

Kyrgyz Agro-Input Enterprise Development Project
Twenty-First Quarterly Report
October 1, 2006–December 31, 2006

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by



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Table of Contents

	Page
Introduction.....	3
Project Summary.....	4
Activities.....	5
Annex I. KAED Extension Result Framework.....	9
Annex II. Cost Sharing and Leverages	22
Annex III. Training	28

Acronym List

AAK	Association of Agribusinessmen of Kyrgyzstan
AAT	Agribusiness Association of Tajikistan
ADB	Asian Development Bank
BEI	Business Environment Improvement
CAMFA	Central Asian Micro Finance
CAP	Certified Agribusiness Professional
COP	Chief of Party
CPPs	Crop Protection Products (includes both chemical and biological)
GTZ	German Agency for Technical Cooperation
IFDC	An International Center for Soil Fertility and Agricultural Development
KAED	Kyrgyz Agro-Input Enterprise Development Project
LSP	Local Service Provider
NADPO	National Agricultural Development Project
NGO	Non-Governmental Organization
PSES	Private Sector Extension Services
RAS	Research and Extension Service
STC	Short-Term Consultant
SVS	Seminis Vegetable Seeds
TACIS	EU Grant-Financed Technical Assistance Program
TEMPUS	EU-Sponsored Program on Education
TES	Training and Extension System
TTC	Technology Transfer Center (a field center featuring new practices and technologies to provide training to agro-businesses)
USAID	United States Agency for International Development

Kyrgyz Agro-Input Enterprise Development Project

Twenty-First Quarterly Report

October 30, 2006–December 31, 2006

Introduction

For consistency and ease of understanding, the original Kyrgyz Agro-Input Enterprise Development (KAED) quarterly reports 1-20 largely followed the format of the work plan submitted to the United States Agency for International Development (USAID) in October 2004. Progress was reported for each of the four program areas:

- Association development.
- Business development services.
- Media support.
- Agronomic services.

On September 27, 2006, USAID awarded IFDC, an International Center for Soil Fertility and Agricultural Development, an 18-month extension with additional funding to the KAED project. This initial report as well as subsequent quarterlies will follow the format of the work plan for the project's extension. The extension encompasses many of the same program elements as the previous 5 years of the project. However, compared with the original KAED project, the extension is significantly different in terms of implementation approach and geographic focus. The program for the extension includes the following changes:

1. Decoupling of the Association of Agribusinessmen of Kyrgyzstan (AAK) from KAED direct support.
2. More direct work with the agribusiness dealers in the northern oblasts of Kyrgyzstan aimed at developing the input sector in the north and integrating input markets countywide.
3. Competitive grants for the completion of portions of the project's specific activities.
4. Extensive use of local service providers (LSP) and regional short-term consultants.
5. Introduction of a livestock development component.

6. Development of a closer working relationship with other partner projects in an effort to better leverage funds and resources in the course of project implementation.
7. Relocation of the primary KAED office from Osh to Bishkek.

The primary program elements in the extension are categorized as follows:

1. Business Development Unit.
2. Agronomy Unit.
3. Training and Education Unit.
4. Policy Unit.

The work plan performance indicators for the project extension cut across all the program units. Therefore, each unit manager reports on those activities that he/she has implemented during the quarter, and these reports are consolidated into the quarterly report.

Project Summary

The KAED project is managed by IFDC and funded by USAID. The primary goals are to support the development of agro-input dealers and to increase agricultural production through the use of improved seeds, fertilizers, crop protection products (CPPs), and agronomic services. To facilitate this goal, the AAK was established. As of December 2006, the Association has approximately 190 dues-paying members. Approximately 26% of the membership is women. AAK is governed by an elected board of directors and has several working committees.

AAK was formed in Osh but has expanded its influence throughout Kyrgyzstan, having recently opened a small, representative office in Bishkek.

The AAK has become the premier agricultural trade association in Kyrgyzstan, annually hosting several thousand attendees and exhibitors at the popular Silk Road Expo (Agricultural Trade Fair).

Each year AAK conducts field demonstrations designed to clearly demonstrate to farmers and agricultural input dealers the positive impact of quality inputs and advanced technologies versus traditional farming practices and products. Over the course of the KAED project, more than 5,000 farmers, input dealers, processors, extension workers, and partner projects have attended these field demonstrations and other project events related to technology transfer.

The monthly publication of the *Agribusiness* newspaper has a circulation of nearly 2,000 copies with 800 subscribers. The paper is published in the Kyrgyz, Uzbek, and Russian languages for the convenience of its readers.

AAK has demonstrated to the Government of Kyrgyzstan, donor communities, and numerous trade associations supported by other partner projects that the private sector, through associations, can have a voice in the development of Kyrgyz agriculture and national policy.

On October 1, 2006, when AAK and KAED were officially decoupled, the direct financial support to AAK from KAED ended. KAED moved its primary office to 184/2 Moskovskaya Street in Bishkek. An office was also maintained in Osh to support the work that will be completed by project staff and local service providers in that area of the country.

Throughout the project extension phase of the KAED, IFDC project staff will use internal as well as external expertise to complete the work plan for the project extension. Significant emphasis will be placed on the value of well-organized study tour/trade missions, the continuation of the development of a dealer network with the assistance of AAK and other organizations, professional leadership, association growth, and agribusiness training. Associations will be assisted with the necessary training to initiate and follow through with policy changes deemed necessary by the agricultural association and private business representatives.

Activities

The 21st quarter of the KAED project marked the first quarter of the new activities under the project extension. A great deal of effort was put forth by the staff and management to ensure that the quarter was not totally consumed with “start-up” activities. However, program time was

still required to set up the relocated office and make the necessary contacts in Bishkek to ensure the proper execution of the program elements. A review of accomplishments noted in Annex 1 shows that the staff was also quite active in program development. A highlight of the quarter was the 3rd Annual Silk Road Expo that was held in Osh during October. This was again a hugely successful business event with deals and potential business arrangements approaching a value of one-half million dollars. The event was highlighted by opening remarks from the U.S. Ambassador to Kyrgyzstan, the USAID Ferghana Valley Coordinator, representatives from local and oblast government, the Executive Director and Chairman of the Board for AAK, and the COP of the KAED project. Over 1,000 people from nearly every oblast in Kyrgyzstan and three surrounding countries participated in various seminars covering co-op development, input training, care of livestock, leadership, and association management. This year, the entire event was mostly managed by AAK under the terms and conditions of a regional short-term consultancy contract issued to the LSP by KAED.

In addition, the KAED team was active during the quarter in an effort to identify new suppliers to the Kyrgyz input and animal health markets. During this phase of the project, the team has focused on improving animal feed and animal health. The J-Service Company began a business relationship with a Russian company to supply the feed supplement, Feluzen, to the market place for the first time. In one business deal alone, the company imported \$50,000 worth of the product for sales in the region.

The team also continued the effort to build an agricultural bridge between the south and the north of the country by linking distributors and dealers. For example, the Osh company, Oshkrastex, won a German Agency for Technical Cooperation (GTZ) tender for a deal to sell nearly \$50,000 worth of ammonium nitrate (AN) to dealers in northern oblasts. Awareness of this tender was made possible by close ties of the KAED team to GTZ management and the close relationship with a local service provider, AAK.

The ongoing efforts to show northern agri-input suppliers the value of opening AAK farm stores continued throughout the quarter. This is one of the most important aspects of the project work being completed. The creation of this farm store network will help ensure connectivity between farmers and dealers and make the job of introducing new products into the

market place much more efficient and effective. Two new stores were opened in the quarter—one in the Sokuluk region and the other in the Kemin region.

Education and training continue to be an important part of the continuation project activities. The plans to launch the Certified Agribusiness Professional (CAP) curriculum were finalized during this quarter. This program, which will begin in earnest in the upcoming quarter, will provide professional training for a class of 20-30 agribusiness managers and students in an effort to enhance their ability to improve/expand their businesses and careers.

In addition to education and training, the work plan calls for a heightened emphasis on policy change. As a part of this effort, the team has developed the outline for the first nationwide Ag-Policy conference, which is planned for January 2007. This conference will be the first real effort to generate input from the grassroots of the various associations with the goal of identifying the most critical ag-policy reform areas to be addressed in the coming months. The conference will also utilize the resources of other USAID-funded projects such as Central Asian Micro Finance (CAMFA) and Business Environment Improvement (BEI) and will be organized by KAED staff. One of the major components of the conference will be a competitive grant. The grant will be awarded to an association or local service provider that can demonstrate the best credentials to move the process of policy reform forward following the conference.

Input development work is still a major activity of the KAED project. A significant amount of work during the 21st quarter was devoted to preparations for the various Technology Transfer Center sites that will be scattered throughout the country. The KAED agronomist and animal husbandry expert completed contracts with all partners for planting and managing the seven sites during the 2006-2007 growing and harvesting season.

Throughout the quarter, the COP was busily engaged in the administrative details of the project and with training the new KAED staff about all aspects of the project extension work. In addition, the COP had direct meetings with the leaders of the CAMFA project and the BEI project in an effort to coordinate duties for the ag-policy conference scheduled for January 2007. Meetings were also held with the Deputy Minister of Agriculture to discuss the value of the CAP program and with the Ministry of Finance to explain the economic impact the KAED project is

having on Kyrgyzstan. The COP hosted a KAED open house for the various international projects operating in the north of Kyrgyzstan to explain the goals and objectives of KAED.

Annex I. KAED Extension Result Framework

Annex I. KAED Extension Result Framework

Program Activity Areas	Unit of Measure	2001/02 Original Baseline	Results to Date	Increase/Decrease in Proposed Extension		End of Project Total	% Increase/Decrease Relative to Results to Date
				Year 1	Year 2 (6 months)		
Indicators							
1. Program Area I: Strengthening Input Supply Systems and Markets							
IR 1.1 Sales of agri-inputs nationwide increased							
<p>21st Quarter Results</p> <p>The International “Silk Road” AgroExpo 2006 helped companies generate an estimated \$479,000 aggregate sales from the 3-day event according to on-site surveys taken</p>	\$ million	2.11	5.4	0.4	0.41	6.21	+15
IR 1.1.2 Sales of agri-inputs in northern project areas increased (baseline for this IR is 2007)							
<p>21st Quarter Results</p> <p>In an effort to increase sales of agri-inputs in northern areas, input suppliers from the north have been linked with the farm store managers/owners who arranged presentations of the companies and of the products available in Kyrgyz market. During three presentations in three regions four companies presented their products to 121 farmers throughout the quarter.</p> <p>The J–Service company made a presentation of their company and of the new product named “Feluzen” produced by a Russian company. On the 25th of October, they provided a presentation of their products to 50 (15 were female) farmers of ADB Chui regional project. After this presentation, J-Service company imported 20 tons of the product with a value of US \$50,000.</p> <p>Oshkrastex, a major supplier and AAK farm store located in Osh, won a GTZ tender to supply of 280 tons of ammonium nitrate to northern oblasts. This deal has a value of approximately \$50,000.</p>	\$ million	TBD	TBD	TBD	TBD	TBD	TBD

Annex I. KAED Extension Result Framework

Program Activity Areas	Unit of Measure	2001/02 Original Baseline	Results to Date	Increase/Decrease in Proposed Extension		End of Project Total	% Increase/ Decrease Relative to Results to Date
				Year 1	Year 2 (6 months)		
Indicators							
<p>IR 1.2 Additional retail stores opened</p> <p>21st Quarter Results Two new AAK retail stores have been opened—one in the Sokuluk region and the other in the Kemin region. They are already operating and in the spring each company will host a grand opening with AAK and KAED representatives.</p>	#	0	21	4	6	31	+47
<p>IR 1.3 AAK and other business that generate revenue more than \$10,000/year increased</p> <p>21st Quarter Results This will be reported in the annual survey.</p>	#	9	19	2	2	23	+21
<p>IR 1.4 Dealers certified</p> <p>21st Quarter Results The KAED Certified Agribusiness Professional CAP program curriculum has been developed and training will begin in late January 2007; 26 participants have been selected for the CAP program.</p>	#	0	0	10	7	17	+ 1,700
<p>IR 1.5 Average of compound fertilizer sales by AAK members and other entrepreneurs increased</p> <p>21st Quarter Results The AlbiCo company has imported 20 tons of Ammophos; it is to be sold in the upcoming season.</p>	mt	116	228	20	30	278	+22
<p>IR 1.6 New agri-inputs introduced to Kyrgyzstan market</p> <p>21st Quarter Results Kyrgyz company J-Service imported 20 tons of the Feluzen products from the Russian company, Kapital Prok.</p>	#	0	22	3	3	28	+27
<p>IR 1.7 Certified seed sold increased</p> <p>21st Quarter Results Will be reported in an annual survey.</p>	mt	575	584	40	60	684	+17

Annex I. KAED Extension Result Framework

Program Activity Areas	Unit of Measure	2001/02 Original Baseline	Results to Date	Increase/Decrease in Proposed Extension		End of Project Total	% Increase/Decrease Relative to Results to Date
				Year 1	Year 2 (6 months)		
Indicators							
IR 1.7.1 Certified seed sold increased (northern project areas) 21st Quarter Results Will be reported in an annual survey.	mt	TBD	TBD	TBD	TBD	TBD	TBD
IR 1.8 Elite seed transaction cost reduced 21st Quarter Results Will be reported in an annual survey.	\$	0.17	0.25	0.0125	-0.0125	0.23	-10
IR 1.9 AAK customers base increased 21st Quarter Results Five AAK members were introduced to 34 groups of farmers; each group consists of 15-20 farmers. Follow up will be conducted to determine the number of these farmers who become AAK customers.	#	13,847	90,895	6,600	7,000	104,500	+15

Annex I. KAED Extension Result Framework

Program Activity Areas	Unit of Measure	2001/02 Original Baseline	Results to Date	Increase/Decrease in Proposed Extension		End of Project Total	% Increase/Decrease Relative to Results to Date
				Year 1	Year 2 (6 months)		
Indicators							
<p>IR 1.10 Milk production increased</p> <p>21st Quarter Results Will be reported in an annual survey</p>	1	TBD		TBD	TBD	TBD	TBD
<p>IR 1.11 Farmers exposed to advanced livestock management practices</p> <p>21st Quarter Results The KAED agronomist wrote an article on feed crop growing. It was published in RAS – Osh, Jalalabat, and Batken newspapers (January issue)</p> <p>Educational program on “Development and improvement of therapeutic control in animal industry” was developed.</p> <p>KAED staff invited farmers and agri- businessmen for the presentation of a new member of AAK “Jer Azygy,” Akylbek Jumaliev, owner of the Central Asian Livestock breeding company. He presented a new system of livestock treatment and new veterinarian medicines to the participants; 30 participants (8 of which were women) took part.</p>	#			100	200		300

Annex I. KAED Extension Result Framework

Program Activity Areas	Unit of Measure	2001/02 Original Baseline	Results to Date	Increase/Decrease in Proposed Extension		End of Project Total	% Increase/Decrease Relative to Results to Date
				Year 1	Year 2 (6 months)		
Indicators							
<p>IR 1.12 Unit sales of certified seed from all sources will be increased</p> <p>21st Quarter Results Will be reported in an annual survey</p>	mt	3,000	4,700	1,000	1,000	6,700	+42
2. Program Activity Area II: Technology Transfer and PSES							
<p>IR 2.1 Productivity of maize increased</p> <p>21st Quarter Results Meetings with TsPT, Sida, LLC Agrimatco, Agrovita, Netherlands seeds, (Kyrgyz NIIZ) were conducted by KAED staff to determine seeds needed for spring TTCs.</p> <p>Conducted a planning session with Merci Co., AKTED, TES centre, AAK, KAED, DCA, and NGOs Tayan, Mekhr-Shafkat and KUCHS, SKS, TsOT projects; 14 participants (5 female) attended.</p> <p>Conducted a planning session with processing companies Rakmonberdi, EUM PSV Ltd., and Agroplaston. There were 65 participants (21 female).</p> <p>Yield reports will be completed at the end of the growing season.</p>	mt (grain)	4.0	5.4	0.5	0.7	6.6	+22
<p>IR 2.2 Productivity of potato increased in project areas</p> <p>21st Quarter Results Will be reported in an annual survey.</p>	mt	9	14	3	4	21	+50
<p>IR 2.3 Farmers adopting cereal-legume production systems</p> <p>21st Quarter Results Will be reported in an annual survey.</p>	%	N/A	TBD	TBD	TBD	TBD	+10

Annex I. KAED Extension Result Framework

Program Activity Areas	Unit of Measure	2001/02 Original Baseline	Results to Date	Increase/Decrease in Proposed Extension		End of Project Total	% Increase/Decrease Relative to Results to Date
				Year 1	Year 2 (6 months)		
Indicators							
<p>IR 2.4 Yield of tomato for processing increased</p> <p>21st Quarter Results Will be reported in an annual survey.</p>	mt	N/A	TBD	TBD	TBD	TBD	+15
<p>IR 2.5 Potato varieties for chips production identified and submitted to the National Seed Committee for registration and certification</p> <p>21st Quarter Results Identified four varieties of chipping potatoes. 1 company is planning to submit their varieties to the National Variety Testing Committee for approval. Another company has asked KAED to submit its variety for approval.</p>	#	Four chip varieties have been registered according to the 2006 official list of varieties published by the National Variety Testing Committee		1	1	2	+200
<p>IR 2.6 Technology packages for five major commodities (e.g., wheat, maize, triticale, potato, and tomato) developed by KAED and introduced to farmers in project areas</p> <p>21st Quarter Results Organized TTC with winter crops—field No. 1 Yunusov's Seed Company Suzak region Jalalabat Oblast.</p> <p>Organized TTC with winter crops—field No. 2, Issykul plant selection station Aksu region Issy Kul area.</p>	# of participants	100	3,000	1,000	1,000	5,000	+66
Program Activity Area III: Linking Farmers to Output Markets and Value Chain Development							
<p>IR 3.1 New business linkages with international and regional input suppliers established</p> <p>21st Quarter Results Kapital Prok company from Russia has established linkages and is now represented in Kyrgyzstan by the J-Service company.</p>	#	0	8	3	4	15	+90

Annex I. KAED Extension Result Framework

Program Activity Areas	Unit of Measure	2001/02 Original Baseline	Results to Date	Increase/Decrease in Proposed Extension		End of Project Total	% Increase/Decrease Relative to Results to Date
Indicators				Year 1	Year 2 (6 months)		
<p>IR 3.2 Foreign companies assess the Kyrgyzstan market and express an interest in long-term investment on quality input supply facilities</p> <p>21st Quarter Results Europlant, Top Chance Chemicals, IndoGulf, and DuPont companies are interested in Kyrgyz market. Each of these companies is looking for business partners in the Kyrgyz Republic for establishing business linkages. Information about these companies has been distributed among AAK members and other NGOs working in the agro-input sector.</p> <p>Forty companies from different countries presented their products/services during AgroExpo 2006 in Osh.</p> <p>Organized Trade Mission to Kazakhstan with six Agribusiness professionals. They were introduced to six agro input companies.</p>	#	0	3	1	2	6	+100
<p>IR 3.3 Smallholders linked to processors as a result of application of advanced technologies and high quality inputs</p> <p>21st Quarter Results Discussions between processors, farmers, and inputs suppliers of Northern and Southern oblasts have been arranged. During two meetings, nine processing companies and 34 leaders of farmer groups and 5 inputs-supplying companies met to discuss agricultural sector needs for the upcoming season. During the meeting processors agreed with farmers on the prices and amounts of the necessary vegetables for processing. Processors and farmers identified their needs for agri-inputs, and agri-input suppliers have agreed on quantities and informed farmers about prices for their products.</p>	#	0	500	200	300	1,000	+100

Annex I. KAED Extension Result Framework

Program Activity Areas	Unit of Measure	2001/02 Original Baseline	Results to Date	Increase/Decrease in Proposed Extension		End of Project Total	% Increase/Decrease Relative to Results to Date
				Year 1	Year 2 (6 months)		
Indicators							
<p>IR 3.4 Working with other USAID/international development agencies, KAED will work with processing facilities to develop niche market commodities (e.g., tomato for industry, potato for chips production, baby red beets, peanuts) in an effort to link processors with small producers</p> <p>21st Quarter Results Working with the Local Market Development project. Facilitated linkages with processors from the northern oblasts.</p>	# of processing companies	0	3	1	2	6	+100
<p>IR 3.5 AAK members assets increased</p> <p>21st Quarter Results Will be reported in an annual survey</p>	\$	23,000	26,000	2,000	1,000	29,000	+11,5
<p>IR 3.5.1 Northern business asserts increased</p> <p>21st Quarter Results Will be reported in an annual survey.</p>	\$	2007 baseline will be established	TBD	TBD	TBD	TBD	TBD
Program Activity Area IV: Strengthening Business Skills and Services for Kyrgyz Entrepreneurs and Improving Access to Credit							
<p>IR 4.1 AAK member domestic investment in upgrading input infrastructure increased</p> <p>21st Quarter Results Will be reported in an annual survey.</p>	\$	13,000	17,000	2,000	1,500	20,500	+21
<p>IR 4.1.1 Northern domestic investment increased</p> <p>21st Quarter Results Will be reported in an annual survey.</p>	\$	2007 baseline will be established	TBD	TBD	TBD	TBD	TBD
<p>IR 4.2 Input dealers upgrade business skills through trainings nationwide</p> <p>21st Quarter Results Three technical training programs on opening farm stores have been provided for 69 agribusiness professionals and entrepreneurs.</p>	#	0	150	130	120	300	+100

Annex I. KAED Extension Result Framework

Program Activity Areas	Unit of Measure	2001/02 Original Baseline	Results to Date	Increase/Decrease in Proposed Extension		End of Project Total	% Increase/Decrease Relative to Results to Date
Indicators				Year 1	Year 2 (6 months)		
<p>IR 4.3 AAK members receive loans from commercial banking sector</p> <p>21st Quarter Results AAK has created a credit line with Bai Tushum financial fund for AAK members only. FF Bai Tushum provides loans to AAK members at 16% interest rate. AAK guarantees 30% of the loan.</p> <p>AAK has started providing fertilizer credit to its members. AAK has purchased ammonium nitrate and will distribute fertilizer to its members on a credit basis. The KAED project will support this activity by finding clients among northern members.</p>	\$	4,000	30,000	13,000	17,000	60,000	+100
<p>IR 4.4 AAK members extend loans to farmers customers</p> <p>21st Quarter Results Will be reported in an annual survey.</p>	%	30	33	5	5	43	+30

Annex I. KAED Extension Result Framework

Program Activity Areas	Unit of Measure	2001/02 Original Baseline	Results to Date	Increase/Decrease in Proposed Extension		End of Project Total	% Increase/Decrease Relative to Results to Date
				Year 1	Year 2 (6 months)		
Indicators							
Program Activity Area V: Promoting Policy Changes That Benefit the Agricultural Sector and Build Public-Private Partnership							
IR 5.1 Input regulatory policy changes advocated							
21st Quarter Results Developed ag-policy survey. Sent out the survey questions to partner projects for review, comments, and additions. Compiled a list of 23 associations working in agribusiness. Sent out the survey to 20 associations (southern associations were contacted by AAK). Developed and placed grant announcements in national and southern regional newspapers. Developed grant application form.	#	0	1	1	1	3	+200
IR 5.2 Legal business transactions in project areas increased for agri-inputs	mt	40	4,500	500	850	5,850	+30
21st Quarter Results Will be reported in an annual survey.							
IR 5.2.1 Legal business transactions in northern project areas increased	mt	TBD	TBD	TBD	TBD	TBD	TBD
21st Quarter Results Will be reported in an annual survey.							

Annex I. KAED Extension Result Framework

Program Activity Areas	Unit of Measure	2001/02 Original Baseline	Results to Date	Increase/Decrease in Proposed Extension		End of Project Total	% Increase/ Decrease Relative to Results to Date
				Year 1	Year 2 (6 months)		
Indicators							
<p>IR 5.3 New seed varieties from international companies submitted to National Seed Registration Committee</p> <p>21st Quarter Results Arranged a series of meetings with the head of National State Variety Testing Committee, Mr. Ten, on developing a common protocol for the demonstration plots. During these meetings, Mr. Ten agreed that LSPs can submit results from the trials to the committee and, if the field has been done according to commonly agreed practices, the State Variety Committee would accept trial results and take into consideration while deciding registration of the variety. This is a critical first step in building trust between the private sector and this state agency.</p>		0	8	3	3	14	+75
<p>IR5.4 Input companies adopting international accepted labeling standards in the project areas increased</p> <p>21st Quarter Results A meeting was held with BEI to discuss the labeling standards. The issue was referred to World Bank project, where meetings were also held to discuss possible linkages.</p> <p>A meeting was held with World Bank Finance and Private Sector Development consultants Lorenzo Constantino and Abdybaly Tegin Suerkul to discuss the issue of labeling standards and how KAED staff may collaborate with them on this important topic.</p> <p>Reviewed KG law on chemicals and plant protection.</p>	#	N/A	2	2	2	4	+400

Annex I. KAED Extension Result Framework

Program Activity Areas	Unit of Measure	2001/02 Original Baseline	Results to Date	Increase/Decrease in Proposed Extension		End of Project Total	% Increase/Decrease Relative to Results to Date
				Year 1	Year 2 (6 months)		
Indicators							
Program Activity Area VI: Strengthening Local Service Providers							
IR 6.1 LSP(s) supported by KAED							
21st Quarter Results Hired AAK as a regional STC to assist KAED in the management of the Expo and to conduct a series of agribusiness development trainings. Hired Central Asian Plem Service Company to conduct veterinarian medicine and livestock training.	#	N/A	1	3	3	6	
IR 6.2 Facilitated linkage discussions between LSP(s) and business enterprises	#	0	0	8	6	14	
IR 6.3 Agricultural partner projects introduced to LSP/LSP introduced to agricultural partner projects		N/A	0	2	2		
IR 6.4 LSP expands their market for services.							
21st Quarter Results: The COP of KAED also serves as COP of the BSAIDD project in Khujand, Tajikistan. The COP hired Central Asian Plem Service to conduct a series of trainings for the veterinarians working in the BSAIDD project. As a result of this, the company has sold veterinarian products to the veterinarians on a trial basis to start the business. It is envisioned that this relationship will expand quickly.	#	N/A	1	8	4	12	
IR 6.5 International company contracts services from LSP							
21st Quarter Results: The USAID funded BSAIDD project contracted Central Asian Plem Service to provide business development training to the BSAIDD veterinarians in the project.	#	N/A	1	5	3	8	

Annex II. Cost Sharing and Leverages

Annex II. Cost Sharing and Leverages

Table 1. Value of Cost Sharing—2002

No.	Activity 2002	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
(US \$)													
1	Association meetings/ member visits	2,086	1,372	854	1,168	2,790	1,228	1,092	10,407	5,010	1,381	272	1,212
2	Field days/ advisory meetings					111	575	430	270	81	220	100	
3	Trade missions/ study tours			400			900						
4	Seminar attendance/ business counseling					100	380		400		329	6,272	270
5	Tenders, Trade Credit or Consignment												10,086
6	Media coverage		135		235		400		200		870	195	110
7	Credit obtained										2,174	2,118	3,260
8	Internships	750	1,500	1,500	1,500	1,500	750			7,000 ^a	7,000	7,000	7,000
9	Grant obtained												
10	Domestic investment by entrepreneurs							235	251	1,804			467
11	Membership registration dues and fees for services			10	56	91	39	54	60	0	585	196	192
	Total US \$	2,836	3,007	2,764	2,959	4,592	5,022	1,811	11,588	13,895	12,559	16,153	22,597
	Accumulative Total US \$	2,836	5,843	8,607	11,566	16,158	20,430	22,241	33,829	47,724	60,283	76,436	99,033

a. Intern, Mr. Dilshod Abdulhamidov, funded by Government of Netherlands.

Table 2. Value of Cost Sharing—2003

No.	Activity 2003	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
		(US \$)											
1	Association meetings/member visits	3,359	1,500	96	1,449	2,487	115	320	5,961	885	1,602	507	594
2	Field days/advisory meetings					412	376	820		100		138	
3	Trade missions/ study tours	18		1,006	2,520	8,000	6,050		36,000				
4	Seminar attendance/ business counseling			2,636			1,836	178	432	672		3147	515
5	Tenders, Trade Credit or Consignment												
6	Media coverage	250	1,250	1,070	3,750	1,517	433	1190	135	950			
7	Credit obtained	6,000	8,000	14,000									
8	Internships	7,000 ^a	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000
9	Grant obtained						4,000 ^a						
10	Domestic investment by entrepreneurs											100	
11	Membership registration dues and fees for services	611	584	160	182	645	353	424	709	76	175	197	44
	Total US \$	17,238	18,334	25,968	14,901	20,061	20,163	10,252	50,237	9,683	8,777	11,089	8,153
	Accumulative Total US \$	116,271	134,605	160,573	175,474	195,535	215,698	221,950	272,187	281,870	290,647	301,736	313,889

a. EU-Sponsored Program on Education (TEMPUS) grant.

Table 3. Value of Cost Sharing—2004

No.	Activity 2004	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
		(US \$)											
1	Association meetings/ member visits	3,505	2,559	1,175	319	1,689	1,299	1,966	8,764	4,975	844	540	2,790
2	Field days/advisory meetings			235		63	725	594	408	136			
3	Trade missions/study tours			2,700			70	900	900	1,000			
4	Seminar attendance/ business counseling			14	7,344		672	189					23,400
5	Tenders, Trade Credit or Consignment												
6	Media coverage	730	180	45	390	845	345	240	370			1,794	475
7	Credit obtained			12,940		1,200	11,820		2,365	1,182			
8	Internships	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,375 ^a	7,375 ^a	8,875 ^b
9	Grant obtained						4,000					9,050	6,200
10	Domestic investment by entrepreneurs												
11	Membership registration dues and fees for services	694	717	554	223	212	350	902	34	1,000	1,127	6,683	3,319
	Total US \$	11,929	10,456	24,663	15,276	11,009	26,281	11,791	19,841	15,293	9,346	25,442	45,509
	Accumulative Total US \$	321,818	332,274	356,937	371,673	382,682	408,963	420,754	440,595	455,888	465,234	490,677	535,736

a. The media and public relations department has a U.S. Peace Corps Volunteer working on newspaper development on a part-time basis (25% x \$1,500/month).

b. AAK has a full-time Peace Corps Volunteer working as a Small Enterprise Development Officer (100% x \$1,500/month).

Table 4. Value of Cost Sharing—2005

No.	Activity 2005	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
		(US \$)											
1	Association meetings/member visits	1,146	1,084	687	1255	1762	1,380	273	5,971	1,041	871	3,420	402
2	Field days/advisory meetings						2,562	140	250	122			
3	Trade missions/study tours				900								
4	Seminar attendance/business counseling	327	579	2,812			164	284	328			2,100	
5	Tenders, Trade Credit or Consignment												
6	Media coverage		560	1,145	708	364	985	176			647	1,090	247
7	Credit obtained												
8	Internships ^a	8,875	8,875	5,375	6,360	5,720	3,800	1,500	5,000	5,316	0	0	0
9	Grant obtained												
10	Domestic investment by entrepreneurs												
11	Membership registration dues and fees for services	523	818	1,300	774	109	1,201	748	1,694	336	3,640	4,640	177
	Total US \$	10,871	11,916	11,319	9,997	7,955	10,092	3,121	13,243	6,815	5,158	11,250	826
	Accumulative Total US \$	546,607	558,523	569,842	579,839	587,794	597,886	601,007	614,250	621,065	626,223	637,473	638,299

^a The intern (Mr. Dilshod Abdulhamidov) funded by the Government of the Netherlands spent several days working with the Winrock AgFin⁺ project during these months. The cost share amount reflects a deduction from the base rate of \$7,000.00 per month according the number of days he worked there during any given month. Also included is the U.S. Peace Corps volunteer working for AAK @ \$1,500/month).

Table 4. Value of Cost Sharing—2006

No.	Activity 2006	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
		(US \$)											
1	Association meetings/member visits	1,032	360	8,170	1,032	102		180	14,754				
2	Field days/advisory meetings						2,234	3,011		975			
3	Trade missions/study tours												1,120
4	Seminar attendance/business counseling	589		185	568	54		454			1,702	1,185	1,643
5	Tenders, Trade Credit or Consignment												
6	Media coverage	224		1,400	990	370	240		190	960			
7	Credit obtained		6,585	7,980		4,940		5,063	10,125				
8	Internships*												
9	Grant obtained												
10	Domestic investment by entrepreneurs												
11	Membership registration dues and fees for services	1,547	519	1,180	1,144	575	552	865	5,264	695			
	Total US \$	3,392	7,464	18,915	3,734	6,041	3,026	9,573	30,333	2,630	1,702	1,185	2,763
	Accumulative Total US \$	641,691	649,155	668,070	671,804	677,845	680,871	690,444	720,777	723,407	725,109	726,294	729,057

Annex III. Training

Annex III. Training

#	Date	Training Topic	Presented By	Attendance	Duration	Male	Female	Total	Cumulative
1	27.03.02-24.04.2002	Safety application of pesticides (eight locations)	Training & Extension service; consultants – Juma Sadirov, Abykahar Ergeshov, Manas Ergeshov	135	1 hour	84	51	135	135
2	1) 13.05.02 2) 07.10.02 3) 18.06.03	Drip Irrigation System management (three times)	MASHAV Consultant – Iosy Golan	73	3 hours	49	24	73	208
3	14.05.02-30.05.2002	Custom procedures for import of fertilizer, CPPs and seeds (eight locations)	Customs Officials: Janibay Tairov, A. Gaparov, Nurhan Tekebaeva	115	1 hour	81	34	115	323
4	14.05.02-30.05.2002	Potato management technology	IFDC agronomist Jyrgalbek Musaev	115	0.5 hours	92	23	115	438
5		How to give a presentation	Hiqmet Demiri	8	2 hours	5	3	8	446
6	10/06/02	How to write a report	Hiqmet Demiri	8	2 hours	5	3	8	454
7	05.06.02-26.06.2002	Land Code (seven locations)	LARC Consultants: Jypargul Abakarova, Bermet Satibaldieva, Elvira Sayakova, Nurhan Azimov, Eric Jumukov, Bazarbay Kulanmatov, Marat Maydonov, Venera Baltabaeva	104	1 hour	73	31	104	558
8	05.06.02-26.06.02	Maize management technology (seven locations)	IFDC consultant Hiqmet Demiri	115	1 hour	90	25	115	673
9	21.06.03-22.06.03	Strategic Planning I for IFDC staff	Channing Sieben	8	2 days	6	2	8	681
10	27/06/02	Biogas System	1) Kim Ignat	20	1 hour	16	4	20	701
11			2) Center for problems of renewable energy sources utilization Alaibek Obozov , Lev Krelbaum	17	2 hours	13	4	17	718
12	11.07.02-18.07.2002	Integrated pest management program in cotton (three locations)	IFDC consultant Hiqmet Demiri	24	1 hour	19	5	24	742
13	06.09.02-07.09.02	Strategic Planning for Board Members	Channing Sieben, Aziza Yuldasheva	9	2 days	6	3	9	751
14	18/09/02	Advocacy	Civil Education Improvement Center -Pirjan Manasov	15	1 hour	11	4	15	766

Annex III. Training

#	Date	Training Topic	Presented By	Attendance	Duration	Male	Female	Total	Cumulative
15	20/09/02	Seed Law	Oblast State Seed Inspection Anatoliy Krushenitsky	12	1 hour	7	5	12	778
16	02.10.02-	Marketing	1) University Lecturer - Ludmila Kan,	110	1 hour	67	43	110	888
	16/10/02	Seven locations	2) IFDC general manager Aziza Yuldasheva						
17	07/10/02	Solar drying system	TES-center	15	1 hour	12	3	15	903
18	02.10.02- 16.10.2002	Soil Nutrients, Seed-dressing (seven locations)	1) Toxicological Laboratory specialist -Abdurahim Kadirov 2) IFDC agronomist Jyrgalbek Musaev	113	1 hour	79	34	113	1,016
20	26.11.02- 18.12.2002	Business planning (seven locations)	Dilshod Abdulhamidov	76	1 hour	54	22	76	1,110
21	19.12.200- 20.12.2002	Potato Seed Production (two locations)	German Agro-Action specialist IFDC agronomist - Musaev Jyrgal	30	2 hours	21	9	30	1,140
22	14/01/03	SWOT Analysis, Marketing	Ludmila Kan	10	1 hour	7	3	10	1,150
23	17/01/03	Lobbying techniques	Baratov Mansur	19	1 hour	14	5	19	1,169
24	1)14.02.03- 2)18.02.03	Oil crops (two locations)	Kokkozov Adan, State Variety Testing Plot	31	1 hour	22	9	31	1,200
25	18.02.200- 21.02.2003	Cotton varieties (four locations)	Andijan Cotton Institute	59	1 hour	41	18	59	1,259
26	11.03.03- 12.03.03	Hybrid Maize Production	Chan Sieben	15	2 days	12	3	15	1,274
27	18/03/03	Potato management	Ministry of Agriculture. Bishkek	2	1 day	2		2	1,276
28	18/03/03	Law on chemization	Osh oblast Plant Protection Station Alymjan Karimov	47	1 hour	33	14	47	1,323
29	18/03/03	Pesticides use on orchards	Osh oblast Plant Protection Station Alymjan Karimov	47	1 hour	31	16	47	1,370
30	18/03/03	Sanitary regulations in transportation, storing and marketing of CPPs	Jalalabat oblast Plant Protection Station – Atabek Mamajanov	47	1 hour	30	17	47	1,417
31	18/03/03	Pesticides used to control pests of cotton, grain crops and vegetables	Jalalabat oblast Plant Protection Station – Atabek Mamajanov	47	1 hour	32	15	47	1,464
32	19/03/03	Biological means of crop protection	Osh Bio-laboratory	47	1 hour	29	18	47	1,511
33	19/03/03	Sanitary standards for contents of harmful substances in agriculture products	Osh Toxicological Laboratory	47	1 hour	34	13	47	1,558

Annex III. Training

#	Date	Training Topic	Presented By	Attendance	Duration	Male	Female	Total	Cumulative
34	07.04.03-11.04.03	Designing Policies and Institutions That Promote Competitive Agricultural Input Markets in Transitional Economies	Baku Conference	10	5 days	7	3	10	1,568
								0	1,568
35	14.04.03-16.04.03	Leadership training for Baku Association	Channing Sieben, Aziza Yuldasheva	20	3 days	16	4	20	1,588
36	16.04.03-18.04.03	Strategic Planning for Baku staff	Aziza Yuldahseva	15	2 days	11	4	15	1,603
37	22/04/03	Use of herbicides on wheat, cotton, vegetables and control of Colorado beetles.	Osh oblast Plant Protection Station Alymjan Karimov	23	2 hours	16	7	23	1,626
38	23/04/03	Methods and Mechanisms of Advocacy	IFDC Association specialist Mansur Baratov	10	1 hour	6	4	10	1,636
39	21.05.03-29.05.03	Diseases and Pests of vegetable and grain crops (five locations)	1)Jalalabat oblast Plant Protection Station – Atabek Mamajanov 2) Osh oblast Plant Protection Station - Yuldashev Hairulla	89	1 hour	62	27	89	1,725
40	13.05.03-21.05.03	CPP use and storage safety (film), (9 locations)		140	0,5 hours	98	42	140	1,865
41	12.06.03-19.06.03	Study Tour to Albania	Albanian association	16	8 days	12	4	16	1,881
42	18/06/03	Drip Irrigation use on vegetable crops	MASHAV Iosy Galon	30	2 hour	19	11	30	1,911
43	19/06/03	Diseases and Pests of melon, cabbage, onion, pepper, tomato and potato.	Osh oblast Plant Protection Station – Yuldashev Hairulla	30	2 hours	21	9	30	1,941
44	19/06/03	Integrated control of diseases and pests of vegetable crops	Osh oblast Plant Protection Station – Yuldashev Hairulla	30	2 hours	24	6	30	1,971
45	19/06/03	Marketing & Sales	Scott Wallace	30	1 hour	22	8	30	2,001
46	21/06/03	Training on wheat demo field results for TES center and RAS consultants	IFDC agronomist Musaev Jyrgal	18	4 hours	11	7	18	2,019
47	30/08/03	Presentation of Holland vegetable seeds	SVS Holland seed company. Bishkek	9	8 hours	6	3	9	2,028
48	11/09/03	Strategic Planning for new BD	Aziza Yuldasheva	9	3 days	5	4	9	2,037
49	16/09/03	Management Practices for new varieties of potato of Holland and German breed.	NADPO – Abdurahmanov Hairulla	30	2 hour	23	7	30	2,067

Annex III. Training

#	Date	Training Topic	Presented By	Attendance	Duration	Male	Female	Total	Cumulative
50	16/09/03	Scientifically-proved technology of potato management in conditions of Kyrgyzstan	Hiqmet Demiri	30	1,5 hour	25	5	30	2,097
51	29.09.03-30.09.03	Legislative and standard acts regulating production and marketing of seeds in Kyrgyzstan. Acquaintance with new varieties of grain crops and their production in advanced enterprises of the northern Kyrgyzstan.	TACIS. Ministry of Agriculture Bishkek	5	2 days	3	2	5	2,102
52	01.10.03-17.10.03	Dry-land wheat varieties and management (eight locations)	BD member, Kokkozov Adan	98	0,5 hour	68	30	98	2,200
		International management, marketing ag-products promotion in market seminar\ training		12		8	4	12	2,212
		Potato storage		21		14	7	21	2,233
53		Retail store training		22		16	6	22	2,255

#	Date	Training Topic	Notes/Presented by	Attendance	Duration (hours)				
1	01.10.2003-31.10.2003	Dry-land wheat varieties and their management	In nine location during Association village meetings, by an AAK member – Variety Testing Farm	125	1 hour	87	38	125	2,380
2	14.11.200-21.11.2003	Demonstration field day on winter wheat	Two demo plots in two locations	88	2 hours	61	27	88	2,468
3	28/11/03	Potato storage	Potato seed cooperative consultants	21	4 hours	15	6	21	2,489
4	10.12.200-18.12.2003 (two locations)	Retail Farm Store, opening of a farm store, define location of a farm store, size and view, AAK logo use, Product diversity, documents necessary for registration of a farm store, sources of inputs supply and inventory management, Training on “Business Plan”	KAED staff	22	5 hours	19	3	22	2,511
5	05.02.2004–25.02.2004	Comparative advantage of crops in the region	In nine locations during Association village meetings, by Dilshod Abdulhamidov, KAED agricultural economist	153	1 hour	107	46	153	2,664
6	26/03/04	Conception and ideas for farm store	In two locations, by Gil Nir, Israeli consultant	30	3 hours	21	9	30	2,694
7	14.04.2004–15.04.2004	Marketing Workshop, Company Image ... What is it? How is it developed? Overview of marketing campaigns, structure of marketing (How to win new customers and stay ahead of the competition), presentation of the groups, development of marketing chain and focusing on your target market , new market development, customer satisfaction, packaging and product promotion	KAED staff experts from local and international companies	34	10 hours	25	9	34	2,728
8	17/04/04	Association sustainability, association development.	Ed Beaman, CEO of Agribusiness Association of Iowa	17	6 hours	12	5	17	2,745
9	May-June-July 2004	Greenhouse and drip irrigation management	Iosy Galon, MASHAV consultant	140	2 hours	98	42	140	2,885
10	08.06.200, 09.06.2004	Farm store cash flow management (two locations)	University staff	23	3 hours	16	7	23	2,908
11	11/06/04	Demonstration field day on grain crops	Jalalabat city	87	1 hour	61	26	87	2,995

#	Date	Training Topic	Notes/Presented by	Attendance	Duration (hours)				
		and vegetables, potatoes, cotton							
12	16/06/04	Demonstration field day on cereals, vegetables, potatoes, cotton, and drip irrigation	Osh city	156	1 hour	109	47	156	3,151
13	24/06/04	Demonstration field day on cereals, vegetables and potatoes (in Uch-Korgon)	Uch-Korgon village	200	1 hour	140	60	200	3,351
14	29/06/04	Demonstration field day on cereals in rain-fed land	Uzgen city	68	1 hour	48	20	68	3,419
15	06/07/04	Improvement of seed industry in southern Kyrgyzstan (with field day)	Jalalabat city	57	3 hours	41	16	57	3,476
16	03/12/04	Animal feed	During the AgroExpo	80	1 hour	56	24	80	3,556
17	03/12/04	Greenhouse and drip irrigation seminar	During the AgroExpo	80	1 hour	64	16	80	3,636
18	03/12/04	Agro-machinery seminar	During the AgroExpo	80	1 hour	71	9	80	3,716
19	03/12/04	Hybrid vegetable seeds	During the AgroExpo	80	1 hour	68	12	80	3,796
20	03/12/04	Appropriate technology in processing	During the AgroExpo	80	1 hour	65	15	80	3,876
21	04/12/04	Marketing agro-produce for export seminar	During AgroExpo	80	1 hour	63	17	80	3,956
		Total participation – 1,701						0	3,956
22	29/01/05	Training in Farm Store Management	Jalalabat	15	3 hours	12	3	15	3,971
23	01/02/05	Training in Farm Store Management	Osh	14	3 hours	10	4	14	3,985
24	02/02/05	Training in Farm Store Management	Kadamjai	12	3 hours	7	5	12	3,997
25	10/02/05	Training on Seed Policy for staff	Osh						
26	04/03/05	Soil Lab Open House Day	Osh	14	2,5 hours	11	3	14	4,023
27	11/03/05	Soybean Production Training	Osh	13	2 hours	11	2	13	4,036
28	29.03.2005-31.03.2005	CPP Applicator Certification Program	Osh	35	(3 days) 20 hours	30	5	35	4,071
29	15/04/05	CPP Round Table Osh	Osh	36	3 hours	24	12	36	4,107
30	09.05.200-13.05.2005	Trade Mission to the China Central-South Asia Economic Trade And Commodities Fair	Kashgar, China	6	32 hours	5	1	6	4,113
31	14/06/05	Vegetable Field Day	Jalalabat	174	2,5 hours	148	26	174	4,287
32	16/06/05	Vegetable Field Day	Osh	115	2,5 hours	83	32	115	4,402
33	21/06/05	Vegetable Field Day	Batken, Karavan village	120	2,5 hours	75	45	120	4,522
34	22/06/05	Cereal Field Day	Batken, Uch-Korgon	111	2,5 hours	73	38	111	4,633
35	24/06/05	Dry-land cereal Field Day	Uzgen	60	2,5 hours	48	12	60	4,693
36	30/06/05	Field Crops Field Day	Karasuu	127	2,5 hours	93	34	127	4,820

#	Date	Training Topic	Notes/Presented by	Attendance	Duration (hours)				
37	18/07/05	Soybean processing, Soybean management	Israely consultant	8	4 hours	6	2	8	4,828
38	20/07/05	Melon field day	Shamaldysai, Jalalabat oblast	65	2 hours	50	15	65	4,893
39	04/08/05	Field day-Harvesting vegetables	Osh, Kyzyl-Kyshtak village	125	2 hours	94	31	125	5,018
40	18/08/05	Round Table- development of regional cooperation, Tajikistan, Kyrgyzstan	Arstanbob, Jalalabat region	88	1 hour	64	24	88	5,106
41	21/09/05	Cotton field day	Osh	40	3 hours	23	17	40	5,146
42	25/10/05	Planning and exchange the information with international organizations	Osh	18	4 hours	15	3	18	5,164
43	10/11/05	Agricultural cooperatives- "They Are Not What They Were Before!"	During the AgroExpo	31	1 hour	23	8	31	5,195
44	10/11/05	Credit for Small and Medium Enterprises	During the AgroExpo	30	1 hour	18	12	30	5,225
45	10/11/05	Designing and Quality Production of Wool Handicrafts	During the AgroExpo	40	1 hour	28	12	40	5,265
46	11/11/05	Leadership During These Times of Opportunity	During the AgroExpo	32	1 hour	24	8	32	5,297
47	11/11/05	Veterinary Products and Services	During the AgroExpo	45	1 hour	35	10	45	5,342
48	11/11/05	Youth in Agriculture	During the AgroExpo	27	1 hour	18	9	27	5,369
49	11/11/05	Value of High Quality Inputs and Farm Store Services	During the AgroExpo	32	1 hour	23	9	32	5,401
50	11/11/05	Crop Protection Product Uses and Safety	During the AgroExpo	53	1 hour	41	12	53	5,454
51	11.11.05-12.11.05	International seed growing development in Central Asia conference	During the AgroExpo	35	12 hours	31	4	35	5,489
52	12/11/05	Round table with deputies of Jogorku Kenesh and representatives of agro sector	During the AgroExpo	350	2 hours	228	122	350	5,839
53								0	5,839