agriculture product payment. Counterpart continued working with *Ilkinjiler* as with ASC partner on WUAAP.

ASC Assists Member Farmers in Asking Government to Honor Its Promises

According to the new legislation on land in Turkmenistan, management responsibility for all irrigated lands is assigned to different state ministries and agencies. In Bayramaly etrap of Mary velayat, a number of high quality cotton producing Farmer Organizations participating in WUAAP, reached an agreement with the State Agriculture Chemistry Corporation and the Ministry of Textiles of Turkmenistan that the latter will provide mineral fertilizers to cultivate their cotton. However, the state partners violated the agreement and did not supply the fertilizer on time, reducing productivity by 10%. Based on advice provided by the ASC, the Farmer Organizations appealed to different state organizations and agencies, including Ministry of Textiles and the local hakimlik. Moreover, they decided to invite independent expert who confirmed that the loss was connected to the fertilizers not

delivered on time. The farmers are currently writing a formal appeal and are opening a legal case for full compensation of losses incurred due to lack of promised fertilizer.

ASC Forces Local Authorities' Hand in Implementing New Land Code

New state codes on land and water came into force on November 1, 2004. Because of the new legislation, all previous agreements on land leasing (including long-term leasing) are not valid any longer and have to be reviewed according to the new legal standards. The new procedures considered creation of land commission in the framework of local hakimliks, which will accept farmers' application for land lease. However, until recently those commissions were inactive and for several months farmers did not know whom they have to contact. Farmer society, and WUAAP ASC partner *Ilkinjiler* provided assistance to farmers of Mary velayat with applications on land lease. *Ilkinjiler* organized more than 80 applications from farmers and requested local authorities to start the procedure of land lease based on the new law. In May, as a result of farmer activism and legal consultations with ASC, the first land commissions were created, that will be accepting farmer's applications on land lease.

Local Government Provides Support for Farmers in Project Development

On July 21st, The ASC Coordinator and four farmer groups, after receiving legal and technical assistance from WUAAP staff, met with the Manager of the District Administration of Water Services. Farmers asked the District Administration for assistance in evaluating four farmer projects, connected with water purification, reconstruction of old pipes and the construction of new irrigation and drainage systems. As a result of the meeting and farmers' written request, the District Administration Manager appointed the farmers a specialist who will organize the project evaluations.

Communities are Able to Identify and Prioritize Problems Related to Water Management

During the Soviet period, water management was the responsibility of the government. After the collapse of this system, responsibility for water management on the farm level was transferred to individual farmers. Lack of qualified specialists in water management and irrigation in private sector has had a detrimental effect on irrigation systems and water management. Furthermore, local communities have had little experience in identifying and prioritizing their problems. WUAAP staff and partners are helping local communities cope with water management problems. To start with, WUAAP trained the local team of trainers in Participatory Community Appraisal (PCA) and Community Action Planning (CAP). Trainers then organized meetings with four local communities and conducted PCAs and helped them draft CAPs. These meetings were attended by 40 to 60 representatives of the local communities. The trainers and participants listed their most important problems, and during discussions in small groups prioritized them using PRA techniques. As a result 4 WUAs have prioritized their problems and identified the most important. It was revealed that canals cleaning, drainage rehabilitation and field leveling are the most important problems that require immediate solution. Solving these problems are the subjects of the farmers' projects.

ASC Assists Member Farmers in Getting Local Authorities to Act in Accordance with the Law

According to Presidential Decree no. 533 from January 21, 2001, farmers and farms that grow wheat and cotton for the State, should receive different input services at a 50% discount from the state, including fertilizers, seeds and mechanical work. In exchange for this benefit, farmers must sell their yield to the state at the government fixed price. When farmers do not use state services, and grow wheat and cotton independently, they should have the right to sell their crops on the domestic market at free market prices. However, for the last few years, local authorities abused this law by not providing farmers with discounted input services but still forcing farmers to sell their yield to the state for government fixed prices. This was possible because farmers were not aware of their legal rights. In July 2005, after legal consultations and technical assistance from the Agriculture Support Center (ASC), four farms contacted different governmental organizations: local hakimlik, Association of grain products, local prosecutor office, Ministry of Agriculture, and told them that they were not going to sell their crops to the state. Almost 140 tones of wheat will be sold at a higher price on the domestic market by these farmers who now know their rights.

Local Authorities Get Involved in WUAAP Project Implementation

It is not easy to establish contacts with local authorities, let alone involve state employees in joint development of activities. Therefore, the participation of the Head of the Department for Operating Hydro-Technical Facilities of the Turkmen Ministry of Water Economy on the Expert Grant Committee

of project proposals submitted by farmers in connection with solving water issues was considered a success. As an expert on water issues, he gave valuable recommendations that considerably improved the projects. In addition, the Ministry official agreed to provide farmers with the marketing information required for purchasing the necessary equipment to implement the projects. In turn, the government employees received the information on USAID and Counterpart International activities in Turkmenistan.

Turkmenistan's Mary province is the largest agricultural region with nearly 60 per cent of irrigated arable lands. The farmers have to deal with many problems connected with land cultivation such as salinity of soil, absence or poor condition of irrigation and drainage canals, lack of agricultural machinery, knowledge on the modern ways of growing and processing agricultural produce. After attending Counterpart trainings on the WUAAP program, one of farmer groups (50 members) from Bairamali etrap of Mary velayat conducted PCA and determined absence of drainage on 200 hectares of newly cultivated lands as their main problem. It adversely affected the soil condition resulting in annual reduction of harvests of farmers. The members of the farmers group turned to local hakimlik requesting their assistance. Hakimlik ordered the etrap Water Industry Department to design the drainage system and provide cost estimates for it. It turned out that it was necessary to construct 6 km long drainage canals to ensure effective use of 200 hectares of land run by farmers. The cost of the project made up US\$ 20,000.

Due to limited budgetary funds the hakimlik undertook to lay 3.2 km of the drainage, half of the required length, which cost US\$ 10,000. To date, hakimlik has covered 2.5 km of distance. The other half of the drainage will be dug through at the expense of farmers (US\$ 5,000) and CT WUAAP program grant funds (US\$ 5,000). As a result of the social partnership activity, about in addition to 200 hectares operated by the farmer group, extra 300 hectares have become arable.

Persistence Pays off in Getting Project Contract Approvals

WUAAP program was launched in Mary velayat, Turkmenistan, in early 2005 on the basis of local agricultural cooperative. Within the WUAAP grant program, after attending CT trainings and conducting PCA, four farmer groups prepared projects and received technical support. During implementation of the projects that envisaged construction of power supply lines, restoration of old and laying new irrigation and drainage systems, the farmers turned to different state entities such as power supply companies, regional and provincial Water Supply Departments, hakimliks, etc. for various licenses and signing of agreements on contract implementation. Only state-owned companies in Turkmenistan are authorized to construct communication lines, as electric power supply lines, for instance. As a result of insistent and numerous appeals, the state departments were forced to legalize contractual relations on the projects, though, according to state officials, they were legalizing all documentation, including projects design and budget, in accordance with requirements of Turkmen legislation for the first time in many years that passed from the disintegration of the Soviet Union.

Agriculture Revenues Make Way to Farmers' Accounts

In fall 2005, Turkmen farmers entered into a deal with the government according to which the government undertook to sell at Turkmen Commodity and Raw Materials Exchange 70% per cent of harvested cotton at market prices for farmers in return of 30 per cent of agricultural production collected by the authorities to fulfill the state order plan. Such option was proposed in early 2005 by the Turkmen President in response to the move of Turkmen farmers who preferred working on their homestead land to land-lease arrangements with the Turkmen Government. Since the land was rented only for growing cotton and wheat, two main crops that the state order still remains on, growing them was unprofitable business for farmers.

Taking advantage of the presidential proposition and using the consultative support and legal expertise of the Agricultural Support Center, an institutional grantee of the USAID-funded Water Users Associations Assistance Program implemented by Counterpart International, eight farmer organizations from four regions of Mary province were the first to initiate the process of establishing contractual relations with the Turkmen Government. Since such kind of practice was introduced for the first time, and the process of selling of cotton through the Commodity and Raw Materials Exchange took long time, the farmers have had to wait for four months to get the money for their production. Only in March 2006, the farmers started receiving the earned money. 20 per cent of the total income generated from the selling of cotton has been transferred to the bank accounts of farmers so far.

Farmers' Initiative Stimulates Government Cost Share on Project

Choked up irrigation and drainage canals and consequently lack of enough water were the reasons of low harvests and soil degradation in Mary velayat. To rationalize the water usage and improve water management in the country, USAID signed a partnership contract with Counterpart International to implement the WUAAP program in Turkmenistan. Under this program, Counterpart Turkmenistan targeted four farmer groups in Mary province that carry out projects aimed at increasing farmers harvests and incomes by rehabilitating irrigation and drainage systems.

One of the groups that completed a project under which 20 new locks were built and 5.5 km of irrigation canals were cleaned started to prepare for the project completion ceremony. The project members invited representatives of local authorities and specialists of different water management departments in the region. Prior to the opening ceremony, local hakim of Bayramali and manager of provincial water management department wished to get acquainted with the project status before the ceremony. Having seen and having assessed the scope of works carried out by the project implementers the local authorities provided special machinery and at their own expense cleaned extra 5.7 km of irrigation canals, having contributed about US \$1,200.

Mary ASC Strengthens Capacity to Provide Services to its Member Farmers

At the beginning of the year CT helped to Mary ASC to get into contact with Netherlands Consulate in Turkmenistan. The first cause was to get information and consultations on early vegetable seeds. Later on ASC continued to develop relationships with Netherlands Consulate in Turkmenistan and as the result there were signed an agreement between Netherlands Senior Experts PUM Company and Mary ASC to provide consultation for Mary farmers on Soil Analysis. According to this in June 6-13'2006 8 FOs in Mary region received training and consultation on Soil Analysis Methods. Netherlands Senior Experts PUM Company paid for expert's visa and flight tickets and 8 Mary FOs paid for hosting inside country transportations and interpretation. The farmers' contribution was \$270.

Mary Farmer Group Implements Self-Funded Project

In the frame of the Water Users Association Assistance Program there were provided number of trainings for 8 FOs in Mary region. Members of one Mary FO, who participated in CT trainings and learnt the Participatory Community Appraisal methods, mobilized communities of 2 villages, involved local khyakimlik and fixed 250 meters of the village road and 7,500 meters between villages road without any grant help. The cost of the project was about USD \$7,000.

Entrepreneurial Mary Farmers Begin Their Own Business

In the frame of the Water Users Association Assistance training Program Mary region FOs were provided with a number of Agriculture trainings, particularly the *Soil Fertility Methods* training. From this training farmers learned about the effects of natural fertilizers and low-cost methods of their production. As a result of this training, one FO negotiated contacts with the Lebap region bio-humus producers and started small bio-humus producing business in Bayramali Mary region. Mary ASC helps them to promote and to sell their product.

Mary ASC Provides Effective Legal Consultations to Farmers

Five years ago, members of one of Mary province Vekilbazar etrap farmer groups planted and grew a fruit tree orchard. Two years ago the new peasant association chairman illegally took away the harvest of fruits taking advantage of an unclear situation regarding land rent according to the new Land Code. The farmers turned to the Agricultural Support Center in Bayramali for legal consultation and wrote a letter to the local Prosecutor's Office. As a result, the chairman was fired from office and reimbursed the material damage in the amount of US\$ 2,000 to farmers.

Mary Farmer Group Mobilizes Community Members and Government Authorities for Joint Project

In the frame of the Water Users Association Assistance Program a number of trainings, particularly Efficient Project Design and Management were provided to 8 FOs in Mary region. During the project implementation one FO members who were awarded the Infrastructure Development Grant revealed there was a necessity to build a new drove. To do it was necessary to get land allotment and to find money for this new project. Farmers mobilized farmer communities along the canal, involved local

hakimlik and laid the new 5,000 meter long irrigation canal. The farmers' and communities' contribution amounted to nearly US\$5,000.

Farmers Project Managers are Elected to Local Government Bodies

Within the WUAAP implementation, farmer groups get various trainings including Participatory Community Appraisal. In the course of development and realization of WUAAP projects, members of farmer groups conducted public awareness, mobilization and engagement activities for local communities, members of neighboring farmer groups and different state institutions. Farmer projects in which new pumps and drainage canals are laid, new power transmission lines are build and irrigation systems are restored are primarily aimed at improving the welfare of farmers. As a result of successful project implementation, local people benefit from them and the prestige of farmer groups grows among local residents as well as local authorities. Election of two WUAAP project managers to bodies of local self governance (gengesh) is one of the examples of such recognition.

Turkmen Farmers Increase Agricultural Productivity

The main goal of USAID/ Counterpart Water User Association Assistance Program (WUAAP) in Turkmenistan is to help farmer groups located in Mary and Dashoguz velayats increase their agricultural productivity and profitability by managing water and agricultural resources. WUAAP has organized a variety of training to the Farmer Resource Centers and Farmers groups in Mary and Dashoguz regions in areas such as governance and decision making, efficient water use management and agribusiness management.

In July 2006, WUAAP conducted intensive Preparing Business Plan training for Mary and Dashoguz farmers. During the training Managers of the Farmer organizations learned – the importance of developing Business plans in order to increase chances for business success, how to write the business plan and its main charters such as mission statement, vision, short term and long term goals, SWOT analysis, market analysis, cash flow, the income statement: profit and loss and balance sheet. As a result of the training, Mary and Dashoguz Farmer Organizations developed comprehensive business plans. In August 2006, on the basis of the developed business plans, three Farmer Organizations – Zahmet and Begjan from Dashoguz region and Melhem from Mary velayat, were awarded grants, (\$5,000 each) for projects intended to increase productivity and profitability of their agricultural activities. The main goals of Zahmet and Begjan farmer organizations' business plans were to build a mill to process the wheat they grow and for Melhem to build a small factory to dry fruits and vegetables. It is foreseen that as a result of developed Business Plans, these farmer organizations will increase their productivity an average of 20% and extend market share an average of 5-10% in 2007.

“Thanks to USAID and the Counterpart WUAAP program, the new mill will allow us not only increase productivity but also extend a product line. Sixteen dayhan birleshiks (farmer associations) will have access to the wheat mill to process their grain. Our short term goal is to supply the best quality flour to more than 145,000 customers who live in Gerogly etrap” Comments Manager of “Zahmet” farmer group Anna Djumanazarova.

Agriculture Trade Fair Promotes Farmers' Products

The main goal of USAID/ Counterpart Water User Association Assistance Program (WUAAP) in Turkmenistan is to help farmer groups located in Mary and Dashoguz welayats increase their agricultural productivity and profitability by managing water and agricultural resources. In September 2006, WUAAP conducted intensive “Trade Fair” training for Gerogly resource center for farmers, Cooperative “Tagt” and six Dashoguz farmer organizations. At the training, WUAAP Business Consultant taught the managers of the Farmer Organizations the importance of trade fair for farmers, the main goal of the trade fair, the methodology of organization of trade fair and logistical, marketing, and promotion aspects associated with organization the trade fair. At the end of the training, participants discussed and prepared a list of the products which will be displayed at upcoming trade fair, samples of buy- sell contract, a list of companies which should be invited, draft of invitation and advertising letters, main promotion materials, type of trade stands, place and others. Prior to the agriculture trade fair the Gerogly resource center for farmers printed main promotional materials such as calendars for 2007 with farmers' logo, banners for each farmer organizations, business cards for the managers of farmer organizations, invitation letters, bought trade stands, ordered special form with logo for representatives of all farmer organizations and started advertising campaign.

On 16 December 2006 six Dashoguz farmer organizations, Gerogly farmer resource center and Agriculture cooperative "Tagt" held its first trade fair. The Trade Fair was organized at the Nugmat bazaar which is the most popular in Dashoguz city. The goals of the Trade Fair were to promote farmers' products to business buyers, establish contacts, initiate future business, learn market and sell products. Wide range of the agriculture products such as rice, vegetable oil, wheat, flour, pumpkin, onion, potatoes, tomatoes, meat, dairy products and many other were offered at the trade fair. The farmers' new products such as soy, black and red corns, pasta, canned vegetables and fruits, and others were presented to potential new customers during the Trade Fair. As a result there are about 1000 people visited agriculture Trade Fair including local authority officials, journalists from local newspaper, representatives from local state and private factories, wholesale and retail companies.

"The success of our agriculture Trade Fair is a direct result of USAID/Counterpart WUAAP shared methodology of experience in facilitating and organizing trade fair and trade deals. The trade fair increased the image of the resource center for farmers and farmer organizations. Gained experience will be used in the future for organizing trade fairs on a regular basis" Comments representative of Gerogly resource center for farmers Fedor Shemarkin.

Farmers Increase Profit and Diversify Crops

Counterpart International has been implementing the Water Users Associations Assistance Program (WUAAP) in Turkmenistan since November 2004. The goal of the program is to realize the technical and democratic potential of farmer Organizations (FOs) leading to increased agricultural productivity among targeted organizations. Throughout the program Counterpart has provided organizational, technical and business trainings to 15 FOs. While agriculture productivity in Turkmenistan decreased 6% in 2006, average productivity of farmers participating in the WUAAP program was increased 32%. Moreover, in 2006, farmers that received training and technical assistance from Counterpart increased their harvest in alfalfa, sugar beet, melons and pumpkin. Following grant and technical assistance, six participating FOs could increase their planting area by 100 hectares each.

VI. PROGRAM ACTIVITIES BY OBJECTIVES

WUAAP Initial Assessment

In October 2004, Counterpart contracted Dr. Kai Wegerich to conduct the initial program assessments in Kazakhstan and Turkmenistan. The results of these assessments helped Counterpart confirm or adapt program activities planned for the first year as well as to revise the indicators, and finalize the workplan. Assessment presentations were delivered to Counterpart, USAID and partner staff.

Based on the assessment in Kazakhstan, the MakhtaaraI rayon of the South Kazakhstan oblast was selected as the program operations area for the first year of the program. The assessment revealed major issues and problems of WUAs development and worked out recommendations for WUAAP, including the establishment of an Agricultural Support Center in MakhtaaraI.

In Turkmenistan, Counterpart focused its assessment on the Mary Region to verify the appropriateness of program interventions and activities as well as indicators. The results of Counterpart's analysis were used to adjust program activities planned for the first year, revise the indicators, and finalize the workplan. The major finding in Turkmenistan was that the new land law was going to have a detrimental impact on agriculture productivity and that there was no legislative framework for the creation of Water User Associations and local management of water resources. Assessment data were derived from: (a) focus groups, CSOs, private sector leaders and international donors/ implementers (b) participatory baseline diagnostics covering the main capacity building needs of Farm Groups; and (c) detailed evaluation of Farmer Groups resource management and production needs.

Selection of Partner Agricultural Support Centers

Counterpart understood from the beginning of the program that in order to be most effective and sustainable, we could not run the WUAAP program solely with our own staff, out of Almaty and Ashgabat. Therefore, we decided to work with organizations in South Kazakhstan Oblast and Mary Region as our WUAAP implementing partners. This would both make the program more responsive to local needs and make our interventions more sustainable as all program information would reside in local organizations. These organizations would be called Agriculture Support Centers (ASCs) throughout the WUAAP program.

An initial assessment of the Jetysai area in southern **Kazakhstan** revealed that there were no existing organizations with the capacity or desire to serve as an ASC. Jetysai government and water authorities are the most influential stakeholders in the region, as it was revealed during WUAs assessment, when WUA members pointed these institutions as their main partners. In MakhtaaraI, the WUAAP Regional Manager met with Rayon Deputy Akim and the Director of MakhtaaraI Water Department (Rayvodkhoz) to introduce the program and explore areas for potential collaboration.

Counterpart learned, through discussions with the local government, that officials both wanted and were willing to support such an ASC. Counterpart signed a Trilateral MOU with the local government and water authority stating that they would provide the ASC with office space and support. The first ASC was established in MakhtaaraI rayon to serve as a clearinghouse for WUAs and agro-business information and services. The ASC also acted as the main WUAAP logistics, reporting and monitoring body for Counterpart International in Southern Kazakhstan. Counterpart purchased equipment and assisted in staffing the Center. Because we received early government buy-in, the ASC became an important and durable provider of water and agricultural support services to farmers in MakhtaaraI and two more South Kazakhstan regions in Turkestan and Sary-Agash.

Counterpart hired two Jetysai ASC staff and in March 2005, the new ASC and WUAAP staff organized an opening ceremony for the Center. The Jetysai District Mayor, the Director of Yugvodkhoz, Counterpart Regional Director, Media and other WUA members and government officials attended the ASC opening. Counterpart signed fixed-obligation agreements with the ASCs to conduct information campaigns about the program; maintain a qualified team of staff and trainers; keep financial records of program activities; organize and monitor trainings and WUA/Farmer Group projects; organize exchange visits, roundtables and forums.

In **Turkmenistan**, Counterpart conducted a solicitation in Mary and Dashoguz regions for interested organizations to become ASCs with a focus on agricultural groups/issues and communities. We received six letters of interest (LOIs) from organizations which were capable of delivering WUAAP activities in their area. Counterpart conducted site visits to these groups, using its participatory organizational development assessment tool to determine strengths and weaknesses and finalize selection.

Counterpart settled on a partner in the district of Bayramali in Mary Region. With the selected organization, Counterpart signed fixed-obligation agreements to: (a) spread/distribute information about the program; (b) maintain a qualified team of staff and trainers; (c) keep financial records of program activities; (d) organize and monitor trainings and Farmer Group projects; (e) organize exchange visits, roundtables and forums. The initial grant agreements for Mary region ASC was for 4 months. Later, based on good performance and achievement against performance indicators, Mary ASC was awarded with 2 institutional grants.

Following the WUAAP extension and Counterpart's expansion to Turkestan (KZ) and Dashoguz (TK), Counterpart competitively selected an additional ASC in each of the two areas. Both ASCs were awarded 8 month institutional grants to provide WUAAP training and logistic services. The grant agreements included defined deliverables, program implementation plans, and clear steps for ASC's action to achieve desired results.

Building Capacity of ASCs to Deliver Program Interventions

A major initiative of the WUAAP program was to build the capacity of our four partner ASCs to become sustainable agriculture service providers in their regions.

In **Kazakhstan**, Counterpart program staff conducted orientation trainings for the ASCs on WUAAP activities and developed training plans for each ASC to strengthen their capacity to implement program interventions as the primary vehicle for organizing the provision of training and technical assistance to WUAs/Farmer Groups. In order to localize technical capacity, Counterpart competitively selected a team of 10 WUAAP contract trainers. These trainers are all members of WUAs and were managed by the ASC. The capacity building of both the ASC staff and team of local trainers comprised of intensive WUAAP workshops and continued throughout the life of the program with follow-on training and TA according to needs. Counterpart staff provided on the job-coaching and mini-workshops for the ASC staff to help effectively manage their activities. The technical assistance covered the following topics:

- Project management
- Organizing promotional events
- Building a cadre of trainers and organizing trainings
- Financial management
- PCA and action planning
- Project design and proposal writing
- Project monitoring and evaluation
- Project operations and maintenance.

In **Turkmenistan**, Counterpart also conducted orientation trainings for the ASCs on WUAAP activities and developed training plans for each ASC to strengthen their capacity to implement program interventions, and delivered the same core series of trainings described above. Counterpart worked with the ASCs to identify a core group of trainers from local organizations and institutes to conduct training activities with Farmer Groups. The capacity building of both the ASP staff and their cadre of trainers started out with intensive workshops and continued throughout the life the program with follow-on needs-based training and technical assistance.

Objective 1: Representatives of WUAs / FOs Increase Their Capacity to Operate as Formal or Informal Organizations Using Sound Business Practices and Democratic Principles

Assessing WUA Organizational Training Needs

In **Kazakhstan**, in collaboration with ARGO, Counterpart developed an Organizational Development (OD) Diagnostic Tool and conducted OD assessments to design individualized capacity building plans

to strengthen each WUA and allow comparison of beginning-of-project and end-of-project indicators. The first OD assessment among Jetysai WUAs was conducted by Alim Sailybaev with technical support from ARGO consultants. Counterpart hired consultant Ainura Absemetova, and Myrzakadyr Abydkhalykov, Jetysai ASC Coordinator to conduct assessment of the Turkestan organizations. This included evaluation of the selected Public Association "Nur" capacity for providing services as a new ASC and 4 new WUAs that expressed their interest in the program. Meetings and interviews with local stakeholders: akimats, water management authorities, media, WUAs and farmer groups were held. Local administration and YugVodKhoz expressed a lively interest in the program activities and provided support in organizing meetings. Four WUAs submitted letters of interest and completed a WUAAP diagnosis tool for OD assessment. Only 3 WUAs were selected to be awarded institutional development and technical support grants.

In **Turkmenistan**, Counterpart staff Natalya Semyonova created initial standard diagnostic tools to develop clear, verifiable training and technical assistance goals to strengthen each farmer organization and allow comparison of beginning-of-project and end-of-project condition of the groups. The needs of farmer organizations were very different so flexibility to define realistic goals with farmers was standard operating practice for WUAAP. A standardized WUAAP Turkmenistan capacity building plan identified the support activities that helped the WUA progress from the beginning-of-project state to the end-of-project state. Key indicators for FOs were: (a) increased numbers of farmers reporting that they received appropriate amounts of water when they need it and that their land is drained, (b) FOs implementing yearly operational plans with appropriate equipment, staffing and financing, and FOs with measurement capacity as shown by registers and other verifiable capacities, and (c) trained and experienced support networks at the local level in contact with FOs.

Building the Capacity of Existing and New WUAs / FOs

In both Kazakhstan and Turkmenistan, Counterpart employed the same training series and methodology to strengthen the capacity of new and existing water user associations. The training consisted of three areas: 1) Organizational Development and Democratic Management, 2) Effective Water Use Management, and 3) Business Planning and Skill Development.

To implement the WUAs capacity-building interventions, Counterpart used local expertise whenever possible and mobilized the existing cadre of institutional development consultants, Counterpart-trained contract trainers and local water and agriculture specialists as a cost-effective and efficient method of designing and delivering the WUAAP training program component. Counterpart requested that the training provider organizations produced training module summaries, budgets, and resource books for their trainings.

In **Kazakhstan**, WUAAP staff conducted OD assessments of participating WUAs and measured changes in water management, business practices and democratic principles. Fee collection and project cost share contribution of WUAs were measured during OD assessment as well. Counterpart contracted Civil Society Development Association ARGO to develop and deliver a series of *Institutional Development* workshops covering topics such as: association and membership development, democratic governance and leadership, volunteer development, project design, organizational development, participatory community appraisal and action planning, participatory M&E, media relations. ARGO developed a training strategy and resource book; assisted Counterpart in the selection of WUAAP local trainers; developed and delivered Training of Trainer modules in *Adult Learning Methodologies*, *Organizational Development and Governance* and *Participatory Rural Appraisal and Community Action Planning*; assisted contract trainers in conducting Participatory Community Appraisals (PCAs) in all partner WUA communities.

International Water Management Institute (IWMI) Tashkent was selected to deliver trainings on *Irrigation* and *Water Management*. IWMI produced training module summaries, budgets, and resource books for all trainings. Due to the start of seasonal planting works in the fields and consequently farmers' inability to attend trainings in April, it was decided to postpone trainings on *Project Design*, *Business Skills* and *Water Management* until May – June 2005. IWMI conducted a pre-training assessment to identify the training need and design a training based on the needs assessment. The first training in *Water Management* was conducted by IWMI trainers from 1st to 6th of August, 2005 in Jetysai for the representatives of Agricultural Cooperatives of Water Users. The major goal of the

series of the training was improve water management skills and to train trainers among the WUA representatives so that further, trained trainers will provide the same set of trainings for other WUAs. IWMI trainers developed five training modules to be used in training other WUAs:

- *Crop Water Requirements*
- *Water Use Planning for Water Users Associations*
- *Water Distribution within Water Users Association*
- *Water Measurements/ Recording at Water Users Associations level*
- *Assessment of Water Management Performance of WUA.*

Business Incubator SodBi (Shymkent) developed three sets of modules materials for *Business Planning* and *Financial Management* and handouts in Kazakh and Russian in three topics:

- *Business Skills Development*
- *Marketing and Business Planning*
- *Accounting, internal audit, and tax reporting.*

The delivery of the first series of the core trainings to representatives of 10 WUAs in Jetysai were finished by the third quarter of 2005. After completion of each session, all WUAs were advised to introduce in their organization a WUA model that they had just learned.

In addition to the WUAAP training and technical assistance, Counterpart also attracted other resources to deliver demand-driven interventions. Together with Daulet Chunkunov, Winrock International, Farmer-to-Farmer Program Director, the program staff were able to invite two Winrock American specialists in water management and entomology, Brian Boman and Joe Ellington, who made two visits to the region in 2005 and 2006 and provided assistance to the ASCs and WUAAP farmers. The ASC and participating WUAs hosted both Winrock consultants.

During his Irrigation and Drainage System Improvement assignment in July 8-28, 2005, Brian Boman, an irrigation specialist from Indian River Research and Education Center, University of Florida visited 7 Jetysai WUAs and provided consultations on better water management practices. Boman returned the following year work in the South Kazakhstan region at Counterpart's request. As farmers saw the real benefit from his recommendations and trainings from the previous year, Boman expanded his support to two more areas, Saryagash and Turkestan. He brought and presented to the Jetysai ACS some equipment to measure soil salinity and water delivery and conducted numerous meetings with farmers, ASC staff, stakeholders, South Kazakhstan Technical University, local authorities and agribusinesses. Boman consulted ASCs on improvement of service management and activities in the demonstration field. The volunteer provided trainings to farmers in Salinity and Irrigation Management followed by practical demonstrations on how to use the measurement tools and techniques. The consultant developed recommendations for farmers on irrigation, drainage, and salinity management, which were translated into Russian immediately and delivered to the farmers. Water users are to use these timely and concrete recommendations for appropriate water management methodology, tools and techniques in their demonstration grant projects.

The second consultant, Joe Ellington, an entomologist, spent three weeks in August 26-September 16, 2005 in Jetysai ASC and 7 participating WUAs. Joe provided materials and experiential information to both bio-laboratory projects.

To finalize the TA and training support, Counterpart commissioned Civil Society Development Association ARGO to conduct a *Strategic Planning* workshop for the ASCs and WUAs in December 2006. As a final step, Counterpart staff conducted WUAAP close out meetings and final OD assessments for participating WUAs and ASCs. The final assessment found that the 15 participating WUAs in Kazakhstan showed a 35% improvement in organizational capacity.

In **Turkmenistan**, Counterpart applied proven organizational and association development models, field-tested in Central Asia, which emphasized participatory and democratic governance and transparency in decision-making in 15 Farmer Organizations. Participatory OD assessments resulted in customized capacity building plans that improved governance, management and the capacity of

Farmer Groups to carry out their core functions. This included: improvements in water delivery and allocations, low-cost rehabilitation and modernization of irrigation and drainage (I&D) systems. Counterpart also worked with Farmer Organizations to improve their capacity to use sound business practices to provide ancillary agriculture and other related services.

WUAAP delivered a series of trainings in the following areas:

- *Organizational Development and Governance* - This consisted of 3-day trainings in participatory and transparent decision-making, organizational structure, core organizational documents and performance measurement. These initial trainings were conducted by Counterpart's pool of *Civil Society Support Initiative* (CSSI) contract trainers.
- *Participatory Community Appraisal (PCA) Tools* - This consisted of 2-day trainings in participatory appraisal methods, community mobilization, action plan development and prioritizing the community problems. These trainings were conducted by Counterpart's pool of *Civil Society Support Initiative* (CSSI) contract trainers.
- *Local Project Management* - This consisted of 3-day training in local project development, problem description, setting project goal and objectives, budgeting. These trainings were conducted by Counterpart's pool of *Civil Society Support Initiative* (CSSI) contract trainers.
- *Specialized Livestock Breeding and Marketing* - It was a 2-part series of 2-day trainings on topics such as poultry keeping, bull and cow breeding, poultry and cattle diseases. The training organization was the local Livestock/Poultry Breeding and Veterinary Institute experts.
- *Soil Desalination Methods* -The training organization was the regional experts from Turkmen Water Management Institute.
- *Soil Fertility Prevent Methods* - Farmers identified lack of fertilizer as a major problem. The training organization was a local expert in composting from Dashoguz.
- *Business Development* - This consisted trainings in subjects such as organizational budgeting, product and service marketing, product and service pricing and business planning. Counterpart utilized local resources such as the *Pragma* Enterprise Development Program and American Resource Analytics experts and trainers.
- *Water Management* consisted training in simple water measurement techniques, flow quantity for each crop, water delivery plan development. The training providers were local experts who were trained at TOT in Kazakhstan.

Mary Training (Number of Participants)	Dashoguz Training (Number of Participants)
Basics of Land Use in Turkmenistan (33)	Basics of Land Use in Turkmenistan (14)
Poultry Breeding (42)	Business Plan Design (14)
Agrobusiness Planning (20)	Trade Show Organization (15)
Business Plan Design (17)	Desalination Techniques (18)
Value Chain and Market Research (18)	Value Chain and Market Research (16)
Soil Fertility (20)	Soil Fertility (16)
Desalination Techniques (20)	
Trade Show Organization (18)	
Animal Husbandry (42)	

In addition to the organizational, water management and business trainings, there was a heavy focus on technical trainings. Technical training modules covered, among other topics, management services (water measurement, operation of control structures, and database management systems) for Farmer Groups, and farm service/business development services for members. Illustrative manuals include:

- *FGs Operations Training* manuals covering crop needs assessments, irrigation scheduling, installation and operation of water monitoring equipment, and techniques and methods for measuring.
- *System Water Use Efficiency* manuals showing WUAs how to identify options to improve on-farm water distribution and allocation, improve conveyance efficiency (sector scheduling, leveling, system measures to combat salinity, water-logging and/or erosion, etc).
- *Farm Service Operations* manual guided farm leaders in the setup and operation of center providing demand-driven services to members such as rental of tractor and implements for irrigation canals, sowing, and harvesting.

Counterpart anticipated training about 15% of all participating Farmer Organization members in Turkmenistan but ended up training about twice as many. To meet the increased demand, Counterpart fortified the existing cadre of institutional development consultants and Counterpart-trained contract trainers with local water, engineering and agriculture specialists. Other training resources included Winrock International, state Water Institute specialists, state Animal Farming and Veterinary Institute specialists, Pragma Corporation, CASE Commercial Company. Training events were reinforced through additional interventions to strengthen core functions, gave exposure to best practices and expanded the types and number of services offered to members. To this end, Counterpart facilitated: training events with farmer, Farmer Group and stakeholder participation; informal small practicums with Farmer Groups and farmers; local and national study tours.

Mobilizing WUA / FO Members and Community Stakeholders to Identify Local Needs

A major strength of Counterpart's programming in Central Asia throughout the past 10 years has been its focus on teaching citizens to define the *true* problems that affect them and identify the best means to solve those problems. During WUAAP, Counterpart employed the proven *Participatory Community Appraisal and Action Planning* (PCAP) methodology prior to awarding any project grant. While this methodology was initially met with skepticism by our farmers, they quickly saw the logic and the benefits of undertaking the PCA process.

In **Kazakhstan**, ARGO provided *Participatory Community Appraisal and Community Action Planning* trainings to a team of the local trainers and WUA leaders to enable them to conduct PCAs, by which a cross-section of community members come together to identify, discuss and prioritize resource management concerns. The trainers' team and leaders later conducted PCAs in communities of 10 WUAs. Project ideas from PCA Reports and outcomes were used in project design and grant applications. It was revealed that the main issues that affect local communities' well being are field leveling and canals cleaning. Field leveling will significantly reduce water waste; improve timing of watering and quality of soil. Canals must be cleaned yearly. Many efforts were done to involve as many resources (material, labor, etc) as possible to get it done in time. Participatory Community Appraisals were conducted in the communities of all participating WUAs and Community Action Plans were used in design of the projects. This a simple, yet extremely effective, step-by-step approach to identifying and mobilizing existing community resources (money, labor, information) to accomplish specific infrastructure and service activities was also used in Turkestan and Sary-Agash regions through PRA trainings and consulting in community action planning and project proposal design. WUAs continued to gain support from stakeholders through regular meetings on the status of project implementation with the membership and WUA information boards erected in their offices.

In **Turkmenistan**, the same PCA approach was used to develop Farmer Organization capacity to engage members as well as existing formal and informal groups, *priority-setting and action planning* built institutional capacity to mobilize members and lead their communities to make changes using existing or attainable resources. Farmer Organization leaders were trained to conduct PCAs in Mary and Dashoguz. The PCAs helped farmers prioritize resource management concerns. WUA staff learnt to use this momentum to take action by facilitating *Resource Management Action Plans*. Farm Group Leaders continued to gain support from stakeholders through: (a) roundtable discussions comprised of representatives of all members of the community; (b) community leader interviews with religious leaders, Aksakals (elderly council); and (c) public outreach in the form of information sheets and fact sheets posted in ASC, opening ceremonies and information in local newspaper.

Build WUA Capacity To Generate Higher Income Through Improved Business Skills

In **Kazakhstan**, Counterpart worked with developed WUAs to improve their business skills and increase their ability to generate higher income through the following initiatives:

On March 2-4, 2006, a *Marketing and Extension Linkages* training was held by KIMEP professors in Almaty to assist 10 participants from Jetysai and Turkestan WUAs and ASCs to improve marketing skills to be able to better plan production and sales of their products. Participants made site visits to the supermarkets (RAMSTORE) and the Green Bazaar to observe practical implementation of marketing techniques and conduct marketing research. A round table with three guest speakers-specialists in agro-business, Ms. Victoria Slavina, Editor-In-Chief, *Food and Processing Industry of Kazakhstan* Union of Food Producers and Processing Industries of Kazakhstan; Mr. Yermek Rakhmetov, RIZA Group, Project Director and Mr. Galym Zhukupbayev, Financial Sustainability Advisor, ARGO Association was held. RIZA Group presented a value chain sample of food terminals across the country, Mr. Zhukupbayev presented information about agriculture-related zero-interest loans. As a training outcome, Jetysai ASC designed a business, strategic and legal plan for establishing a commodity exchange.

On July 25-28, Counterpart organized *Financial Sustainability* training for program partners. The most valuable training issues were cash flow preparation, establishing social enterprise, as well as legal aspects and profitability of different social enterprise models. Participants learned the importance of strategic planning and effective project design, and brainstormed social enterprise ideas. ARGO trainer presented successful examples of ARGO's refundable grants program for launching social enterprise. Finally, participants presented their own ideas of social enterprises such as greenery, spices, and fruit drying and packaging; field processing with highly efficient chemicals, using local herbs in medicine and cosmetology, and fragrant candle production among others. The main idea that drove all participants was identifying unique selling proposition (UTP) as the core marketing principle.

To utilize the value of establishing business contacts and expanding marketing of WUAs agriculture products, Counterpart awarded a grant to a group of WUAs and SodBi to develop and introduce IT marketing tools into WUAs operations. SodBi provided training in *Internet, Web-site Designing and Use of Internet in Marketing* to 15 WUAs and ASCs. All 15 WUAs and Jetysai ASC now have their websites at the South Kazakhstan oblast business web-portal at www.shymkent.com. Individual WUAs web-sites contain their contact information, agricultural products and help to develop existing products in new directions and expand their market.

In **Turkmenistan**, Counterpart worked with more developed Farmer Organizations to introduce demand-driven ancillary services through direct technical assistance (through Counterpart staff and external consultants) and in coordination with existing USAID activities in the region to help ensure that WUA support is linked to agricultural output, and that the gap in funding resulting from inadequate membership fees is filled to ensure their financial sustainability. Counterpart worked with more developed FGs to establish a fee-for-service strategy that proposed a number of alternative demand-driven business services — secondary to their core functions — that offered to their members and surrounding communities for providing critical market inputs (e.g. consulting, training, equipment, agricultural inputs, financing, etc.) that not negatively affected local BDS markets whose services FGs encouraged to access whenever possible.

Year One Program Assessment

According to the workplan, Counterpart staff conducted OD assessment of 5 WUAs in **Kazakhstan** after the first year of the program. A major objective for the OD assessment was to evaluate WUAs' capacity at the end of WUAAP. As the last step of the assessment, WUAs identified their lessons learned and successes that were a direct result of the WUAAP program. The assessment methodology was based on a participatory Appreciative Inquiry approach with the use of interviews, WUA Model Evaluation sheet, group meetings and observations. The following were the conclusions of the OD assessments:

- According to WUA Model Evaluation sheet, the organizational capacity of WUAAP participating WUAs' increased by 35%. It is worth noting that the best results were accomplished in Jetysai,

where WUAAP worked since November 2004. The second highest performing WUAs were in Saryagash

- WUAs scored the highest in Water Management and Business practices - 85% of WUAs identified an increase in Water Delivery planning and Water Management capacity building.
- Positive changes in Democratic Governance showed only minor increases. This could be attributed to the fact that these WUAs already had legal charter, general assembly and elected governing body prior to WUAAP project. However, by the end of the program, farmers' organizations (WUAs members) were more transparent in the decision making and utilizing more modern management techniques. These practices were noted in interviews with both Akimat and YugVodkhoz representatives.
- Participating WUAs and their constituencies agreed that there have been significant positive changes in their business practices. Sary Agash WUA Akzhar Su's leader Rakhimbay Turabai told Counterpart staff that technical assistance, grants and the opportunity to look at themselves from an external perspective helped the water users to become more professional as businessmen, and not only as farmers. At the same time, he also stated that international practices in water management and agribusiness equipped them with many innovative ideas for the future. He stressed that WUAAP program proved that even with small investment (\$5,000 grant size), but with training and technical assistance and strong WUA effort, WUAs could receive positive results.

In April 2006, Counterpart staff in **Turkmenistan** and a contracted local organization conducted a joint program assessment in Mary region of Turkmenistan. The purpose of the assessment was: to identify activity and productivity results and lessons learned during the first year of WUAAP implementation in three thematic program areas and make process improvement recommendations for implementation of WUAAP during the second year. The results of this assessment were used to plan and adjust proposed year two program activities. Assessment data were derived from: (a) regional focus groups and roundtables of government representatives, local initiative group leaders (b) program documents, particularly previous baseline research (c) current and proposed FOs.

Selection of New Water User Associations in Sary-Agash and Dashoguz

In 2006, Counterpart was awarded a WUAAP program extension and expansion to increase the number of participating WUAs.

In **Kazakhstan**, Counterpart expanded its activity to the third district of Sary-Agash by adding four new WUAs to receive training from the current ASC trainers and be eligible for project grants. In May, Counterpart staff Makhabbat Yespenova and Baurzhan Ashirbaev conducted an OD mapping exercise in the region. WUAAP staff met with local authorities (akimat, YugVodkhos) and received government support for assistance to WUAs and program. Nine local WUAs expressed interest in participating in the WUAAP program. Based on their LOIs, 5 Sary-Agash WUAs were selected as program partners: Derbisek su, Auyl su, Akzhar su, Bastau and Kyzyl Zhar. All these WUAs have been established recently - the oldest organization is only one and half years old. That brought the total number of WUAs receiving WUAAP support to 15 in Kazakhstan: 7 in Jetyesai, 3 in Turkestan, and 5 in Sary-Agash.

In **Turkmenistan**, Counterpart expanded the program to Dashoguz in year two. Counterpart established a new Agriculture Support Center partner in the region. Counterpart worked with ASC on WUAAP activities and developed training plans for the ASC to strengthen their capacity to implement program interventions. Counterpart also provided follow-on training and technical assistance according to ASC and program needs. The ASC assisted in the research and selection of six FGs program participants in Dashoguz. All FOs received training from Counterpart trainers and the newly established ASC provided them with services. All 6 FOs were eligible for project and institutional grants.

Continued Capacity Building to ASCs and Contracting them for Service Provision

Throughout the course of WUAAP, the 4 Agriculture Support Centers in Kazakhstan and Turkmenistan were both primary recipients and primary deliverers of program technical inputs. In both countries, the ASCs provided the following services to WUAs:

- Information boards and bulletins for WUAs and farmers including weather and pricing information
- Management and delivery of WUAAP trainings
- Logistic services to farmers, program implementers and USAID
- Product research and marketing assistance to member farmers
- Project grant management and monitoring services
- Baseline surveys and ongoing research
- Roundtable, forum, networking and farmer exchange organization and facilitation.

To promote sustainability of WUAAP programming in **Kazakhstan**, Counterpart provided the ASCs' staff with advanced trainings in *Financial Sustainability*, Marketing and Extension Linkages, *Strategic Planning*, and continuously consulted them in issues related to improvement of their services organizational, financial, grant management and reporting, M&E, computer & Internet literacy, information campaigning, organization of trainings and study tours, development of training materials. As a result of the *Strategic Planning* workshop, Jetysai ASC staff and WUAs from Jetysai and Sary-Agash developed a draft long-term strategic plan, which emphasized the strengthening existing services and development of new ones. Membership development, fee for services from *Cotton Cleaner* project, and participation in state contracting competition were considered as real opportunities for diversification of financial resources. Networking of WUAs, providing a demonstration room with an agricultural and marketing library, and membership development were three top priorities for proposal development and submission to donor agencies. Following the strategic planning session, ASC staff developed a six-month action plan.

Jetysai ASC with support from Counterpart and the International Center for Not-for-Profit Law (ICNL) staff received legal registration as a public foundation – the first of many steps of its newly developed long-term financial sustainability and localization plan. Legal registration as a local entity is critical for being able to contract directly with local government, donors, companies and other organizations.

Jetysai ASC received two WUAAP grants: Demonstration Field, and Processing and Packaging to start enterprise activities with the purpose of the profits gained to be used in a transparent manner to fund the operations of the ASC and sustain the ASC after completion of the project. By the end of the first year, Demonstration Field project yielded \$2,000 in profit for the Jetysai ASC's operations, as well as provided hundreds of farmers in the region with in-field instruction on new agriculture techniques.

To build ASCs' capacity to conduct baseline surveys and ongoing research on agriculture productivity as one of the potential sustainable ASC services, Counterpart commissioned independent consultant Shakhrukh Mahkamdjanov from Tashkent to deliver *Survey Conduct* training. Myrzakadyr Abdykhalykov, ASC Director with local trainers conducted the baseline survey in Jetysai, during which 119 farmers were questioned. The survey identified main crops, their productivity, area and total output of each crop. The average productivity of cotton last year was 1,590 kg/hectare. It also revealed extenuating circumstances affecting production, such as lack of financing, poor soil quality due to high salinity, absence of crop rotation, bad pest control, water shortage during watering period. Myrzakadyr Abdykhalykov used that survey approach further on in Turkestan and Sary-Agash.

To build momentum for direct contracting with the Kazakh government, Counterpart met with Nurlan Atshabarov, Deputy Chair-Committee for Water Resources, Ministry of Agriculture in Astana, to investigate the opportunity for state procurement or contracting with Jetysai ASCs. Mr. Atshabarov was familiar with the WUAAP programming in South Kazakhstan and indicated positively that the government felt it was important to continue to invest in WUAs, as they are main vehicles in maintaining the end-user level water management infrastructure in the country. No formal agreement was signed, but the seeds for future partnership were definitely planted.

Counterpart and Jetysai ASC staff organized a WUAAP close-out meeting for participating WUAs. Fifteen WUAs from three target regions, representatives of Makhtaaraal region Akimat, *YougVodkhoz*, *John Deere* Company, *Kuluynda* small enterprise and media representatives participated in the meeting. WUA representatives gave results presentations, after which a discussion on lessons learned and best practice took place. According to the ASC financial sustainability plan, Myrzakadyr Abdykhalykov has negotiated with the rayon akim and oblast Water Management Director the provision

of the trainings on a paid-basis for the farmer groups in the areas not covered by the WUAAP in South Kazakhstan. The terms of the agreement are to be finalized in the early 2007.

By the second year of the project, Jetysai ASC staff and local trainer team had an operational capacity to play a key role in program expansion to other regions of South Kazakhstan. Counterpart contracted with them for new WUA trainings in Turkestan and Sary-Agash. Following its strategy to localize the technical expertise Counterpart started to involve local trainers-from Jetysai ASC to conduct trainings as co-trainers along with the advanced trainers. In the beginning, the local trainers were used as co-trainers with experienced trainers from ARGO, IWMI, SodBI. Then, gradually they started providing independent trainings. Involving Jetysai WUA leaders as co-trainers was extremely useful for the Turkestan and Sary-Agash WUAs. *"It was very important for people to get information in their own professional language and to learn about Jetysai experience in addressing problems and communicating with stakeholders"* said Natalya Bakhmutova, the experienced trainer who coached the trainers' team. One of the recommendations was to attract more youth to do trainings to motivate them to continue their work in WUAs (and provide additional support for elder staff).

Counterpart contracted Jetysai ASC local trainers to conduct Water Management trainings for Turkmenistan water management experts, WUAAP staff and Sary-Agash WUAs. The training covered the following topics: *Crop Water Requirements, Water Use Planning at WUA Level, Water Distribution, Water Measurement and Recording and Assessment of Water Management Performance of WUAs*. One of the outcomes of the training was drafting of the Water Management Plans by participating Sary-Agash water users and design of adapted module by Turkmenistan WUAAP trainers for their own specific needs. Sergey Magay of South Kazakhstan University and Jetysai trainers presented their own practical experiences which were well adapted to the audience needs and frame of reference.

Jetysai ASC staff provided advice and coaching to the Turkestan ASC staff on how to start up ASC activities, establish collaborative relationships with local government and water management organizations. Ultimately, this approach built capacity of the Jetysai ASC to render demand-driven services to new WUAs as well as other clients on a paid basis. Jetysai ASC staff also coached Turkestan partners in survey methodology and helped to conduct a Baseline Agriculture Productivity Survey of the Turkestan WUAs for the 2005 calendar year.

Turkestan ASC staff conducted two trainings in *Establishing a WUA and Effective Water Management* and *Alternative Financing for Agriculture Development* for water cooperatives and young farmer leaders in 11 villages that did not participate in WUAAP. Fifty participants from 11 villages were acquainted with and discussed advantages of WUA establishment, effective and democratic management principles and opportunities for self-financing. Case studies and role plays stressed to participants the importance of participating in and requiring a transparent WUA good governance and management system as well as being politically active and advocating for good agricultural policy.

In spring 2006, Jetysai ASC and local trainers organized an independent workshop for more than 70 participants on bio-pest control method and discuss the issue of enlargement of the farmers' households in Jetysai. The local John Deere Company introduced agricultural machinery and presented new technologies on crop cultivation. This workshop was completely conducted by the ASC and its member farmers, and was deemed such a major success that the ASC received numerous requests from rural akims to duplicate the workshops for districts throughout the South Kazakhstan oblast.

Training events were reinforced through additional interventions to strengthen core functions, give exposure to best practices and expand the types and number of services offered to members. To this end, all training events were attended by non-target farmer, WUA/Farmer Groups and interested stakeholder participation including local water management, departments for agriculture, businesses; informal small practicum with WUAs and farmers; local and national study tours were held. Jetysai ASC hosted a number of farmer groups for experience exchange study tours to observe and learn from WUAAP experiences: from Turkestan and Sary-Agash rayons, from Turkmenistan WUAAP.

In **Turkmenistan**, Counterpart continued to build the capacity of the ASCs in Mary and Dashoguz to: conduct information campaigns about the WUAAP program; maintain and manage a qualified team of

staff and trainers; keep financial records of program activities; organize and monitor trainings and FG projects; organize exchange visits, roundtables and forums; and provide a variety of technical, legal and information services to their constituent farmers.

Counterpart worked with both ASCs on WUAAP activities and developed training plans for the ASC to strengthen their capacity to implement program interventions. Counterpart worked with the ASCs to identify the second core group of FOs in Mary region and contract trainers from local organizations and institutes to conduct training activities for local Farmer Groups. The capacity building of both the ASCs staff and their cadre of trainers included TOTs in: *Adult Learning Methodologies, Organizational Development and Governance, Participatory Community Appraisal and Project Design, Advanced Water Management and Business Management*. Counterpart also provided follow-on consultations and technical assistance according to ASC and program needs.

Counterpart continued to work with the ASC in advertising for and selecting a core team of approximately 10 Farmer Organization trainers. These trainers were contracted with, managed, compensated and evaluated by the ASC in Mary and Dashoguz. All of these trainers received Counterpart's *Adult Learning Methodology Training* - a 3-day course that was delivered by experienced Counterpart Civil Society Support Center trainers. After selecting and certifying the core group of 10 Farmer Organization trainers, Counterpart employed the tested and proven Training of Trainer (TOT) methodology in order to localize long-term Farmer Organization training capacity in Turkmenistan. Counterpart located expert training providers in governance, business management and advanced water management to deliver TOTs to the selected contract trainers. The contract trainers then delivered trainings, initially with the experts and then independently, to the Farmer Organizations in Mary and Dashoguz regions.

Counterpart's assessment identified three areas, where nearly all Farmer Organizations requested training – technical water management techniques, financial sustainability and organizational development and governance. Counterpart worked with three external organizations to design these three modules of our core WUAAP training series. Selected outside experts designed and conducted the initial training modules for 3-5 WUAAP partner Farmer Organizations and the WUAAP contract trainers. After these initial trainings, the WUAAP contract trainers delivered these same trainings to other interested Farmer Organizations in Mary in year one and in Dashoguz in year two of the program.

When in November 2004, the Government of Turkmenistan instituted a new land code that prohibited private land ownership for large-scale agricultural purposes and placed land and water management responsibilities with the national government-run, agricultural joint-stock corporation, Counterpart intended to work with local legal experts to write and disseminate legal briefs explaining existing and recently changed laws and regulations affecting the agriculture sector in Turkmenistan. In addition, the ASC provided agro business services such as credit and business consulting referrals, written technical water and growing information.

Experience Exchanges

Counterpart organized a multitude of national and international exchanges during WUAAP. Exchanges proved to be an effective means to disseminate information, convey skills, establish relationships and utilize scarce program resources in an effective manner.

In **Kazakhstan**, Counterpart contracted the ASCs to facilitate experience exchanges between new WUAs in Turkestan and Sary-Agash and the more experienced WUAs in Makhtaaraal. During the life of project, three study tours were organized by the Jetysai ASC:

- For new WUAs from Turkestan and Sary-Agash. In February 2006, a group of Turkestan ASC staff and WUAs made a study tour to Jetysai to exchange experience and learn from the Jetysai WUAs. In the course of the study tour, participants visited the ASC's Demonstration Field and several WUAs fields to observe implementation of the WUAAP projects, water infrastructure, and irrigation methods.
- For WUAAP partner Farmer organizations and specialists from Turkmenistan. In early November 2006, 10 FO representatives from Turkmenistan visited Jetysai ASC and WUAs in

Jetysai and Saryagash regions. The main goal of the study tour was to share experience in the areas of Water Management, Business Practices and Organizational Democratic Principles. Turkmen colleagues were notably interested in the various Demonstration Field projects and the activism of the WUAs in Jetysai. Sergey Mogay, a specialist from the Kazakhstan Water Management Institute conducted sessions on Irrigation and Water Management. WUAs from Saryagash and Jetysai presented a water usage payment rate calculation system for the Turkmenistan guests based on Kazakhstani law. Local trainers from WUAs *Abay* and *Besketik* facilitated discussions on organizational financial sustainability issues. The Turkmen farmers also observed implementation of the institutional grants by the Kazakhstani WUAs and technical assistance they received from Counterpart.

- UNDP Watershed Project commissioned the Jetysai ASC to conduct a study tour, in which they hosted eight farmer organization leaders from Alakol region and charged a fixed fee of \$400 for organizational costs. The major objective of the study tour was to improve Alakol leaders' capacity to establish democratic and functional WUAs. The study tour agenda has two parts, theoretical and practical and covered the following topics: WUA Management, Water Management, Introduction to Marketing and Agribusiness training. Practical exercises included visits to and discussions on the best WUAAP grant project sites. At the end of the study tour, all participants developed individual action plans for practical application of the knowledge gained during the tour.

Currently, Jetysai ASC is finalizing a study tour program and budgets on the request from EU-TACIS funded Creation of WUAs in Kazakhstan Project Director David MacCleery to be held in March-April 2007 on a paid basis. Three study tours consequently will be organized within that request. Thus, WUAAP funded by USAID was able to achieve results and develop an effective model for building capacity of WUAs that is followed by other donor agencies working with WUAs.

In **Turkmenistan**, Counterpart, through the ASCs, facilitated the majority of exchanges locally between FOs in Mary and Dashoguz and internationally between Kazakhstan WUAs and Mary/Dashoguz, Turkmenistan FOs. These exchange activities allowed the public to see successful technical applications, effective organizational management practices, templates for effective statutes and by-laws, mechanisms for financial sustainability, and other organizational matters.

Objective 2: WUAs and FOs are Implementing Institutional and/or Technical Improvements Learned Through Training Sessions with the Help of Grant Awards

Create the WUAAP Grant Facility

A critical complement to training and capacity building is providing nongovernmental organizations with targeted grants so they are able to implement what they learned. Because participating WUAs were selected competitively based on their LOIs and Counterpart site visits, the grantmaking process was less competitive. Counterpart provided numerous trainings and technical assistance in order to help the WUAs write the best possible grant applications. While certain components of the grantmaking process for Kazakhstan and Turkmenistan differed, the major methodological processes were the same and included the following steps:

- 1) Develop Grant Management Manual, template applications, agreements and reporting procedures
- 2) Identify the types of grants and the parameters of each type of grant
- 3) Publicly announce the grant competition
- 4) Provide training and technical assistance in targeted and results based grant writing
- 5) Hold a selection committee to approve or not approve each application
- 6) Make grant award announcements
- 7) Conduct reporting requirements and compliance training and begin grant tranche transfer

The **type of grants** awarded during WUAAP in Kazakhstan and Turkmenistan included: ASC Institutional Support and Training Grants; Institutional / Organizational Support Grants; Physical Infrastructure Grants; Processing and Packaging Grants; Trade Show Grants; and Demonstration Field Grants (Kazakhstan only).

Grant Selection Criteria were specific for each grant, but generally included the following:

- Formal / Informal Organization with demonstrated capacity
- Demonstrated cost share
- Clear definition of problem statement and how intervention will solve
- Clear explanation of how intervention will increase water management and agriculture productivity
- Demonstrated participatory methodologies used in project design
- Sustainability of proposed project (most important)
- Clear business plan (for Processing and Packaging Grants).

Initiate Grants Process and Award Project Grants

All early grants in both countries were managed by Counterpart WUAAP staff. During later grant management, the ASCs assisted Counterpart with publication, training and technical assistance, collecting and submitting applications and monitoring and reporting on grant implementation. The grants per country were as follows:

Kazakhstan

Organization	Grant Types	Amount	Projects
WUA ABAI (Jetysai)	Institutional Support	\$4,640.00	Office WUA Abai Hay-pressing Machinery to process perennial herbs and clover.
	Processing & Packaging	\$8,400.00	
WUA KOKSU (Jetysai)	Physical Infrastructure (Joint project with WUA ABAI and WUA DOSTYK)	\$15,000.00	Bio-laboratory
	Institutional Support	\$4,620.00	Office WUA Kok-su
WUA BESKETIK (Jetysai)	Physical Infrastructure	\$5,000.00	Bio-laboratory "Inter"
	Institutional Support	\$3,200.00	Office WUA
WUA BAKYT-SU (Jetysai)	Physical Infrastructure	\$10,000.00	Service Center
	Institutional Support	\$3,200.00	Office Bakhyt-Su
WUA DOSTYK (Jetysai)	Institutional Support	\$4,630.00	Office of WUA Dostyk
WUA SARY BATYR (Jetysai)	Physical Infrastructure	\$5,000.00	FARM STORE
	Institutional Support	\$4,640.00	Office of WUA Sary-Batyr
WUA AK ZHOL (Jetysai)	Institutional Support	\$3,300.00	Office of WUA Ak-Zhol
WUA MAISHAI-SU (Turkestan)	Physical Infrastructure	\$5,000.00	Restoration of Water Supply and Drainage System Construction of office building and equipping it
	Institutional Support	\$5,000.00	
WUA IBATA-SU (Turkestan)	Physical Infrastructure	\$5,000.00	Tractor for cleaning of canals
	Institutional Support	\$1,325.00	Office repair and equipping
WUA ORANGAI (Turkestan)	Physical Infrastructure	\$5,000.00	Restoration of Artesian Well and Water Supply System
	Institutional Support	\$5,000.00	Construction of office building and equipping i
WUA Karashyk (Turkestan)	Demonstration Field	\$2,000.00	Improved water delivery and effective use through installation of 4 water locks.
WUA Derbisek Su (Sary-Agash)	Institutional Support	\$5,000.00	Office of WUA Derbisek Su
	Demonstration Field	\$2,000.00	Improved water delivery and effective use through installation of water catches
WUA AuyI Su (Sary-Agash)	Physical Infrastructure	\$5,000.00	Effective water use through installation of deferent and regulating water catches
	Institutional Support	\$5,000.00	Office of WUA
	Demonstration Field	\$2,188.00	Pest control activities with the use of the equipment.
	Processing & Packaging	\$4,200.00	Installation of drying apparatus for a fruit

			and vegetable hot house
WUA Bastau (Sary-Agash)	Physical Infrastructure	\$5,000.00	Rational water use through Irrigation ditch cleaning and maintenance
	Demonstration Field	\$2,000.00	Pest control activities with the use of the equipment.
WUA Akzhar Su (Sary-Agash)	Physical Infrastructure	\$5,000.00	Improved water delivery through the use of Irrigation ditch machinery
	Institutional Support	\$5,000.00	Office for WUA
	Demonstration Field	\$2,000.00	Vegetable and Apple Productivity increase through biological cultivation
ASC (Jetyesai)	Processing & Packaging	\$4,200.00	Growing and sale of cabbage seedlings to Karaganda oblast
	Institutional Support	\$2,185.00	Strategic planning workshop for WUAAP stakeholders and partners.
	Demonstration Field	\$8,000.00	Organization of 20 ha demonstration plot
ASC (Turkestan)	Processing & Packaging	\$7,000.00	Cotton-wool Combing Workshop
	Social partnership	\$1,971.61	Training for water users with YugVodKhoz
	Institutional Support	\$2,000.02	Training for water users in 11 rural regions
Sodbi Incubator (Shimkent)	Social partnership	\$5,000.00	Agriculture Trade Fair in South Kazakhstan
	Institutional Support	\$2,638.00	WUAs' Web-site development and maintenance
	Total:	175,337.63	

Several proposals were rejected due to the tax debts or lack of legal approval from local administration for the construction works or land property certificates. Baurzhan Ashirbayev, Program Coordinator made visits to Jetyesai, Turkestan, Sary-Agash to meet with local administration in the tax, land, architecture, sanitation and other departments to promote and provide support to the WUAs in getting permissions and approvals for their proposals. Counterpart Kazakhstan Grant committee members in Kazakhstan included Counterpart staff and outside experts such as Larisa Kovtunova, ARGO Training Manager, Dana Amanova, Regional Grant Manager, and Daulet Chunkunov, external expert, Winrock Farmer-to-Farmer Program Director.

Turkmenistan

Organization	Grant Type	Amount	Project
Farmers group "Zaman Samat" (Mary)	Physical Infrastructure	\$5,000.00	Repairs of two old electric pumps, install one electro-transformer and 2 electro generators, cleaning 2,500 meters of drainage canal and 5,000 meters of irrigation canal.
Farmers group "Burkoz" (Mary)	Physical Infrastructure	\$5,000.00	To build 17 new water locks and repair 3 old ones, to clean up 3,300 meters of irrigation canal and 3,200 meters of drainage canal.
Farmers group "Ahal" (Mary)	Physical Infrastructure	\$4,994.00	To build 3,200 meters of new drainage canal and leveling 60 hectares of lands.
Farmers group "Boris" (Mary)	Physical Infrastructure	\$5,000.00	Installation of a new 1,800 meters electric line, an electric transformer, an electric motor and clean up 6000 meters of irrigation canals.
Farmers group "Maksat" (Mary)	Physical Infrastructure	\$4,000.00	Building 1,500 meters of a new irrigation canal and 36 hectares of land leveling.
Farmers group "Vatan" (Mary)	Physical Infrastructure	\$3,980.00	To clean 4,860 meters of drainage canal and 1,800 meters of irrigation canal.
Farmers group "Omar" (Mary)	Physical Infrastructure	\$3,967.00	To clean 2,700 meters of old drainage net, 1,000 meters of drainage canal, build a new 1,300 meters canal and locks.
Farmers group "Bereket" (Mary)	Physical Infrastructure	\$4,000.00	Leveling 30 hectares of lands.

Farmers group "Melhem" (Mary)	Processing & Packaging	\$5,000.00	To build small drying factory to dry fruit and vegetables.
Farmers group "Herekete-Bereket" (Dashoguz)	Physical Infrastructure & Institutional Development	\$7,000.00	To clean 9,580 meters of drainage canal.
Farmers group "Ak-Altyn" (Dashoguz)	Physical Infrastructure & Institutional Development	\$7,000.00	To build 2,000 meters of new irrigation canal and clean 1,000 meters of old drainage canal.
Farmers group "Garashsyzyk" (Dashoguz)	Physical Infrastructure & Institutional Development	\$6,860.00	To clean 11,000 meters of the drainage canal and get access all farmers' land to the water resources.
Farmers group "Gokday" (Dashoguz)	Physical Infrastructure & Institutional Development	\$7,000.00	To clean 1,000 meters of the drainage canals, install a water pump and a power transformer.
Farmers group "Zahmet" (Dashoguz)	Processing & Packaging	\$5,000.00	To build a small mill and install macaroni (spaghetti) equipment to increase wheat output, improve the quality of flour products.
Farmers group "Bekjan" (Dashoguz)	Processing & Packaging	\$4,976.00	To build a small mill and install macaroni (spaghetti) equipment to increase agriculture output, improve the quality of the flour products.
Ag Support Center (Bayramali)	Institutional	\$7,000.00	Provide WUAAP services for 9 Farmer Groups in Mary velayat.
Ag Support Center (Dashoguz)	Institutional	\$9,966.00	Provide WUAAP services for 6 Farmer Groups in Dashoguz velayat.
Ag Support Center (Bayramali)	Trade Fair	\$1,217.00	To conduct Trade Fair in Mary velayat
Ag Support Center (Dashoguz)	Trade Fair	\$1,455.00	To conduct Trade Fair in Dashoguz velayat
Total:		\$98,415	

Processing and Packaging Grants

During the second year of WUAAP, Counterpart was awarded an activity extension and expansion in order to add more participating WUAs and to introduce business skills and processing and packaging grants in order to increase incomes of farmers.

In **Kazakhstan**, Counterpart publicly announced Agriculture Processing and Packaging Grants in May 2006 among WUAs in the Jetysai, Saryagash and Turkestan regions. We received applications from 12 WUAs. On September 5th, Counterpart organized a Grant Review Committee (GRC) to review the proposals. Counterpart awarded 4 grants for Processing and Packaging (Jetysai and Saryagash). The grant recipients were as follows:

1. WUA Abai (Jetysai) – To increase crop rotation by establishing a seed and product refinery in Dostyk village in two WUAs.
2. WUA Kok Su (Jetysai) – To increase crop rotation by establishing a seed and product refinery in Dostyk village in two WUAs.
3. WUA Akzhar Su (Saryagash) – To increase WUA's Akzhar Su income by establishing and product export route to Karaganda Oblast.
4. WUA AuyI Su (Saryagash) - To increase farmers' ability to export fruit and vegetables by constructing a product drying facility in Beskubyr village.

Counterpart also awarded Cotton Cleaner Processing Grant to Jetysai ASC. Processing and Packaging Grant Agreement was signed in early October. The project aimed at ensuring the sustainability of the ASC by providing Makhtaaral region with a cotton cleaning service and improving the cotton cleaning process. Counterpart and SodBi agreed to consult the ASC on technical issues.

In Mary and Dashoguz, **Turkmenistan**, cotton is the predominant crop. Although farmers would like to diversify away from cotton because the prices are controlled and it depletes the soil of its nutrients, growing fruit and vegetables has not proven profitable due to their short shelf life. Most farmers have identified lack of processing or packaging facilities as the major problem to crop diversification and to respond on this demand, Counterpart awarded 3 FOs from Mary and Dashoguz with \$5,000 processing and packaging grants per group. These grants were used for: (1) Mini Fruit and Vegetable Drying Plant in Mary region; (2) two flour mills and macaroni shops in Dashoguz region. Recipients of the awards were farmer groups which had a clear business plan and transparent financing of their operations.

Demonstration Field Project in Kazakhstan

Counterpart used two methods for introducing demonstration grants: one was a grant awarded to the Jetysai ASC specifically, and the second mechanism was a competitive process among interested WUAs in three regions. In early 2006, Counterpart and Jetysai ASC worked together on designing a demonstration field pilot project. The field was intended to serve multiple purposes including: serving as a testing ground for new watering technologies, growing new crops to diversify from cotton, acting as an outdoor classroom where farmers could learn new methodologies, and earning revenue that could fund future operations of the ASC. Although Counterpart did not initially give the ASC funding, because their proposal was not adequate, the ASC contributed its own money and mobilized volunteer labor in order to get the field tilled and planted on time.

Jetysai ASC began cultivation work based on models learned from Winrock Volunteers on a newly acquired demonstration field of 20 hectares 5 kms outside Jetysai. A future research station accompanying the demonstration field will be used for testing innovative water management and agriculture techniques and training farmers in implementation of those techniques on their plots. In early July, Counterpart approved the demonstration field proposal and awarded the ASC an \$8,000 grant to create and manage the demonstration field land plot. The goal of the project was to provide a sustainability mechanism for the Jetysai ASC and to demonstrate new growing, pest control, water management and crop diversification methods to local farmers. The ASC held field-based trainings at the demonstration plot and earned \$2,000 income. The income earned from the demonstration plot is planned to be used for field inputs next year as well as operational costs for the ASC following the conclusion of the WUAAP program. As another income generating activity, the ASC constructed a billboard near the road on the demonstration plot. The billboard contains local company advertisements, project sponsors, partners and ASC contact information.

Demonstration field yielded nearly \$5,000 in profit from the initial harvest for the Jetysai ASC, as well as provided hundreds of farmers in the region with in-field instruction on new agriculture techniques. The results of this activity are already evident, including:

- The productivity yield evidently differs depending on irrigation methods, namely, more modern methods instructed by Winrock volunteers are producing higher results.
- Water Management training participants visited the demonstration plot for their sessions on water measurement and recording.
- Even though in May and June water demand is high, water authorities were providing the demonstration plot with adequate irrigation water, as all people are interested in final harvest results.
- The ASC has established a good relationship with Sergey Magay from South Kazakhstan University. He provides them with technical consultations on the demonstration plot management.

The project breaks down as follows:

Harvest and Area Sown	Income	Expenditures	Before Tax Profit
1 hectares tomato 7.5 hectares melon 1.5 hectares pumpkin 10 hectares cotton	\$20,818	\$16,076	\$4,742

The profit from the demonstration field project was partly used to support the purchase of a cotton cleaning machine, construction of dormitories near the demonstration field, trainings for area farmers

and government officials, and operational costs for the ASC in 2007. According to the Demonstration Field grant agreement, the Jetysai ASC conducted three required project trainings including: *Water Management, Biological Insect Control and Demonstration Field Year One Results*. A total of 65 farmers participated in the trainings. Counterpart also awarded 5 other demonstration field grants through a competitive process among interested WUAs in three regions:

1. WUA Akzhar Su (Saryagash) – To increase yield of vegetables and apple gardens by introducing bio pest control methods.
2. WUA Auyl Su (Saryagash) - To increase the yields and the profitability of farms in Saryagash district by installing water spray machinery.
3. WUA Bastau (Saryagash) - To clean irrigation channels of 63 farmers' organizations (92 km) with canal cleaning machinery.
4. WUA Derbisek Su (Saryagash) - To improve water delivery and usage by repairing pipeline valves and purchasing spare valve parts.
5. WUA Karashyk (Turkestan) - To improve water delivery and usage by installing 4 mechanical water valve locks.

Agriculture Trade Shows

A second grant associated with increased revenues was the Agriculture Trade Show grant. Counterpart created these social partnership grants to foster partnership with government, research and other institutions to improve water management and agriculture productivity and profitability. The major criterion for selection was government participation and a high matching cash contribution to the staging of the event.

In **Kazakhstan**, due to the lack of experience and expertise and relevant connections among WUAs with government to initiate big events, Counterpart worked directly with the Shymkent-based businesses incubator – Sodbi with active involvement as co-organisers of Jetysai and Turkestan ASCs. SodBi received approval for a grant of \$5,000 to organize a regional Agriculture Trade Show. The contract was signed in late September. The main objective of the project was to improve awareness of agriculture products in the region, and for farmers to establish relationships and contracts with agriculture buyers, processors and exporters. On November 17, 2006, Counterpart and its WUAAP partner ASCs and SodBi Business Incubator held an Agriculture Trade Show in the southern Kazakhstan city of Shymkent. Approximately three months prior to the trade show, Counterpart and ARGO staff conducted an Agriculture Trade Show Organization training for WUA representatives from all three program regions (Jetysai, Turkestan and SaryAgash) and business incubator SodBi. The training covered the following topics: recommendations on product promotion; internet trade show research; trade show display design; and role playing trade show scenarios. At the conclusion of the training, Counterpart and ARGO staff assisted the ASCs and SodBi in developing a trade show grant proposal, which was eventually funded by Counterpart. The main goals of trade fair show were:

- Provide an opportunity for farmers and agribusiness entrepreneurs to meet with potential purchasers and suppliers from other regions;
- Facilitate experience and information sharing process among farmers, entrepreneurs and producers;
- Receive government financial and organizational assistance in staging the trade show.

Approximately 1,700 people attended the trade show, which had eight primary sectors: plant cultivation, animal breeding, agricultural production and processing, foodstuffs and non-edible products, consulting companies, equipment and technologies for agricultural production and financing programs in the agricultural 4 sphere. The total cost of the trade show was \$22,000, with the local government contributing \$16,000, Counterpart contributing \$4,500, and SodBi contributing \$1,500. All major national and local media outlets covered the event. Nearly 130 farmers were presented with awards from the local government, and \$144,000 worth of products and equipment were displayed. A post trade show survey conducted by SodBi found that more than 80% of farmers made at least one contact with a buyer or processor after displaying their products. During the trade show, the local Department of Agriculture informed Counterpart that they plan to conduct agriculture trainings and business consultations for 178 registered WUAs in South Kazakhstan Oblast and they would like Counterpart's assistance in this initiative.

In **Turkmenistan**, Counterpart provided 2 multiple Trade Fair support grants to FOs to provide two local (one each in Mary and Dashoguz) to help secure new contracts and build market linkages between buyers, providers, processors, other local agricultural intermediaries and producers (and to find new markets for products developed by the value added products grants produced). Grants were provided for marketing materials and venue rentals. Two two-day Trade Fair training in Mary and Dashoguz carried out for grantees and farmer groups. The range of consultations was provided by Business Consultant to grantees in designing and carrying out Trade Fairs.

Grant Project Monitoring and Evaluation

Counterpart Kazakhstan and Turkmenistan program staff conducted regular OD assessments measuring changes three areas of WUAs: Water Management, Business Practices and Democratic Principles.

In **Kazakhstan**, the baseline OD assessment was conducted in April 2005. In September 2005, WUAAP staff conducted another OD assessment which revealed insignificant change in all three areas. Farmers just completed Water Management training in August. WUAs failed to implement new watering plans during this season because current plans must be executed since farmers already paid for the services covered by existing plans. It is considered that WUAs will develop and implement new watering plans during upcoming winter irrigation season.

Project monitoring also revealed that business plans exist only for projects that are implemented within frameworks of Project Grant Program. These are business plans for two Bio pest control laboratories, Service Center, and Farm Store. Business plans for WUAs will be designed and presented to WUA members for approval at the annual General Assembly in January 2006 together with strategic plans. Democratic principles indicators which include elected executive council (Board), an audit committee and approved WUA charter did not change since the last OD assessment conducted in April. These principles will be realized during the next General Assemblies of selected WUAs in January 2006, when new Boards, Audit Committees and Bylaws will be presented and voted. Only after these procedures improvements in Water Management and Governance can be measured. Fee collection takes place once a year and varies from WUA to WUA. Average fee is 150 KZT per hectare. Fee collection rate is around 80%.

All projects are managed by LLCs established jointly by WUAs and local businesses, business plans were developed with assistance of SodBi Business Incubator. All but one project were behind schedule. The reasons for delays were very busy summer farming season period, and late delivery of purchased goods and machinery. Lack of financial reporting experience has also affected timing of grants' completion. Ulzhan Kanzhigalina, Country Director, has made a monitoring visit to Jetysai ASC. In the meeting with WUAAP staff and WUA leaders, recommendations of the Grant Committee were delivered and consultations on grant applications improvements were held. Jetysai ASC staff and WUA leaders are much interested in the continuation of the program as they see many positive changes due the program results. They expressed that the success of the last year cotton harvest made WUA members believe into the benefit of participatory activities and use of innovative methods for combating agricultural pests to achieve record harvests.

Program Coordinator Baurzhan Ashirbayev visited Jetysai ASC to provide consultations on WUAs proposal improvements in meeting Counterpart requirements. On February 17, 2006 the Grant Review Committee consisting of Counterpart and ARGO approved re-submitted applications. Seven WUAs from Jetysai signed Institutional grant agreements with Counterpart after making all amendments and fulfilling GRC recommendations. Monitoring Plans have been designed and included in the Agreement. Baurzhan, together with ASC staff, will make two visits to each of the projects to monitor implementation and provide technical assistance. Counterpart staff monitored seven Jetysai institutional support grants. Counterpart learned that four WUAs are in the final stages of their work and should close the grant in July and that three WUAs are nearly 50% complete with their grants and should be able to close them by August. In Turkestan, all three infrastructure project grants are in the final stage of their work. Near final financial and programmatic reports were reviewed and approved by WUAAP staff in Counterpart.

After 18 months of WUAAP program implementation, Counterpart distributed 35 grants totaling nearly \$179,000. These grants included: 4 infrastructure grants in 2005; 6 infrastructure grants in 2006; 14 institutional grants; 6 demonstration field grants; 4 processing and packaging grants, and 1 trade show grants. Eight projects started recently after two in-country Grant Review Committee meetings in September.

In November 2006, Counterpart Program and Grant Managers traveled to southern Kazakhstan to monitor the status of all grants that have already been completed or are still in progress. The assessment found that 10 grant projects were completed, fully accounted for and still operational. The other 25 grants were in progress – many of them were delayed due to the growing season. All 20, however, are scheduled to be completed and accounted for by the end of WUAAP on December 31, 2006. According to the work plan, Jetysai and Turkestan ASCs with Counterpart staff evaluated 38 WUAAP grant projects and documented projects impacts. The projects included institutional grants, infrastructure grants, demonstration field, trade show and processing and packaging grants. To date all, all projects have been closed out.

In **Turkmenistan**, after the completion of training and the implementation of the *Technical Grant Programs*, Counterpart and the ASCs in Mary and Dashoguz monitored the impact of the training and grants in the areas of improved water management and sound business practices. After the completion of training and the implementation of the *Institutional Support Grant Program*, Counterpart and ASCs monitored the impact of the training and grants in the areas of organizational development and utilization of democratic principles. Monitoring was done through regular site visits, farmer surveys, baseline and subsequent research. The findings were follows:

- 12 Farmer Groups from Mary and Dashoguz developed a water delivery plan. A water delivery plan outlines the amount of water to be received by the FO, and a schedule as to when and how much water will be delivered to each FO member. This is a primary function of a FO and ensures transparent and equitable water delivery, and mitigates conflict. The plan is a technical activity and is based on farmers' requests for water, water requirement of crops, area irrigated, and water losses within the system. The delivery schedule is agreed upon by the FO membership in the general assembly meeting.
- In 5 FGs from Mary region General assembly exists and functions, Charter developed and approved by general assembly. Documents for agriculture cooperative prepared and submitted for registration. FO members meet regularly to share their opinions and concerns and approve management decisions regarding finances, plans, and sanctions. The decision making process on farmer group issues and finances were made in transparent way, what is also confirmed by results of the first and second WUAAP assessments. General assembly votes to approve budgets, FO finances are posted for members view.

VII. COMMUNICATIONS AND ADMINISTRATION

WUAAP Public Awareness Activities

Public awareness activities differed significantly in Kazakhstan and Turkmenistan. A more open and progressive climate toward economic and civil society development in Kazakhstan allowed Counterpart and our WUAAP partners to be more ambitious in their outreach and communications. Highlights in Kazakhstan included program and Agriculture Support Center (ASC) brochures; newspaper articles written by the ASC being picked up in national papers; broadcast journalists attending and covering WUAAP events such as project openings, trade shows and site visits; meetings with journalists and government officials; and utilization of SodBi's website for trade show and other product marketing opportunities.

Public awareness activities in Turkmenistan were done much more through brochures, word of mouth, roundtable meetings, individualized consultations and meetings and project opening ceremonies (which were well attended by government officials). As formal media in Turkmenistan is extremely limited, public media coverage of WUAAP in Turkmenistan was also limited. The following chart summarizes WUAAP public awareness activities in Kazakhstan and Turkmenistan:

Media Coverage	Number	Circulation / Audience	Paragraphs / Minutes
Kazakhstan			
Newspaper Articles	32	477,000	110
Internet Articles	1	3,000 hits	1 week
Television Story	11	4,500,000	29 minutes
Radio Story	1	100,000	10 minutes
Publications	2 ASC brochures	500	1 page
Turkmenistan			
Newspaper Articles	2	1,500,000	7
Internet Articles	none	none	none
Television Story	none	none	none
Radio Story	none	none	none
Publications	1 ASC brochure	200	1 page

Collaboration and Leveraging

KAZAKHSTAN

Government Relations

Government relations were strengthened in Kazakhstan, as local government officials continued to see the positive effect of WUAAP programming and sought joint-partnership related activities at the local level. Local government representatives were present in events in Jetysai, Turkestan and Sary-Agash showing their strong interest in WUAAP activities and demonstrated commitment for supporting and promoting WUAAP. In Turkestan, local government, Akimat and Water management entity, Department of YugVodKhoz and Counterpart formalized their relationship through an agreement (known as the Social Partnership Agreement) to jointly utilize resources to support the development of the WUAs to increase agriculture productivity to improve farmers' livelihoods. In response to the agreement, the Jetysai ASC staff initiated and conducted a one-day workshop for local governments, WUAs, research institutions that focused on facilitating discussion related to identifying critical issues and various approaches for increasing agriculture productivity throughout the region. Finally, Counterpart attended the Second Water Forum in Astana, where stakeholders from the national, regional and local level Government, Water Management organizations finalized the *National Integrated Water Management Plan*. During the forum, Counterpart's Jetysai ASC was recognized as the best center working with WUAs in Kazakhstan. The local government Department of Agriculture in

Shymkent was a trade show partner, contributed \$16,000 in cost share and agreed to adopt lessons they learned in next year's trade show.

Academy for Educational Development (AED)

Two KIMEP professors, Irina Kim and Marat Bakpayev, conducted a three-days training in Advanced Marketing for 10 trainers from Jetysai / Turkestan Water User Associations in collaboration with AED. The training was funded on a cost-share basis, AED provided participants' support and Counterpart covered materials, trainers' and equipment costs. The training focused on improvement of participants' marketing skills to be able better plan production and sales of their products.

SodBi Business Incubator

Counterpart contracted SodBi business incubator to develop Business Planning and Financial Management training modules for WUAAP Kazakhstan. Later, Counterpart awarded SodBi a \$5,000 grant to organize and implement a regional agriculture trade show in Shymkent.

United Nations Development Program

The UNDP Watershed Project commissioned the Jetysai ASC to conduct a study tour, on a fee basis, in which they hosted eight farmer organization leaders from Alakol region. The major objective of study tour was to improve Alakol region's leaders' capacity to establish democratic and functional WUAs.

Civil Society Development Association ARGO

ARGO provided trainings and technical assistance throughout WUAAP in areas of organizational development, participatory community appraisals, strategic planning and financial sustainability.

Winrock International

Winrock International has been a lasting project partner that provided the project with the expertise of its volunteers for two years. In summers of 2005 and 2006, Brian Boman, Water Management specialist from University of Florida, US and Joe Ellington, consultant entomologist worked for two weeks in South Kazakhstan with a program of trainings and consulting in Irrigation and Salinity Management, Biopest control for ASCs staff and water users.

United Nations Development Program

Counterpart Country Director Ulzhan Kanzhigalina and ASC Director Myrzakadyr Abydkhalykov were invited by the UNDP to participate in the Chu-Talas Water Basin Council meeting of stakeholders in Taraz. This was part of a UNDP program called "National IWRM Plan Development."

Kimep University

Counterpart utilized both the facilities and business professors at Kimep University in Almaty for an advanced marketing and business plan training in summer 2006.

Tashkent International Water Management Institute (TIWMI)

TIWMI was the primary water management technical assistance provider in Kazakhstan that provided comprehensive water management trainings in south Kazakhstan in both years of WUAAP.

TURKMENISTAN

Academy for Educational Development (AED)

Alim Sailybayev, Regional Project Manager and Natalya Semyonova, Turkmenistan Country Coordinator participated as observers on an AED study tour to Israel to study water management practices. They visited seminar on Water Management in Israel, organized by MASHAV and conducted by CINADCO. The seminar covered issues of water management in Israel and use of efficient irrigation technologies.

In 2005 WUAAP submitted 4 proposals to AED to organize trainings for 8 FGs in Mary region on *Soil Desalination Methods, Soil Fertility Preserving Methods, Poultry and Effective Live Stock Breeding*. All eight trainings were conducted in November – December 2006 and January – February 2007.

Civil Society Development Association ARGO

ARGO conducted a series of Governance trainings in Turkmenistan. Counterpart Turkmenistan together with ARGO conducted a meeting with local contract trainers to exchange experience on used approaches and methods that helped to adapt Counterpart 3 training modules for WUAAP program: *Management, PCA tools, Project Development*.

Pragma Corporation

In Turkmenistan, Counterpart reached an agreement with Pragma Corporation to conduct Business Planning training for 4 Farmer Groups. Counterpart conducted a training needs survey and paid for module adaptations and translation. Pragma covered all training costs.

OSCE

Counterpart WUAAP Country Coordinator and Counterpart Turkmenistan Country Director had a meeting in OCSE center in Ashgabat with Voluntary Farmers Associations (VFA) Project Coordinator Evan Tracz. They discussed options for cooperation between two programs and reached an agreement to share information.

American Resource Analytics Company

Counterpart reached an agreement with American Resource Analytics Company, which provided Farm Business Management training for 8 FOs and ASC staff in Mary region. Counterpart conducted a training needs survey and paid for trainer's honorarium. AED paid all direct training related costs. As a result of the training, 5 FOs Business Plans were developed. Dr. Roger Martin led the WUAAP Year 1 activities assessment and provided recommendations on program implementation for the second project year in three thematic areas.

Winrock International

Counterpart reached an agreement with Winrock International "Farmer to Farmer" Project. SOWs for 3 volunteers experts on *Bio-pest Control* and *Green House Keeping* to conduct trainings/consultancy for FOs in Mary and Dashoguz regions were developed. According to this agreement, an expert on *Fruit Trees Bio-pest Control* came in June 2006 and provided trainings and consultations for 7 FOs in Mary region and for 4 FOs in Dashoguz region; an expert on *Green House Construction* came in September 2006 and provided trainings and consultations for 9 FOs in Mary region and for 6 FOs in Dashoguz region; an expert on *Vegetable Pest Control* came in November 2006 and provided trainings and consultations for 9 FOs in Mary region and for 6 FOs in Dashoguz region.

Netherlands Senior Experts PUM Company

In February 2006, Netherlands Senior Experts PUM Company and Mary ASC signed an agreement to provide consultation for 8 FOs in Mary region on Soil Analysis. On June 7-13, 8 FOs in Mary region received training and consultation on Soil Analysis Methods. Netherlands Senior Experts PUM Company paid expert's visa and flight tickets and FOs paid for hosting, inside country transportation expenses and interpretation.

CASE

Counterpart reached an agreement with CASE company to organize a 2-day exchange visit for Turkmen farmers. On November 14-15, 2006 Turkmen farmers from Dashoguz and Mary regions visited Demonstration Model Farm in Uzbekistan and CASE Training Center and learned about modern irrigation, planting and harvesting technologies.

International Center for Not-for-Profit Law

In July 2006, WUAAP in cooperation with ICNL conducted 2 trainings "The Basics of Land Use in Turkmenistan" for 8 Mary FGs and 6 Dashoguz FGs.

Staffing and Administration

Counterpart International's Central Asian Regional Chief of Party, Michael Kunz, was responsible for initiating the WUAAP program in Kazakhstan and Turkmenistan. He was supported by the Counterpart Country Directors in both countries throughout the program.

Kai Wegerich, an Irrigation and Water Engineering professor at Wageningen University in the Netherlands, was contracted by Counterpart to conduct initial program assessments in Kazakhstan and Turkmenistan and to assist in hiring and creating primary program documents. Alim Sailybaev was originally hired as the program's Regional Manager but was later appointed as a program Country Manager in Kazakhstan. Natasha Semenova was hired as Turkmenistan Country Manager. Both staff members were hired in late 2004. Program grant management and administrative services were provided by Counterpart finance and administration staff in both countries.

In Kazakhstan, due to the distance between Almaty and the program area (Jetysai), Counterpart hired a Local Program Coordinator (Myrzakadyr Abdykhalykov) to manage the Agriculture Support Center and to assist with program implementation, as well as a Program Assistant (Mairbek Sulemenov).

In November 2005, Michael Kunz left his position with Counterpart in Central Asia for a Chief of Party position with Counterpart in Azerbaijan, and Mark Granius assumed the Chief of Party position with overall responsibility for WUAAP. Caesar Layton, Counterpart Deputy Chief of Party, began providing additional technical assistance to the program. Mark Granius moved to Yerevan, Armenia in December 2006 but remained involved in final program management and reporting.

In Kazakhstan, just prior to the presidential elections in December 2005, Counterpart was forced to terminate our employment contract with Alim Sailybaev due to his heavy involvement in election activities during working hours. Mr. Sailybaev was replaced by two part-time specialists for WUAAP implementation: Makhabbat Yespenova assumed the Program Manager position in Almaty, and Baurzhan Ashirbayev was hired as part-time Program Coordinator in Shymkent. Ms. Yespenova was responsible for overall management of the program and Mr. Ashirbayev provided technical assistance, monitoring and evaluation of all program activities conducted by ASCs and WUAs. Saltanat Kamaliev, Counterpart's former Healthy Communities Grant Program regional assistant, was hired as part-time Grant Manager to close out 38 WUAAP grants, a task which she has successfully accomplished.

In Turkmenistan, Counterpart hired Business Specialist Serdar Agaev in the summer of 2006 to assist with all business and economic development related activities including grants, trainings and the trade shows. Counterpart also enlisted nearly 20 local and international short-term technical expert consultants to assist with training and monitoring activities.

Counterpart had no major administrative difficulties implementing WUAAP except for the termination of Mr. Sailybaev in Kazakhstan, a change in project registration law in Turkmenistan that caused a slight delay in grant disbursement, and the generally poor quality of grant reports from WUA leaders. All problems were dealt with efficiently and with minimal delays in the project implementation schedule.

VI. CHALLENGES AND LESSONS LEARNED

Throughout the two years of WUAAP implementation, Counterpart faced many challenges and consolidated our lessons learned as follows:

A high demand exists for technical, business and organizational trainings among local WUAs.

In the beginning of the WUAAP program, we encountered high level of interest among WUAs and farmers for training and technical assistance. Numerous WUAs in both Kazakhstan and Turkmenistan participated in trainings, even though they knew they were not eligible for program grants. This demand is provoked by the lack of agribusiness, water management, organizational information available for farmers through other resources.

Involve more organizations than the program intends to target in early trainings and other activities.

Counterpart received a higher than expected response to our initial WUA partner solicitation letter. We originally intended to target 5 WUAs in the first year, but at least 10 organizations expressed strong interest in participating in the program – particularly the trainings. Counterpart decided to include all 10 WUAs in the initial series of capacity building trainings, and all 10 WUAs completed organizational development assessments and have conducted PCAs. Although initial turnout was excellent, due to prior commitments and unanticipated conflicts, not all WUAs participated in all subsequent trainings. Because we selected 10 organizations from the beginning of the program, we had a core group of five WUAs that have completed all initial governance trainings. The selection of 10 WUAs from the beginning of the program also introduced a spirit of healthy competition because grants were limited.

All program planning must take planting and harvesting cycles into consideration.

Initially, Counterpart wanted to deliver all governance and technical trainings consecutively. As it turned out, the two sets of trainings had to be broken up due to April planting season. During year two, Counterpart began assessments in Turkestan in August, so partners could be selected and trainings conducted during the winter or off-season when farmers had more time to actively participate. In addition, it would be in USAID's interest to plan all agriculture projects for a minimum of 3 years and to end in December. In that way, agriculture productivity baselines can be conducted and harvest productivity calculations made.

Involve government officials in early stages of program design and implementation.

One of our early disappointments turned into our largest initial success. An assessment of the Jetysai area revealed that there were no existing organizations with the capacity or desire to serve as an ASC. Counterpart learned, through discussions with the local government, that officials both wanted and were willing to support such a Center. Counterpart signed an MOU with the local government and water authority stating that they would provide the ASC with office space and support. Counterpart purchased equipment and assisted in staffing the Center. When the government officials changed, Counterpart had an MOU and the ASC staff were willing to fight for the center, even though the new official tried to take it away from them. Because we received early (and documented) government buy-in, the ASC should become an important and durable provider of water and agricultural support services to farmers in south Kazakhstan.

First draft of grant applications needed significant revision.

Though farmers attended seminars and received assistance from SodBi and ARGO trainers, many of their applications lacked detailed descriptions of the project and workplans. It is because the farmers have never had such experience, and for some of them writing of the documents is a real challenge. To solve the problem, Kazakhstan staff went to Jetysai and helped farmers complete their applications in line with the program requirements. For this reason, the procedure of the granting process was slightly changed to give farmers a chance to improve their applications. After first consideration of the applications, the Grant Committee accepted project concepts of some WUAs but requested that they provide more details in workplans and budget.

Farmer groups needed additional technical assistance in financial reporting.

The program faced unexpected difficulties during project implementation by the cooperatives. The farmers, due to their first time experience in grant reporting, could not foresee problems with proper financial reporting of their spending because of lack of certified and equipped shops in Jetysai, and

delays in equipment delivery. It took some time to get fiscal documents (receipts) from the shops. These two reasons were the main obstacles in timely completion of the projects. Because of these problems, all projects deadlines were extended.

Corruption was pronounced – particularly among government officials and project registration.

Projects faced difficulties registering land for their projects. Local village administrations allocated land plots for projects' buildings, but it turned out to be quite difficult to get them registered with the local land authorities. It was clear that they wanted some tips from project, having knowing that WUAs received grants. To overcome this problem, it was decided to register plots to the names of physical persons, complete constructions and then re-register it to the name of WUAs, after receiving certificates of quality from land authorities.

Agriculture Support Centers should be local organizations or registered locally.

Jetysai ASC was initially established as an affiliate organization of Counterpart International, but according to the new local 2005 Law on National Security, this was no longer legal since Counterpart was not registered in the south. After numerous discussions, Counterpart and Jetysai ASC realized that the organization needed to be legally registered in order to operate effectively and legally, own property and establish relationships and communications with external organizations – including government. Having a non-registered status also restricted the ASC from getting grants from WUAAP and other donor organizations already demonstrating interest in its activities, like EU-TACIS and the ADB. Working with existing organizations and assisting new partners get registered ensures sustainability of program technical inputs.

Ensure that all partner organizational tax debts are reported on and reconciled.

The signing of agreements with grantee organizations was postponed due to grantees' debts to tax authorities. If Counterpart had transferred grant funds to bank accounts with tax liabilities, the funds would get frozen based on Kazakhstan legislation. Thus, Counterpart delayed agreements in order to avoid a freezing of the funds. Counterpart made all grantees prove that they had no tax debt as a criterion for participation.

Infrastructure grants in Kazakhstan and Turkmenistan should have been greater.

Although nearly all grantees request more money, participating WUAAP farmers repeatedly claimed that \$5,000 US dollars was far too little for having large impact on agriculture productivity in Kazakhstan and Turkmenistan due to the size of farms and cost of equipment and services. Although it is Counterpart's experience that small grants work to mobilize communities, stimulate creative problem solving and generate high cost share, Counterpart would recommend increasing the amount of infrastructure grants by 50% to \$7,500 in Kazakhstan and up to \$10,000 in Turkmenistan.

Extend the terms of infrastructure grant cycles.

Counterpart mainly awarded WUAAP grants for relatively short periods of time: 1-3 months. Since these grants require extensive interaction with the local authorities, including getting numerous approvals, permits and certificates, grant periods should be extended to 3-5 months in Kazakhstan, and up to 6 months in Turkmenistan.

Farmers should be provided with easy to access and understand legal assistance.

During trainings on financial sustainability, it became apparent that farmers lacked legal knowledge - particularly related to agriculture, land and business laws. Trainers and Counterpart staff assisted ASCs and farmers to maintain contacts with the International Center for Non-for-Profit Law and local legal NGOs and firms.

Counterpart staff and ASCs need to spend more time coaching WUAs.

WUAs are not "classic" NGOs and lack proper project management skills. They are just beginning to learn these skills through trainings from Counterpart and the ASC. That is why grant project implementation is not always so smooth. Counterpart and the ASC should focus more on coaching and mentoring WUAs in project design and management.

New trainers and organizations need additional assistance.

Based on the experience of the international training in Jetysai, Counterpart learned several lessons: (1) if an existing training module is used, it should be adapted to the South Kazakhstan WUAs; (2) trainers should spend at least a week preparing for the training together; and (3) the participants' backgrounds (knowledge and experience) should be more or less equal, which will be helpful in delivering information and designing site visits.

Simple program participation may be a factor in increased agriculture productivity.

One factor of increased WUAAP agriculture productivity may be due to attention and participation in an international NGO program. While trainings and grants were peripherally related to increased productivity, the tremendous increases above the national productivity averages are likely due to numerous complex factors.

Creative outreach needs to be employed in Turkmenistan.

Considering the existing situation in Turkmenistan, a wide information campaign in mass media about the launch of WUAAP was impossible. Therefore, the solicitation letters were distributed via CSSCs. Moreover, the staff organized several presentations of the program for CSSCs and farmer cooperatives. Also, program publicizing was done through word of mouth and self-published brochures.

Staff and program participants need to know local laws and how to access legal information

In November 2004, the government of Turkmenistan passed new land and water codes. However, after 2 years, the situation around the new laws was unclear to farmers and government organizations. A baseline assessment, conducted in three farmer cooperatives, demonstrated that the main issue for the farmers was land rental. There were many questions, such as: who owns the land in the country, and who farmers have to contact to apply for the land rent.

During the past two years, no farmers have signed any documents for the rent of land across the country. This is connected to the ambiguity of the new land legislation, the attitude of the local authorities and the lack of information and legal competence at the farmers' level. Farmers used the same lands that were rented the previous years and they were allowed to cultivate based on the verbal permission of etrap's hakim. Since the land was not assigned to them based on the law, all activities of WUAAP were considered as temporary. To resolve the issue, Counterpart Turkmenistan signed a contract with a group of lawyers to compile a booklet with frequently asked questions. This booklet was distributed to the farmer cooperatives to inform them on the recent changes in the legislation on land and water, and to raise their competence in these issues.

Turkmenistan has its own set of unique challenges which require flexible implementation.

In general, Counterpart is one of the few international organizations that was able to function effectively and accomplish tangible results in Turkmenistan. A number of challenges arose in Turkmenistan including:

- While preparing the registration documents, farmers faced difficulties getting written permits and support letters from local authorities and state companies, like regional water management departments or power supply network departments, for conducting project activities or accepting the equipment on their balance. Having these papers in the registration documents package was one of the last requirements of the State Service for Foreign Investments (SAFI) at the President of Turkmenistan. The problem was that the local authorities, understanding the necessity and benefits of such projects and ready to provide all possible assistance, were afraid of taking a risk of providing official papers. The farmers applied in writing to the local and provincial hakims for permission to conduct project activities. Although these permissions were finally received after numerous and long consultations, a lot of time was wasted. Therefore, the farmers' project proposals were submitted for registration one-two months later than the scheduled date.
- Out of four farmer projects that were under implementation, two dealt with laying a new drainage system and building a new electricity line. For any land use aims (for the cropping or building system and line), a land allotment certificate from the Government is required. The land allotment has to be done in accordance with Turkmenistan Land Code adopted on November 1, 2004. The problem was that no amendments, i.e. the procedures which are regulate the Code

implementation to the Code, were issued. Another problem is local authorities and specialists of state institutions neither provincial nor regional levels do not know how to carry out this procedure correctly. As the result, during 15 months since passing of the new Code, none of the applications from farmers even for agricultural production, let alone drainage or line construction, was considered and satisfied. Farmers believe that authorities at the local and state level are not interested in promoting the interests of people, as in this case one has to put forward the initiative from the bottom up. The local authorities can not do that due to the established practice. The initiative (order) must come from the top. That is why the legalization of documents is delayed.

- The Trade Fair in Mary, scheduled to take place in the final quarter, was not organized by ASC Ilkinjiler, because of consistent unfavorable conditions, such as Government delegation to Mary for identifying lacks in agriculture sphere in December, mourning of the death of the First President of Turkmenistan and the subsequent election period. It is expected that ASC Ilkinjiler will organize the Trade Fair in the spring time.
- Registration of two agricultural production processing and packaging related projects was delayed due to abolishment of the SAFI. The SAFI functions were transferred to the Turkmen Ministry of Economy and Finance, and the procedure of submitting documents and registration terms was not clear. Therefore, the registrations of the projects was delayed.
- The agribusiness trainings on *Preparing a Business Plan, Value Chain & Market Analysis, Trade Fair* indicated that the local FOs lack knowledge in developing business, marketing strategy, cash flow forecasting, calculating financial indicators and others. Moreover, the local FOs do not have specialists in business, marketing and finance sphere. Most of FOs are informal and do not have any legal status. For the purpose of improving work associated with development and utilization of business plans, Counterpart modified its business plan template and provided additional consultations to FOs on its preparation. The new business plans were prepared by FOs by the end of November 2006.
- Opening ceremonies for 11 FO Projects were planned for the end of December 2006 but due to the unexpected death of President of Turkmenistan were postponed and conducted at the end of January 2007.

Turkmen Farmers Increase Revenue due to Improved Awareness of Market Regulations

- September 2005 -

The cotton harvesting campaign has begun in earnest in Turkmenistan. As an incentive to farmers at the beginning of growing season, the government announced that the State Agricultural Joint Stock Company would purchase harvested crops. In addition, 70% of the government purchased cotton would be processed into cotton fiber and sold at the State Commodity and Raw Materials Exchange at market prices. Many farmers were skeptical because the procedure for selling to the government was unclear. Residents of most rural communities do not know how to safeguard their rights under the law.

To assist farmers in improving their water management capacity, increasing their agricultural productivity and informing them of their legal rights, Counterpart International is implementing the USAID-funded Water User Association Assistance Program (WUAAP) in the Mary Region of southeastern Turkmenistan. As a means of localizing skills and knowledge, Counterpart assisted in the establishment of an Agriculture Support Center (ASC). The ASC in Mary serves as a training facility, referral service, resource library, computer center, agribusiness consultant, outreach agent and donor liaison to farmers throughout the region.



Local farmers together with ASC members conducting PCA

With the technical assistance and support of the Agriculture Support Center, 30 local farmers organized and formed a peasant society. The ASC informed the members of this peasant society about the new procedure for the state purchase of their crops. The Director of the ASC, also a practicing local lawyer, helped facilitate meetings between the farmers and the head of the district Agricultural Joint Stock Company (a government agency). During these meetings, the ASC provided consultations and helped the farmers negotiate terms of cotton sales to the Company.

As a result of these meetings, the chairman of the peasant society and the head of the Joint Stock Company signed a contract, according to which the state entity agreed to purchase 70% of the raw cotton fiber that the members of the peasant society produced. The state will process the cotton, sell the finished product and transfer the profits (less transportation costs) back to the peasant society in April 2006. The thirty members of the peasant society grow cotton on a combined 200 hectares of land and expect to produce 600 tons of cotton this year. Based on last year's prices, the contract with the State Agricultural Joint Stock Company should yield nearly \$70,000 in revenue for the 30 participating farmers.

The achievement of this peasant association has set an example for other farmers of Mary Region. According to the information of the Agriculture Support Center, peasant associations in different districts of the region heard about the success of this group of farmers and are now themselves conducting talks with the Ministry of Textile Industry of Turkmenistan seeking to sign similar agreements on cotton production and purchase.

Farmers in Southern Kazakhstan Organize to Increase Productivity

- September 2005 -

Members from seven separate farmer cooperatives in the Southern Kazakhstan Oblast have increased their agricultural yield this year by 10% due in large part to their participation in the USAID-funded Water User Association Assistance Program (WUAAP). The goal of this two-year program being implemented by Counterpart International is to realize the technical and democratic potential of Water User Associations to manage water resources in Kazakhstan leading to increased agricultural productivity. The program provides trainings, consultations and small project grants to selected Water User Associations.

The drastic increase in agricultural yield was a result of farmers organizing, prioritizing their needs and pooling their resources. The farmer cooperative members identified the high cost and lack of available pesticides as their biggest problem. During the past several years, insects have destroyed a large part of crops in the region, sometimes up to 25%, according to local farmers. Pest control measures require timely and large scale prevention, involving all farms in the district. Small sizes of farms, shortage of funds and bad coordination of pest control interventions within groups of farms decreased the efficiency of pest control measures.



Members of ASC together with local farmers conducting PCA

In order to solve this problem, members of the farmer cooperatives joined forces and applied for and were awarded a \$15,000 WUAAP project grant to build a bio-pest control laboratory. Because the construction of the laboratory would not have been completed by the critical time for introducing predatory insects to the cotton fields, each of the 820 farmers associated with the three cooperatives contributed more than \$20 each toward the project as a cost share. The leaders of the cooperatives used the money to purchase \$8,200 in predatory insects immediately and introduced them to the fields. The remainder of the money collected was used toward registration of a Limited Liability Company (LLC), land purchase, salaries, taxes and local travel. The farmers' contribution was 53% of the total laboratory project cost. The immediate impact, as mentioned above is an expected increase in agricultural yield this year of 10%.

Six weeks after signing the grant agreement with Counterpart, the bio-pest control laboratory is now complete and has already begun breeding and selling predatory insects to local farmers. The laboratory is registered as an LLC and is owned by the founding farmer cooperatives. The laboratory will become a sustainable enterprise providing ecologically friendly pest control and increased agricultural productivity to local farmers in southern Kazakhstan for years to come.

ATTACHMENT 2: COUNTRY PERFORMANCE MONITORING PLANS

Kazakhstan PMP

Intermediate Result 1 - Representatives of Water User Associations develop the capacity to manage local water delivery systems, use sound business practices and use democratic principles

Performance Data Table 1.1 – Training Programs Conducted				
Key to Table: The numbers refer to the total number of organizations that has actually received WUAAP training. Events equal the number of times individual organizations have received training.				
Rationale for Selection of Targets: Targets are set by project plans to provide training in different subject areas. Throughout the life of the project, we will target 5 organizations in Jetysai, 5 organizations in Turkestan and 3 organizations in Saryagash.				
Program		Targets	Actual	Variance
2005	Governance	5	7	+2
	Business	5	7	+2
	Water Management	5	7	+2
	Total Events	15	21	+6
2006	Governance	8	8	0
	Business	8	7	-1
	Water Management	8	8	0
	Total Events	24	23	-1
CUMULATIVE TOTAL (2005-06)		39	44	+5

Performance Data Table 1. 2- Number of People Trained							
Method of Calculation: A point will be given for each person trained at each training event.							
Key to Table: The numbers refer to the total number of people trained at all the training events targeted and actually carried out by WUAAP. M and F refer to male and female participants.							
Rationale for Selection of Targets: Targets are set by project plans to provide training in different subject areas. Targets are based on the assumption that 13 WUAs will be trained in all three training session and 15 people from each WUA will participate in each training. We estimate that 15% of participants will be female.							
Program		Targets		Actual		Variance	
		M	F	M	F	M	F
2005	Governance	64	11	70	8	+6	-3
	Business	64	11	70	8	+6	-3
	Water Management	64	11	70	8	+6	-3
	Total	192	33	210	24	+18	-9
2006	Governance	90	30	80	4	-10	-26
	Business	90	30	75	4	-15	-26
	Water Management	90	30	142	0	+52	-30
	Total	270	90	297	8	27	-82
CUMULATIVE TOTAL (2005-06)		462	123	507	32	+45	-91

Performance Data Table 1.3 - Number of WUAs with Developed Plans				
Method of Calculation: A score of one will be given for each activity or plan that a WUA has initiated from knowledge gained at training programs.				
Key to Table: The numbers refer to the total number of WUAs that have initiated plans and activities in the indicated areas.				
Rationale for Selection of Targets: Targets are set by project plans to provide training in different subject areas – 5 WUAs will be targeted in year one and 8 will be targeted in year two.				
Program		Targets	Actual	Variance
2005	Governance	5	7	+2
	Business	5	7	+2
	Water Management	5	7	+2
	Total score	15	21	+6
2006	Governance	8	5	-3
	Business	8	13	+5
	Water Management	8	20	+12
	Total score	24	38	+14
CUMULATIVE TOTAL (2005-06)		39	59	+20

Intermediate Result 2 - Water User Associations implement institutional and technical improvements learned through training sessions with the help of grant awards

Performance Data Table 2.1 - Number of WUAs Implementing Water Delivery Plans				
Method of Calculation: The number of WUAs that have implemented a water delivery plan.				
Key to Table: Number of WUAs that have implemented water delivery plans.				
Rationale for Selection of Targets: Targets are set by project plans to provide training in different subject areas – 5 WUAs will be targeted in year one and 8 will be targeted in year two.				
Year	Target	Actual	Variance	
2005	5	0	-5	
2006	8	16	+8	
CUMULATIVE TOTAL (2005-06)		13	16	+3

Performance Data Table 2.2 - Number of WUAs with Sound Business Practices				
Method of Calculation: One point for each of the business practice criteria listed for each WUA.				
Key to Table: One point for each of the business practice aspects listed for each WUA.				
Rationale for Selection of Targets: Targets set by plans to provide training to 13 WUAs.				
Program		Targets	Actual	Variance
2005	WUA office exists	5	3	-2
	WUA budget implemented	5	7	+2
	WUA audit completed	5	7	+2
	Total	15	17	+2
2006	WUA office exists	8	10	+2
	WUA budget implemented	8	8	0
	WUA audit completed	8	6	-2
	Total	24	24	0
CUMULATIVE TOTAL (2005-06)		39	41	+2

Performance Data Table 2.3 - Number of WUAs Practicing Democratic Principles				
Method of Calculation: A point or score of one for each democratic aspect for each WUA evaluated.				
Key to Table: One point for each of the democratic and transparency issues listed. A Score of 3 would indicate that a WUA is democratic and transparent.				
Rationale for Selection of Targets: Targets set by plans to provide training to 13 WUAs.				
Program		Targets	Actual	Variance
2005	Charter and by-laws	5	7	+2
	General/ Representative Assembly	5	7	+2
	Elected and Transparent Governing Body	5	7	+2
	Total	15	21	+6
2006	Charter and by-laws	8	9	+1
	General/ Representative Assembly	8	9	+1
	Elected and Transparent Governing Body	8	9	+1
	Total	24	27	+3
CUMULATIVE TOTAL (2005-06)		39	48	+9

Intermediate Result 3 - Members of Water User Associations experience economic benefits

Performance Data Table 3.1 - Investment in Irrigation and Drainage Infrastructure of WUA			
Method of Calculation: Total amount invested in WUA infrastructure			
Key to Table: US Dollars or in-kind equivalent			
Rationale for Selection of Targets: Targets will be 10% of the year one and year two grant pools since that will be the required cost share.			
Year	Target	Actual	Variance
2005	\$5000	\$16,660	+\$11,660
2006	\$7,700	\$93,620	+\$85,920
CUMULATIVE TOTAL (2005-06)	\$12,700	\$110,280	+\$97,580

Performance Data Table 3.2 - Farm Productivity of WUA Members Increased			
Method of Calculation: Percentage increase or decrease in productivity per hectare of 30 surveyed farmers.			
Key to Table: Percent is disaggregated by WUAs surveyed. At least 6 farmers will be surveyed per WUA.			
Rationale for Selection of Targets: Target is 10% based estimated productivity increase.			
WUA	Target	Actual	Variance
WUA One - Jetyesai	10%	99%	+89%
WUA Two - Jetyesai	10%	41%	+31%
WUA Three - Jetyesai	10%	45%	+35%
WUA Four - Jetyesai	10%	24%	+14%
WUA Five - Jetyesai	10%	-13%	-23%
WUA Six - Jetyesai	10%	53%	+43%
WUA Seven - Jetyesai	10%	15%	+5%
Average Total (2005-06)	10%	38%	+27%

Turkmenistan PMP

Intermediate Result 1 - Representatives of Farmer Organizations (FOs) develop the capacity to manage local water delivery systems, use sound business practices and use democratic principles

Performance Data Table 1.1 – Training Programs Conducted

Key to Table: The numbers refer to the total number of organization that has actually received WUAAP training. Events equal the number of times individual organizations have received training. Cumulative is the sum of all of individual events over the life of the project.

Rationale for Selection and Targets: Targets are set by project plans to provide training in different subject areas.

Program		Targets	Actual	Variance
2005	Governance	4	12	+8
	Business	1	0	-1
	Water Management	1	0	-1
	Agro trainings	4	4	0
	Total Events	10	16	+6
2006	Governance	6	9	+3
	Business	3	7	+4
	Water Management	2	2	0
	Agro trainings	6	6	0
	Total Events	17	24	+7
CUMULATIVE TOTAL (2005-06)		27	40	+13

Performance Data Table 1. 2- Number of People Trained

Method of Calculation: A point will be given for each person trained at each training event.

Key to Table: The numbers refer to the total number of people trained at all the training events targeted and actually carried out by WUAAP. M and F refer to male and female participants.

Rationale for Selection of Targets: Targets are set by project plans to provide training in different subject areas. Targets are based on the assumption that FOs will be trained in all three training session and 15 people from each FO will participate in each training. We estimate that 15% of participants will be female.

Program		Targets		Actual		Variance	
		M	F	M	F	M	F
2005	Governance	38	7	147	47	+109	+40
	Business	38	7	12	2	-26	-5
	Water Management	38	7	0	0	-38	-7
	Agro trainings	38	7	55	28	+17	+21
	Total	152	28	214	77	+62	+49
2006	Governance	72	14	114	51	+42	+37
	Business	74	14	83	35	+9	+21
	Water Management	72	14	33	7	-39	-7
	Agro trainings	72	14	143	56	+71	+42
	Total	290	56	373	149	+83	+93
CUMULATIVE TOTAL (2005-06)		442	84	587	226	+145	+142

Performance Data Table 1.3 - Number of Farmer Organizations with Developed Plans

Method of Calculation: A score of one will be given for each activity or plan that a FO has initiated from knowledge gained at training programs.

Key to Table: The numbers refer to the total number of FOs that have initiated plans and activities in the indicated areas.

Rationale for Selection of Targets: Targets are set by project plans to provide training in different subject areas – 3 WUAs will be targeted in year one and 6 will be targeted in year two.

Program		Targets	Actual	Variance
2005	Governance	3	4	+1
	Business	3	0	-3
	Water Management	3	0	-3
	Total score	9	4	-5
2006	Governance	6	9	+3
	Business	6	15	+9
	Water Management	6	14	+8
	Total score	18	38	+20
CUMULATIVE TOTAL (2005-06)		27	42	+15

Intermediate Result 2 – Farmer Organizations implement institutional and technical improvements learned through training sessions with the help of grant awards

Performance Data Table 2.1 - Number of Farmer Organizations Implementing Water Delivery Plans

Method of Calculation: The number of FOs that have implemented a water delivery plan.

Key to Table: Number of FOs that have implemented water delivery plans.

Rationale for Selection of Targets: Targets are set by project plans to provide training in different subject areas – 3 FOs will be targeted in year one and 6 will be targeted in year two.

Year	Target	Actual	Variance
2005	3	0	-3
2006	6	14	+8
CUMULATIVE TOTAL (2005-06)	9	14	+5

Performance Data Table 2.2 - Number of Farmer Organizations with Sound Business Practices

Method of Calculation: One point for each of the business practice criteria listed for each FO.

Key to Table: One point for each of the business practice aspects listed for each FO.

Rationale for Selection of Targets: Targets set by plans to provide training to FOs.

Program		Targets	Actual	Variance
2005	WUA office exists	3	4	+1
	WUA budget implemented	3	4	+1
	WUA audit completed	3	0	-3
	Total	9	8	-1
2006	WUA office exists	6	6	0
	WUA budget implemented	6	6	0
	WUA audit completed	6	15	+9
	Total	18	27	+9
CUMULATIVE TOTAL (2005-06)		27	35	+8

Performance Data Table 2.3 - Number of Farmer Organizations Practicing Democratic Principles

Method of Calculation: A point or score of one for each democratic aspect for each FO evaluated.

Key to Table: One point for each of the democratic and transparency issues listed. A Score of 3 would indicate that a FO is democratic and transparent.

Rationale for Selection of Baselines and Targets: Targets set by plans to provide training to FOs.

Program		Targets	Actual	Variance
2005	Charter and by-laws	3	4	+1
	Elected and Transparent Governing Body	3	4	+1
	Total	6	8	+2
2006	Charter and by-laws	6	9	+3
	Elected and Transparent Governing Body	6	9	+3
	Total	12	0	+6
CUMULATIVE TOTAL (2005-06)		18	26	+8

Performance Data Table 2.4 - Farm Productivity of WUA Members Increased

Method of Calculation: Percentage increase or decrease in productivity per hectare of 30 surveyed farmers.

Key to Table: Percent is disaggregated by WUAs surveyed. At least 6 farmers will be surveyed per FO.

Rationale for Selection of Targets. Target is 10% based estimated productivity increase.

WUA	Target	Actual	Variance
WUA One - Mary	10%	42%	+32%
WUA Two - Mary	10%	19%	+9%
WUA Three - Mary	10%	29%	+19%
WUA Four - Mary	10%	28%	+18%
WUA Five - Mary	10%	34%	+24%
WUA Six - Mary	10%	39%	+29%
WUA Seven - Mary	10%	40%	+30%
WUA Eight - Mary	10%	25%	+15%
WUA One - Dashoguz	10%	N/A	N/A
WUA Two - Dashoguz	10%	N/A	N/A
WUA Three - Dashoguz	10%	N/A	N/A
WUA Four - Dashoguz	10%	N/A	N/A
AVERAGE TOTAL (2005-06)	10%	32%	+22%

We have 9 FOs grantees in Mary region and 6 FOs grantees in Dashoguz (total 15). Three of them (1 in Mary and 2 in Dashoguz) won Processing & Packaging grants which are related to agribusiness development but not to increasing agriculture productivity. We measured the level of agriculture productivity only in 12 FOs which finished Infrastructure Development projects, but only in 8 Mary FOs agriculture productivity can be compared. Mary farmers were in the WUAAP program during 2 years and harvest of 2005 (before project) and 2006 (after project implementation) can be compared. Four Dashoguz's FOs finished their projects implementation at the end of 2006 and will get the harvest which can be measured in 2007.

Intermediate Result 3 - Farmer Organizations have access to information regarding laws, regulations and opportunities that affect the water and agriculture sector.

Performance Data Table 3.1 – FO Utilizes Information to Exercise Legal Rights

Method of Calculation: Total number of impact stories based on information provided by ASC.

Key to Table: Number of impact stories per year.

Rationale for Selection of Baselines and Targets: Targets will be 10% of the year one and year two grant pools since that will be the required cost share.

Year	Target	Actual	Variance
2005	3	11	+8
2006	6	20	+14
CUMULATIVE TOTAL (2005-06)	9	31	+22

ATTACHMENT 3 – WUAAP GRANT SUMMARY

KAZAKHSTAN

Grant Number	Organization Name	Dates of project implementation	Grant Description	# of Beneficiaries	\$ Value
KA WUAAP 2005-01	RWUPC "BAKHYT SU"	27 July 2005 – 07 September 2005	Increasing the yield of crops by 15% by timely tillage and crops cultivation. Establishing an effective managerial infrastructure. Establishing a resource base. Agricultural arrangements through maintenance and repair of MTS.	974	\$10,000
KA WUAAP 2005-02	RWUPC "KOKSU"	27 July 2005- 30 September 2005	Increasing the yield by 10 % at the farms of Dostyk Rural District, Makhtaral region. (Dostyk, Koksus and Abay Co-operatives). Construction of the Biolab buildings in Dostyk Village and provision thereof with appropriate equipment before August 22, 2005. Giving information of seasonal pests appearance. Cotton treatment with the entomophages.	2,115	\$15,000
KA WUAAP 2005-03	RWUPC "BESKETIK"	27 July 2005- 30 August 2005	Goal of this project is increase of cotton crops capacity at fields of members of RCWU «Besketik» by 7-8 % centner per hectare and improvement its quality till the level of international standards within 3-4 years since project startup.	283	\$5,000
KA WUAAP 2005-04	RWUPC "SARY BATYR"	27 July 2005- 07 September 2005	Increase of crops capacity of agricultural Products by 15% due to timely delivery of diesel fuel and mineral fertilizers. Development of marketing service, creation of storage system. Purchase and distribution of diesel fuel and mineral fertilizers, defoliant, etc.	515	\$5,000
KA WUAAP 2005-05	RWUPC "ABAI"	13 February 2006- 30 April 2006	The project is aimed at arranging efficient operation of management of the cooperative by providing office space and office equipment, as well as access to weather forecasts and other information via internet.	388	\$4,640
KA WUAAP 2005-06	RWUPC "KOKSU"	13 February 2006- 30 April 2006	The project is aimed at increasing productivity of farms achieved by providing modern communication equipment and conditions for obtaining regular weather forecasts, as well as possibility to advertise cotton and other agricultural products via internet.	145	\$4,620
KA WUAAP 2005-07	RWUPC "BESKETIK"	13 February 2006- 30 April 2006	The project is aimed at increasing efficiency of farms by providing office space for regular trainings, and equipping the office with computers and communication facilities to improve the quality of services provided to RWUPC (documentation, weather forecasts, etc.).	283	\$3,200

KA WUAAP 2005-08	RWUPC "BAKHYT SU"	13 February 2006- 30 April 2006	The project is aimed at arranging efficient operation of management of the cooperative by providing office space and office equipment, as well as access to information on up-to-date technologies via internet.	714	\$3,200
KA WUAAP 2005-09	RWUPC "DOSTYK"	17 February 2006- 30 April 2006	The project is aimed at improving the quality of services provided by RWUPC to farmers by providing office space, office equipment and arranging billboards with regular updates of information on water supply, news, technologies, as well as provision of communication means in rural area.	267	\$4,630
KA WUAAP 2005-10	RWUPC "SARY BATYR"	17 February 2006- 30 April 2006	The project is aimed at improving office conditions of RWUPC, creation of normal working conditions allowing provision of quality services to farmers, including documentation, information and trainings.	686	\$4,640
KA WUAAP 2005-11	RWUPC "AK ZHOL"	20 March 2006- 15 May 2006	The project is aimed at arranging better communication and timely provision of information to farmers by providing office space and office equipment, and access to modern communication means including internet.	756	\$3,300
KA WUAAP 2006-12	RWUPC "ORANGAI"	17 April 2006- 30 May 2006	The project is aimed at increasing productivity of crops and efficient water use by arranging timely and sufficient watery supply through repair of existing deep well and water channels (aqueducts) .	240	\$5,000
KA WUAAP 2006-13	RWUPC "MAISHAI-SU"	17 April 2006- 30 May 2006	The project is aimed at efficient use of land by providing water supply. For this the collecting channel and water ducts shall be cleaned with excavator, the ground shall be leveled and other cleaning and landscaping works shall be performed to enable clean water supply to the fields .	960	\$5,000
KA WUAAP 2006-14	RWUPC "IBATA- SU"	17 April 2006- 30 May 2006	The project is aimed at increasing efficiency of farms by providing sufficient level of water supply to farms through cleaned and repaired water ducts.	213	\$5,000
KA WUAAP 2006-15	ASC Jetysai	21 July 2006- 30 November 2006	Project is aimed at providing farmers with technical support and educate them with new approaches in agriculture, through demonstration field	19,455	\$8,000
KA WUAAP 2006-16	RWUPC "AKZHAR SU"	21 July 2006- 30 August 2006	The project is aimed at arranging efficient operation of management of the cooperative by providing office space and office equipment, as well as access to information on up-to-date technologies via internet.	1,210	\$5,000
KA WUAAP 2006-17	RWUPC "AUYL SU"	21 July 2006- 30 August 2006	The project is aimed at arranging efficient operation of management of the cooperative by providing office space and office equipment, as well as access to information on up-to-date technologies via	9,108	\$5,000

			internet.		
KA WUAAP 2006-18	RWUPC "DERBYSEK SU"	21 July 2006- 30 August 2006	The project is aimed at arranging efficient operation of management of the cooperative by providing office space and office equipment, as well as access to information on up-to-date technologies via internet.	7,192	\$5,000
KA WUAAP 2006-19	RWUPC "ORANGAI"	24 August 2006- 10 October 2006	The project is aimed at arranging efficient operation of management of the cooperative by providing office space and office equipment, as well as access to information on up-to-date technologies via internet.	240	\$,5000
KA WUAAP 2006-20	RWUPC "MAISHAI-SU"	24 August 2006- 10 October 2006	The project is aimed at arranging efficient operation of management of the cooperative by providing office space and office equipment, as well as access to information on up-to-date technologies via internet.	1,300	\$5,000
KA WUAAP 2006-21	RWUPC "IBATA- SU"	24 August 2006- 10 October 2006	The project is aimed at arranging efficient operation of management of the cooperative by providing office space and office equipment, as well as access to information on up-to-date technologies via internet.	213	\$1,325
KA WUAAP 2006-22	RWUPC "AUYL SU"	9 September 2006- 15 November 2006	Project aimed at providing farmers with technical support and increase their knowledge through providing and implementing a new approaches in agriculture, through demonstration field	9,108	\$2,188
KA WUAAP 2006-23	RWUPC "AKZHAR SU"	9 September 2006 - 31 October 2006	Project aimed at providing farmers with technical support and increase their knowledge through providing and implementing a new approaches in agriculture, through demonstration field	72	\$2,000
KA WUAAP 2006-24	RWUPC "AKZHAR SU"	20 September 2006 - 10 November 2006	The Project is aimed at increasing water users cooperative's incomes by delivery of cabbage seeds to Karagandy. Also, the project aimed at developing of intereconomical relations between farmers of South-Kazakhstani oblast and Karagandy oblast for further cooperation.	60	\$4,200
KA WUAAP 2006-25	RWUPC "AUYL SU"	20 September 2006 - 20 November 2006	The project aimed at organization of farms, search the methods to remove all negative causes, developing an action plan, application of new technologies in the sphere of processing and packaging of agriculture products, combine necessary resources.	9,108	\$4,200
KA WUAAP 2006-26	RWUPC "ABAI"	21 September 2006- 16 October 2006	The project aimed at increasing the processing and packaging processes through purchasing a hay pelleter machine.	388	\$8,400
KA WUAAP 2006-27	RWUPC "DERBYSEK SU"	21 September 2006 - 21 November 2006	Project aimed at providing farmers with technical support and increase their knowledge through providing and implementing a new approaches in agriculture, through demonstration field	7,192	\$2,000
KA WUAAP	RWUPC	21 September 2006 -	Project aimed at providing farmers with technical support and	16,585	\$2,000

2006-28	"BASTAU"	21 November 2006	increase their knowledge through providing and implementing a new approaches in agriculture, through demonstration field		
KA WUAAP 2006-29	RWUPC ASC Jetysai	28 September 2006 - 30 November 2006	The project aimed at increasing the processing and packaging processes through construction a small cotton hackle factory	9	\$7,000
KA WUAAP 2006-30	RWUPC ASC Jetysai	02 October 2006 – 30 November 2006	Project aimed at building a social partnership of water users cooperatives with Governing structures of Water Management through conducting a training - seminars.	19,455	\$1,971.61
KA WUAAP 2006-31	CF Business Incubator SODBI	03 October 2006- 25 November 2006	WUA's partnering enhancement through conducting a big agriculture fair for SKO farmers.	18,365	\$5,000
KA WUAAP 2006-32	RWUPC "AKZHAR SU"	10 October 2006 – 10 November 2006	The project aimed at improving a water management system in Sary Agash region, through purchasing an irrigation systems cleaning machine.	1,210	\$5,000
KA WUAAP 2006-33	RWUPC "AUYL SU"	10 October 2006 – 30 November 2006	The project aimed at improving a water management system in Sary Agash region, by repairing and future maintenance of irrigation systems valves.	9,108	\$5,000
KA WUAAP 2006-34	RWUPC "BASTAU"	10 October 2006 – 25 November 2006	The project aimed at improving a water management system in Sary Agash region, through purchasing an irrigation systems cleaning machine	1,6585	\$5,000
KA WUAAP 2006 - 35	RWUPC "KARASHYK"	10 October 2006 – 20 November 2006	Project aimed at providing farmers with technical support and increase their knowledge through providing and implementing a new approaches in agriculture, through demonstration field	2,500	\$2,000
KA WUAAP 2006-36	CF Business Incubator SODBI	12 December 2006- 29 December 2006	Project aimed at creating conditions for further successful development of farmers' partnerships, through creation of web-page.	18,365	\$2,638
KA WUAAP 2006-37	CISC NUR	13 December 2006- 29 December 2006	Project aimed at conducting 2 trainings for 11 village farmers. The topic of trainings is "Necessity of organization and support WUA's"	6,600	\$2,000.02
KA WUAAP 2006-38	RWUPC ASC Jetysai	13 December 2006- 29 December 2006	The project is aimed at conducting a final meeting and review results of work done. To conduct a Strategy Planning seminar for RWUPCs.	260	\$2,185
			Total Disbursed Grants Pool	182,227	\$175 337.63

TURKMENISTAN

Grant Number	Organization Name	Dates of the Project	Grant Description	# of Beneficiaries	\$ Value
TU 2005-011	Farmers group "Zaman Samat" gengesh Dayhan Bayramali etrap Mary velayat,	9/6/05-12/15/06	The FO decreases output in 13-15 percent every year due to life-expired electric pumps and soiling of the drainage canals. The project intends to repair two old electric pumps, install one electro- transformer and 2 electro generators, cleaning 2 500 meters of drainage canal and 5000 meters of irrigation canal. This will provide the field with sufficient amount of water, allow farmers to get an extra 50 ha of lands and increase productivity.	Direct: 54 member farmer heads of households about 270 people Indirect: 2,200 estimated farming population	\$5,000.00
TU 2005-081	Farmers group "Burkoz" gengesh Yalkym Bayramali etrap Mary velayat,	9/06/05-3/6/06	FO has 65 hectares of the land. The poor irrigation system does not allow supplying all land with water. The proposed project intends to build 17 new water locks and repair 3 old one, to clean up 3 300 meters of irrigation canal and 3 200 meters of drainage canal. It will provide the field with sufficient amount of water and increase productivity.	Direct s: 23 member farmer heads of households about 115 people Indirect: 5,000 estimated farming population	\$5,000.00
TU 2005-082	Farmers group "Ahal" gengesh Azatlyk Bayramali etrap Mary velayat,	9/1/05-12/15/06	FO is intended to get additional 220 hectares of the land which does not have access to water resources. The goal of the project is to build new drainage canal (3200 meters) and land leveling. This will provide the field with sufficient amount of water.	Direct: 54 member farmer heads of households about 200 people Indirect: 1,500 estimated farming population	\$4,994.00
TU 2005-086	Farmers group "Boris" gengesh Mekan Bayramali etrap Mary velayat,	9/15/05-3/15/06	FO has 50 hectares of the land. Two diesel water pumps which supply water are old and have low capacity. The project intends to install a new 1800 meters electric line, an electric transformer, an electric motor and clean up 6000 meters of irrigation canals. It will provide the field with sufficient amount of water and increase productivity.	Direct: 10 member farmer heads of households about 50 people Indirect: 960 estimated farming population	\$5,000.00
TU 2006-182	Farmers group "Maksat" of d/b Taze yol Bayramali etrap, Mary velayat	05/20/06-12/20/06	FO has 60 hectares of the leased land. 36 hectares of it used by farmers. The other part of the land consists of the hills and has high level of the salinity. The goal of the project is 36 hectares of land leveling. This will increase productivity of the land.	Direct: 14 member farmer heads of households about 70 people Indirect: 220 estimated farming population	\$4,000.00

TU 2006-183	Farmers group "Vatan" Murgap etrap, Mary velayat	05/15/06-11/15/06	FO has 200 hectares of land and 6550 meters drainage canal. The drainage canal has a low capacity that decreasing main crop output in 25 percent. The goal of the project is to clean 4860 meters of drainage canal and 1800 meters of irrigation canal. Using irrigation and drainage canals will increase productivity of the land.	Direct: 24 member farmer heads of households about 120 people Indirect: 940 estimated farming population	\$3,980.00
TU 2006-184	Farmers group "Omar" Murgap etrap Mary velayat	05/20/06-11/20/06	Absence of drainage canals which bring water to the field decreasing an agriculture output in 12 per cent. The goal of the project is to clean 2 700 meters of old drainage net, 1000 meters of drainage canal, build a new 1300 meters canal and locks. This will increase productivity of the land	Direct: 14 member farmer heads of households about 70 people Indirect: 600 estimated farming population	\$3,967.00
TU 2006-185	Farmers group "Bereket" d/b Rahat, Yoloten etrap, Mary velayat	06/05/06-11/30/06	The FO has 50 hectares of the land. 40 hectares of this land has high level of salinity. The goal of the project is to hectares land leveling that will increase productivity of the land	Direct: 10 member farmer heads of households about 50 people Indirect: 0	\$4,000.00
TU-WU-IIP 2006-01	Farmers group «Ak-Altyn» of Gurbansoltan eje etrap, Dashoguz velayat	07/11/06-12/11/06	The FO has 280 hectares of the land. 100 hectares is not used due to the absence of the irrigation canal. The goal of the project is to build a new irrigation canal (2000 meters) and clean 1000 meters of old drainage canal. This will increase an annual output of FO.	Direct: 31 member farmer heads of households about 155 people Indirect: 1396 estimated farming population	\$7,000.00
TU-WU-IIP 2006-02	Farmers group «Garashsyzyk» of Boldumsaz etrap, Dashoguz velayat	07/10/06-12/10/06	The productivity of the FO crops decreased from 50 to 15 centners per hectare due to the choking (soiling) of the drainage canals. 90 percent of the fruit trees and grapes were dried. The goal of the project is to clean 11000 meters of the drainage canal and get access all farmers' land to the water resources.	Direct: 24 member farmer heads of households about 120 people Indirect: 850 estimated farming population	\$6,860.00
TU-WU-IIP 2006-03	Farmers group «Gokdey» of Boldumsaz etrap, Dashoguz velayat	07/11/06-12/11/06	Due to the problems associated with irrigation of the FO lands the productivity of FO decreased from 50 to 15 centners per hectare.70 percent of the fruit trees and grapes were dried. The goal of the project is to clean 1 000 meters of the drainage canals, install a water pump and a power transformer. It will get access of the FO to the water resources.	Direct: 20 member farmer heads of households about 100 people Indirect: 850 estimated farming population	\$7,000.00
TU-WU-IIP 2006-04	Farmers group «Herekete-Bereket» of	07/11/06-12/11/06	The FO has 58 hectares of leased land which does not have full access to the water. The existent drainage canal has no	Direct: 33 member farmer heads of	\$7,000.00

	Georgly etrap, Dashoguz velayat		been used for more than 10 years due to canal choking (soiling). The local state organization responsible for the cleaning canals does not have financial means to clean it. It leads to decrease of productivities of land from 30 to 15 centners per hectare. The goal of the project is to clean 9.580 metres of drainage canal which will supply all farmers land with the water.	households about 175 people Indirect: 2675 estimated farming population	
TU-WU-PPG 2006-01	Farmers group "Zahmet" of Georgly etrap, Dashoguz velayat	10/05/06- 12/25/06	Wheat is the main crop product for farmers located in Goyunly village, where FO Zahmet located. The closer mill which used by local farmers located far more than 6 km. It's old and small mill with low productivity. The existing mills are not able to process all farmers' wheat. The goal of the project is to build the small mill and install macaroni (spaghetti) equipment to increase wheat output, improve the quality of flour and its products.	Direct: 14 member farmer heads of households about 70 people Indirect: 5 050 estimated farming population	\$5,000.00
TU-WU-PPG 2006-02	Farmers group "Begjan" of Georgly etrap, Dashoguz velayat	10/05/06- 12/25/06	FO Begjan produces more that 10 tons of wheat every year. 42000 tons of wheat produces farmers of Boldumsaz etrap (region) where Begjan located. The existing old small mills do not have the capacity to process all wheat that farmers have. Absence of sufficient number of mills forces farmers to transport wheat to the neighbors' etrap (areas) to produce flour. Transportation increases expenses and cost of the flour. The goal of the project is to build the small mill and install macaroni (spaghetti) equipment to increase agriculture output, improve the quality of the flour and its products.	Direct: 7 member farmer heads of households Indirect: 2, 348 estimated farming population	\$4,976.00
TU-WU-PPG 2006-03	Farmers group "Melhem" of Turkmenkala etrap Mary velayat	12/13/06- 12/25/06	The main problem of the farmers located in Mary region is the absence of factories which process/packaging fruit and vegetables. Local market saturated with fruit and vegetables and much of the products are spoiling in storage facilities. The goal of the project is to build small drying factory to dry fruit and vegetables.	Direct: 11 member farmer heads of households about 55 people Indirect: 1246 estimated farming population	\$5,000.00
TU-CI-ASC 02- 2006	"Informational Resource Center "Ilkinjiler" of Bayramali etrap Mary velayat	07/11/06- 12/15/06	To further the development of 9 local Farmer Groups in three areas: strengthening of democratic potential; effective managing of water resources, introduction with agricultural business practices and increasing farmers' agricultural productivity through providing informational, consultative, technical and training support.	Direct: members of 9 FGs about 1,000 people Indirect : 11,420 estimated farming population	\$7,000.00
TU-TFG 2006-	"Informational	11/11/06-	To enhance efficiency of trading activities of 9 farming		\$1,217.00

001	Resource Center "Ilkinjiler" of Bayramali etrap Mary velayat	12/25/06	entities, increasing volumes of agricultural produce sales, studying the overall conjuncture of agricultural market, experience exchange and developing cooperation between farming organizations, groups and agricultural producers, acquisition of skills in presenting new products.	Trade Show planned for the end of the March 2007	
TU-CI-CSSC 31-2006	Cooperative "Tagt", Georgly etrap, Dashoguz velayat	04/18/06- 12/15/06	To further the development of 6 local Farmer Groups in three areas: strengthening of democratic potential; effective managing of water resources, introduction with agricultural business practices and increasing farmers' agricultural productivity through providing informational, consultative, technical and training support.	Direct: members of 6FGs about 627 people Indirect: 13,169 estimated farming population	\$9,966.00
TU-TFG 2006-002	Cooperative "Tagt" of Georgly etrap Dashoguz velayat	11/11/06- 12/25/06	To enhance efficiency of trading activities of 6 farming entities, increasing volumes of agricultural produce sales, studying the overall conjuncture of agricultural market, experience exchange and developing cooperation between farming organizations, groups and agricultural producers, acquisition of skills in presenting new products.	Direct: members of 6 FGs about 627 people	\$1,455.00
Total:				26,216	\$98,415.00

ATTACHMENT 4: TRAINING GRIDS

KAZAKHSTAN

Jetysai

	Name of Training	Ak Zhol		Bakhyt Su		Besketik		Kok Su		Sary Batyr		Abay		Dostyk		Ak Su		Birlestik		Zhyly Su		Training Participants		Total
		M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	
1	Adult Learning Methodologies (February '05)	4	0	2	0	4	0	4	0	4	0	4	1	4	0	4	1	4	2	4	2	38	6	44
2	Organizational Development and Governance (February '05)	4	0	4	0	2	1	4	0	2	0	2	1	4	0	2	1	4	1	4	2	32	6	38
3	Participatory Community Appraisal (March '05)	4	1	4	0	4	0	2	1	4	0	4	0	4	0	4	1	2	1	4	2	36	6	42
4	Efficient Project Design and Management (May '05)	4	0	4	1	4	0	4	1	4	0	2	0	4	0	0	0	0	0	0	0	26	2	28
5	Business I (May '05)	4	0	4	0	4	0	4	0	4	0	4	1	4	0	0	0	0	0	0	0	24	1	25
6	Business II (May '05)	4	0	4	0	4	0	4	0	4	1	4	0	4	1	0	0	0	0	0	0	28	2	30
7	Advance Water Use Management (August '05)	4	0	4	0	4	0	4	0	4	0	4	0	2	1	0	0	0	0	0	0	26	1	27
9	Water Management Plan II (March '06)	2	0	2	0	2	0	2	9	2	0	2	0	2	0	1	0	1	0	0	0	16	9	25
10	Advanced Marketing and identifying market linkages (March '05)	0	0	1	1	1	1	0	0	1	1	1	1	1	0	0	0	0	0	0	0	5	4	9
	Financial Sustainability (Sept'06)	2	0	1	0	2	0	1	0	1	0	1	0	1	0	1	0	0	0	0	1	10	0	10
	Strategic Planning (Dec'06)	1	0	1	0	1	0	1	0	1	0	1	0	1	0	1	0	1	1	1	0	10	1	11
	TOTAL:	33	0	31	2	32	2	30	11	31	2	29	4	31	2	13	3	12	5	13	7	0	0	289

Turkestan

	Name of Training	Maishai Su		Ibata Su		Orangai		Karashik Su		Zhuine Su		ASC		Other		Training Participants		Total
		M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	
1	Governance and effective management (January '06)	2	0	2	0	2	0	2	0	2	0	2	0	8	0	20	0	20
2	Participatory Community Appraisal (January '06)	2	0	2	0	2	0	2	0	2	0	2	0	10	0	22	0	22
3	Business skills (February '06)	2	0	2	0	2	0	2	0	2	0	2	0	10	0	22	0	22
4	Advanced Marketing and identifying market linkages (March '06)	1	0	1	0	1	0	0	0	0	0	2	0	0	0	5	0	5
5	Advanced Water Use Management (March '06)	2	0	2	0	2	0	2	0	2	0	2	0	8	0	20	0	20
6	Financial Sustainability (Sept'06)	1	0	1	0	1	0	1	0	1	1	1	0	1	0	7	1	8
7	Strategic Planning (Dec'06)	1	0	1	0	1	0	1	0	1	0	2	0	1	1	8	1	9
	TOTAL	11	0	11	0	11	0	10	0	10	1	13	0	38	1	104	2	106

Sary-Agash

	Name of Training	DerbisekSu		AuyI Su		Bastau		Akzhar Su		Kyzyl Zhar		other		Training Participants		Total
		M	F	M	F	M	F	M	F	M	F	M	F	Male	Female	
1	Advance Water Use Management (March '06)	2	0	2	0	2	0	2	0	1	0	1	0	10	0	10
2	Participatory Community Appraisal (March'05)	1	0	1	0	1	0	1	0	1	1	2	0	7	1	8
3	Financial Sustainability (Sept'06)	1	0	1	0	1	0	1	0	1	0	2	1	7	1	8
4	Strategic Planning (Dec'06)	1	0	1	0	1	0	1	0	1	0	3	0	8	0	8
	TOTAL	5	0	5	0	5	0	5	0	4	0	8	1	32	2	34

TURKMENISTAN

Mary Round #1																			
Name of Training	FG #1 Zaman Samat		FG #2		Ahal"		FG #3		Boris		FG #4		Burkoz		ASC staff/trainers		Training Participants		Total
	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	
Organizational Development and Governance I (June'05)	2	0	5	3	2	0	5	0	1	2	15	5	20						
Organizational Development and Governance II (June'05)	4	5	3	0	2	2	4	0	0	0	13	7	20						
Organizational Development and Governance III (June'05)	3	0	7	1	0	0	1	2	0	1	11	4	15						
Participatory Community Appraisal I (June'05)	0	0	2	2	2	0	5	0	0	2	9	4	13						
Participatory Community Appraisal II (June'05)	2	4	4	0	1	1	4	0	0	0	11	5	16						
Participatory Community Appraisal III (June'05)	3	0	3	0	0	0	4	3	0	0	10	3	13						
Efficient Project Design and Management (July'05)	5	1	5	0	2	0	5	0	1	2	17	4	21						
Adult Learning Methodologies (TOT) (August'05)	2	0	4	0	1	0	0	0	1	2	9	3	12						
Business Planning (August'05)	2	1	3	0	2	0	2	2	0	2	9	5	14						
Soil Fertility (November'05)	4	4	3	0	3	0	2	2	2	1	14	7	21						
Soil Desalination Methods (Nov'05)	3	4	3	0	3	0	2	2	2	1	13	7	20						
Live Stock Breeding (December'05)	4	4	3	0	3	0	2	2	2	1	14	7	21						
Poultry (December'05)	4	4	3	0	3	0	2	2	2	1	14	7	21						
Farm Management: Agribusiness Plan Development (March'06)	2	0	2	0	2	0	1	1	0	0	7	1	8						
The Basics of Land Use in Turkmenistan (July'06)	2	0	1	1	2	0	2	0	2	2	9	3	12						
Water Management (July'06)	2	0	2	0	2	0	2	1	3	0	11	1	12						
Preparing a Business Plan (July'06)	1	0	2	0	1	0	1	1	1	1	6	2	8						
Value Chain & Market Analysis (August'06)	2	0	2	0	1	0	1	1	1	1	7	2	9						
Trade Fair (September'06)	2	0	2	0	2	0	1	1	1	1	8	2	10						
TOTAL	14	9	24	6	7	3	21	5	1	5	223	84	307						

Mary Round #2

Name of Training	FG #1 "Bereket"		FG #2 "Vatan"		FG #3 "Omar"		FG #4 "Yhlas"		ASC staff/trainers/facilitators		Training Participants		Total
	M	F	M	F	M	F	M	F	M	F	M	F	
Organizational Development and Governance I (December'05)	2	0	4	0	4	0	2	2	1	1	13	3	16
Organizational Development and Governance II (December'05)	2	0	4	0	4	0	2	2	1	1	13	3	16
Participatory Community Appraisal I (December'05)	2	0	4	0	4	0	2	2	1	1	13	3	16
Participatory Community Appraisal II (December'05)	2	0	4	0	4	0	2	2	1	1	13	3	16
Efficient Project Design and Management (January'06)	2	0	4	0	4	0	2	2	1	1	13	3	16
Soil Fertility (January'06)	4	0	5	0	5	0	1	3	1	1	16	4	20
Soil Desalination (February'06)	4	0	5	0	5	0	1	3	1	1	16	4	20
Live Stock Breeding (February'06)	4	0	5	0	5	0	2	3	1	1	17	4	21
Poultry (February'06)	3	0	4	1	4	2	4	3	1	1	14	7	21
Farm Management training: Agribusiness Plan Development (March'06)	2	0	3	0	3	0	0	2	1	1	9	3	12
The Basics of Land Use in Turkmenistan (July'06)	1	0	2	0	2	0	0	2	2	2	7	4	11
Water Management (July'06)	1	0	2	0	2	0	2	0	0	0	7	0	7
Preparing a Business Plan (July'06)	1	0	2	0	2	0	0	2	1	1	6	3	9
Value Chain & Market Analysis (August'06)	2	0	1	0	1	0	1	2	1	1	6	3	9
Trade Fair (September'06)	1	0	2	0	1	0	0	2	1	1	5	3	8
TOTAL	27	0	42	1	42	2	18	24	10	10	137	37	174

Dashoguz Round #1

Name of Training	FG #1 Ak-Altyn		FG #2 Gokday		FG #3 Garashsyzlyk		FG #4 Herekete-Bereket		FG#5 Bekjan		FG #6 Zahmet		ASC staff/trainers/facilitators		Training Participants		Total
	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F	
Organizational Development and Governance I (May'06)	3	0	3	0	2	1	1	2	1	1	2	1	1	1	13	6	19
Organizational Development and Governance II (May'06)	3	0	3	0	2	1	1	2	1	1	2	1	1	1	13	6	19
Participatory Community Appraisal I (June'06)	3	0	2	0	2	1	1	2	1	1	2	1	1	1	12	6	18
Participatory Community Appraisal II (June'06)	3	0	2	0	2	1	1	2	1	1	2	1	1	1	12	6	18
Efficient Project Design and Management (June'06)	3	0	3	0	3	1	2	2	2	1	3	1	1	1	17	6	23
Soil Desalination Methods (July'06)	2	0	3	0	2	1	3	1	1	1	2	0	1	1	14	4	18
The Basics of Land Use in Turkmenistan (July'06)	1	0	1	0	1	0	1	1	0	1	0	1	5	2	9	5	14
Water Management (July'06)	2	0	3	0	3	1	3	1	1	1	2	0	1	3	15	6	21
Preparing a Business Plan (July'06)	0	0	0	0	0	0	0	0	3	1	4	2	1	3	8	6	14
Soil Fertility (September'06)	0	0	0	0	4	1	1	1	0	2	2	0	2	1	11	5	16
Value Chain & Market Analysis (September'06)	1	0	0	0	3	1	1	1	0	2	2	1	3	1	10	6	16
Trade Fair (September'06)	2	0	0	0	3	1	2	1	1	0	1	1	2	1	11	4	15
Training of Trainers	2	0	1	0	1	1	2	1	1	0	0	1	2	3	9	6	15
TOTAL	17	0	16	0	13	6	9	11	7	6	13	5	6	6	81	34	115