



**Accelerated Microenterprise Advancement Project (AMAP)  
Business Development Services (BDS)  
under Indefinite Quantity Contract  
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**ACDI/VOCA CONSORTIUM  
Quarterly Performance Report No. 13  
October 1, 2007 to December 31, 2007**

**Prepared by  
ACDI/VOCA**

**Submitted to**  
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### **Accomplishments during this Quarter (October 1, 2007 – December 31, 2007)**

- Designed and conducted the Value Chain Development workshop in Cairo, Egypt December 3-6, 2007. USAID staff and implementing partners from 13 countries attended. Unique to this workshop, facilitators addressed specific issues that arise from operating in conflict-affected environments and particular challenges in reaching the very poor.
- Presented the Tanzania high-value export vegetables end market and country study findings at the national Agricultural Sector Review meeting in Tanzania on November 6, 2007.
- Completed the first draft of “Designing for Competitiveness” briefing paper.
- Contracted Gail Carter to work on the “Horizontal Linkages” and “Value Chain Governance” briefing papers. Continued revising “Horizontal Linkages” briefing paper with input from TO CTO.
- Reviewed the GMED India impact assessment baseline survey data and prepared the baseline report.
- Participated in the discussions on redesigning the Global Value Chain Learning Network. QED Group LLC and USAID/MD office will continue to redesign the “Learning Gateway.” The role of ACDI/VOCA is to be discussed with TO CTO at the AMAP Year 2 work plan meeting scheduled for January 11, 2008.
- Submitted the Kenya Impact Assessment report to USAID/Kenya CTO for review. Additional analysis and revisions will be completed under the K&P II task order in the next quarter.
- Started the development of value chain selection and analysis pages on microLINKS in a *wiki* format. The value chain selection page is drafted and posted online for internal team review. The value chain analysis page is currently being finalized. Both pages will continuously be updated.
- Submitted “Evaluability Assessment” Primer paper
- Coordinated the discussions between USAID/MD office, USAID/Tanzania, QED, Horticultural Development Council of Tanzania (HODECT) and ACDI/VOCA for a workshop designed to develop ideas and strategic recommendations for Tanzania's export horticulture sector. The workshop is planned to take place in the February-April period.
- Posted the draft value chain training curriculum on microLINKS on October 3, 2007.
- Presented the work of AMAP BDS and the associated GUC at the AMAP FS-hosted Microenterprise Development and Economic Recovery workshop on October 10, 2007.
- Conducted a field visit to the Mercy Corps GUC case study site in Serbia, October 22-26, 2007.
- Contracted Joan Parker to lead the development of the synthesis report on adapting the value chain approach to post-conflict environments and to develop conflict-related deliverables yet to be determined.
- Sent out draft GUC literature review for comments. Scott Kleinberg, AMAP EE CTO, requested to review the BEE section; conflict specialists and AMAP team members requested to provide general comments; and Joan Parker requested to suggest improvements to the structure of the report.
- Ten of the 11 GUC case studies were reviewed during the quarter and 6 were being finalized by year's end: IRC North Uganda Cotton, IRC Guinea Groundnuts, Mercy Corps Serbia Dairy, Chemonics Afghanistan Poultry and Grapes, OTF Rwanda Tourism and Chemonics Kosovo Dairy.

### **Issues Arising during the Quarter**

- With TO CTO concurrence, the value chain analysis and selection briefing papers were replaced with development of online *wiki* resource pages on microLINKS.
- Upon successful completion of three regional value chain workshops and based on the lessons learned from each, we decided to revisit the format of the future workshops and trainings in order to maximize impact and be responsive to different audiences and objectives.
- As a result of an After Action Review held on November 13, as well as discussions prior to and following this meeting, the format of the Learning Network was reassessed. Demand seems to be for a repository of resources and access to experts as and when needed, rather than an ongoing discussion. The Learning Gateway is therefore being designed accordingly.

### **Activities Planned for Next Quarter (January 1, 2008 – March 31, 2008)**

- Review the planned Year 2 work plan deliverables with TO CTO.
- Start planning for DC value chain training/workshops.
- Finalize the “Horizontal Linkages” and “Value Chain Governance” briefing papers.
- Finalize the “Designing for Competitiveness” briefing paper.
- Continue developing online value chain approach resource tools, including *wikis*.
- Conduct further research of data collected during the Kenya Impact Assessment completed under the Kenya ST TA task order. Rewrite the final report.
- Finalize and submit the final GMED baseline impact assessment report.
- Complete the review of full drafts of all 11 GUC case studies.
- Finalize the GUC literature review.
- Revise and update the value chain training curriculum based on the materials developed during the three regional workshops. Sessions applicable from workshops, such as the value chain framework will be integrated into the current training curriculum. New sessions, such as "Facilitation" will be part of "Workshop Synthesis Curriculum" which will be posted at microLINKS later in the year.
- Define and begin work on value chain finance, end market positioning/analysis and BEE deliverables.
- Continue working on preparations for the Tanzania horticulture workshop, which is scheduled to take place April 23<sup>rd</sup>, 2008.
- Provide detailed comments on the Tanzania Country Study to the TO CTO.