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# AGLINKS FINAL REPORT KYRGYZSTAN, KAZAKHSTAN, TAJIKISTAN, AND TURKMENISTAN

**CONTRACT NO. EDH-I-05-00004-00**  
**TASK ORDER NO. EDH-I-07-05-00004-00**

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# AGLINKS FINAL REPORT KYRGYZSTAN, KAZAKHSTAN, TAJIKISTAN, & TURKMENISTAN

## INTRODUCTION

The Regional Agricultural Linkages (AgLinks) Project was designed as a regional platform with the overall objective of increasing agricultural productivity in each of the five Central Asian Republics. The project was designed around a value-chain approach that focused technical activities along the interrelated economic activities linking production through processing to final consumers.

Targeted commodity sectors were selected for Kyrgyzstan, Tajikistan, Turkmenistan and Uzbekistan based on their unique country situations and competitive advantages. For each of the four countries AgLinks identified a limited number of core agricultural commodities with which to work and target of opportunity commodities to respond to emerging market opportunities. All of the core commodities were in the horticulture and dairy subsectors. The fifth country, Kazakhstan, did not have the full complement of potential value-chain actions and was considered as a higher-income, growing target market for agricultural products originating in the other four countries.

The project start-up began in early August, 2007. On July 25, 2008, USAID informed DAI of the partial termination for Government Convenience of four AgLinks country programs in Kyrgyzstan, Kazakhstan, Tajikistan, and Turkmenistan. USAID requested that DAI submit a brief final report to emphasize lessons learned and important accomplishments. This final report is our response to USAID's request.

## CONSTRAINTS AND LESSONS LEARNED

- AgLinks was essentially five separate bilateral projects and not a regional program with the same activities in each country. Each country program was managed by a Country Director who was responsible for their own budget under the supervision of the COP. The Winrock country offices in Kazakhstan, Turkmenistan, and Tajikistan also had reporting responsibilities to the Winrock headquarters in the US. The multiple interests involved in the project at the national and regional levels led to different interpretations of project goals and objectives.
- The total budget of \$22.9 over 5 countries was modest considering the project goal to increase agricultural productivity in the region. The country budget allocations as prescribed in the RFTOP for Kazakhstan (6%) and Turkmenistan (11%) absorbed expatriate salaries and office overhead which constrained programmable funds. Kyrgyzstan, Tajikistan, and Uzbekistan accounted for 83% of the budget which applied equally was equivalent to \$6.3 million per country for a 4-year program. Significant project impact would have been problematic given this budget magnitude, and the high staffing costs. We agree with the design concept of strategic pilot interventions (with grants, subcontracts, and TA) that subsequently serve as demonstrations for other value chain actors to model. However, limited pilot interventions reduce the potential for demonstration impact.

The budget limitations affected the RFTOP design and USAID expectations of the project. For example, the COP in Bishkek was responsible for the technical program in Kyrgyzstan as well as overall project management. DAI proposed a DCOP to alleviate the unreasonably ambitious workload on the COP; in retrospect, even that proved to be insufficient. The demands on the COP and DCOP – management, administrative, financial, and technical – and a workload imbalance which did not materially alleviate pressure on the COP - contributed significantly to delayed implementation. A second DCOP was proposed in early 2008 to alleviate the problem.

A structural constraint that was not influenced by the RFTOP design was the allocation of nearly 50% of the AgLinks budget to Winrock. Winrock had fully staffed and operated AgLinks offices in Kyrgyzstan, Kazakhstan, Turkmenistan, and Tajikistan. Some of the office staff structures were oriented to administrative activities. The Winrock Country Managers were experienced and capable, and were responsive to the COP. However, they were also obligated to be responsive to Winrock home office technical and administrative requests that, on occasion, impaired project operations as directed by the COP. The problems were magnified by the geographic spread, but also different project management and operational philosophies of DAI and Winrock.

- Project management and oversight was complicated. Visa restrictions and delays, specifically to Turkmenistan and Uzbekistan, respectively, limited the ability of project management to travel. Multiple entry visas were not an option in some countries. Visa applications and residence permits required the applicant's passport further limiting travel.
- USAID AgLinks designers either moved to other USAID mission assignments or completed their tours shortly after the project award. The new USAID team in Almaty expressed views trying to bridge the various country-specific visions on project implementation that at times ran counter to the proposed design, and to the views of the USAID regional Activity Managers. This was clearly evident during the joint regional planning workshop in April.
- The April joint planning workshop was valuable. However, DAI should have planned the meeting in fall of 2007. Precious project planning and implementation time was lost as a result.
- The approval process for technical activities was slow, as was the technical approval process for the grants manual. Some implementation activities were postponed and a few cancelled as a result.
- Staff turnover was high; the COP, DCOP, Uzbekistan Country Director, Kyrgyzstan Country Coordinator, the Tajikistan Technical Specialist were replaced. Contributing factors were the historically low USD exchange rate that resulted in lower local staff salaries and restricted recruitment to second and third selections. Some of the changes were a direct result of the complexity of the program.
- Collaboration and synergies with other USAID projects such as Farmer-to-Farmer, Water Users Association Support Program and CAMFA allowed AgLinks to leverage its resources and were clearly beneficial to all project beneficiaries. The same holds true for cooperation with other donors including the World Bank, GTZ, SIDA, and Helvetas. While well intentioned, the collaboration did not yield significant results.

## KYRGYZSTAN – ACCOMPLISHMENTS AND KEY OBSERVATIONS

### DAIRY

Kyrgyzstan has about 1.1 million cattle (cows and beef cattle) tended by about 350,000 small farmers. The dairy herd produces about 1.2 million tons of milk with a farm-gate value of \$170 million. The smallholders sell production in excess of on-farm consumption to traders who then sell to three outlets: the local fresh market, processors and exporters. Export activities dominate in areas bordering Kazakhstan where Kazakh milk processors send tankers to collect raw milk. The dairy processing industry has been developing for the last several years rapidly while milk production has been relatively stagnant for two reasons. One, high competition among dairy processors and Kazakh traders for raw milk; the demand for milk is significantly higher than farmers can supply. Two, Dairy farmers are short of good quality feeds, other than the 4-5 large dairy farms that grow their own crops to use in prepared feeds. AgLinks selected the dairy value chain based on the proximity to Kazakhstan's growing market for dairy products.

AgLinks Kyrgyzstan collaborated with the nascent Dairy Association to improve the quality and volume of raw milk for processing<sup>1</sup>. The Project completed the first draft of a business development strategy for the Association. The draft strategy identified pilot dairy farms where AgLinks would support improved milk production based on better feed rations, animal health and management. Some pilots were to establish milk collection centers equipped with cooling tanks that could be purchased through cost-shared AgLinks grants. The pilot farms would be used as demonstration plots for other farmers.

One of the main issues the Project confronted was the lack of entrepreneurial thinking at all levels in the dairy value chain. The initial focus of the AgLinks dairy interventions was Chui oblast where proximity to Bishkek made for easier activity implementation and provided demonstration sites for easy access by Project visitors. However, the high level of development assistance for the oblast has created a mindset that donor projects are funding sources and that little or no investment by the business operators is expected. Also, business planning required by lenders or development organizations seeking to institutionalize sustainable business practices is not widespread. Our observation is that beneficiaries tend to shop their opportunities to potential donors rather than to develop a business strategy and plan. Most beneficiaries are resource driven; not market driven.

The raw milk market in Chui oblast is dominated by Kazakh buyers that are able to out bid Kyrgyz buyers for raw product as Kazakh processors have the competitive edge in scale, technology and markets. Kyrgyz processors in the border areas may be able to compete by developing creative and cooperative business strategies, but the outlook is uncertain.

Farmers lack sufficient knowledge of livestock management and health and do not realize its importance to increased livestock productivity. Demonstrations and study tours within Kyrgyzstan and the Central Asian region are essential. Farmers need practical off-site learning by observation in addition to on-farm training in their area. The problem is made worse by increased fuel prices and higher feed prices resulting from the harsh winter. These factors will drive Kyrgyz farmers to cull their herds rather than incur higher input costs particularly in advance of the coming winter. The outlook for dairy and beef livestock is bleak.

In 2008, the new Veterinary Law was adopted and an implementation plan prepared by the World Bank and Food Security Program specialists. One of the implementation plan activities was the development of

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<sup>1</sup> Refer to the Activity Table at the end of this report for a summary of AgLinks activities in the four countries.

veterinary curriculum for different target groups such as private veterinary practitioners, state veterinary specialists, and livestock farmers. AgLinks expressed its willingness to develop the dairy veterinary curriculum for private veterinary practitioners. AgLinks was to design the veterinary curriculum for Training of Trainers (ToT) that would be delivered to large scale farm vets in Bishkek. Then the curriculum for small scale farmers would be developed. Farmers would sign contracts with the vets to provide vaccinations, treatments, sanitation measures, etc. If successful the Bank intended to fund both ToT and training of village vets across the country.

## **FRUITS AND VEGETABLES**

The annual value of output of the fruit and vegetable processing sector is about \$25 million with good upside potential. The major constraint is a lack of fresh fruits and vegetables for processing as many risk averse farmers have not switched from cereal production to high value vegetables.

The Association of Fruit and Vegetable Enterprises (AFVE) with 27 members is more focused on donations and subsidies than industry development. The Association has benefited from much donor assistance, but has yet to define a strategy and hire staff to guide the Association members in implementing a strategy. It has also not institutionalized any of the recommendations and expertise received over the years. AgLinks support included the purchase of bottle caps used in the processing line, development of a 5-year Association workplan, and RAF training. AgLinks was also assisting the AFVE to improve linkages to Kazakh buyers by planning for attendance at the Kazakh Food Expo 2008 in November. AgLinks was to design a marketing plan for differentiation of *Taste of the Sun* branded products as members are responding to the minimum quality standards the AFVE has set. Processors are not improving quality to exceed the AFVE standards to differentiate their products.

Kazakh competition for fresh fruits and vegetables is keen. Unless Kyrgyz processors can improve their competitive position through quality improvement and lower production costs, they will lose market share.

## **SEED**

Most seed available in Kyrgyzstan is illegally imported from China. The seed law of Kyrgyzstan requires that new crop varieties be registered through the Variety Testing Department. AgLinks supported participation by the Central Asian Seed Association in the International Seed Industry Exposition (CISIE) June 2008 in China. The purpose was to develop business cooperation and agreements with seed suppliers. The group met with more than forty Chinese, Indian, Pakistani, South Korean and Indonesian seed enterprises. Among those, four international companies started preparation for variety field testing of vegetables, hybrid melons, and maize for Southern and Northern Kyrgyzstan. The group found high interest to establish a Kyrgyz-Chinese Association of Modern Agricultural Technology that would attract new varieties and hybrids, high quality crop protection products and application equipment, and livestock and veterinary products and equipment.

## **WHEAT**

USAID Kyrgyzstan, the Ministry of Agriculture and other donors have expressed concern about food security and requested AgLinks involvement in this sub-sector. The Project was planning to establish a working group with stakeholders interested in a realistic assessment of Kyrgyzstan's productive capacity and other issues that could identify the best point(s) of entry for AgLinks intervention to ameliorate the

problem. AgLinks analyzed the Bumpers Amendment and found no basis to restrict AgLinks from working in wheat. The USAID office in Bishkek then obtained clearance to add wheat to AgLinks commodity targets of opportunity.

### **AGLINKS PARTNERS AND BENEFICIARIES**

The World Bank, Food Security Program, GTZ and TICA proved to be willing and effective partners of AgLinks. These partners would have allowed greater leverage for AgLinks given the relatively small project budgets for the four countries.

We learned that project interventions can be perceived with suspicion by some stakeholders. For example, the Association of Dairy Enterprises was concerned about our intention to establish new milk collection centers. Patient face-to-face discussions overcame this problem and demonstrated the importance of communications.

Project interventions directly affecting small farmers almost always require additional financial support usually in the form of micro credit if sustainability is to be achieved.

### **TURKMENISTAN – ACCOMPLISHMENTS AND KEY OBSERVATIONS**

The core commodities were greenhouse production of tomatoes and cucumbers, and processed dairy products. AgLinks identified growing domestic demand for processed dairy products combined with the size of the small private processors that are well positioned to work with backyard dairy farmers. The AgFin+ Cheese+ program in north Tajikistan served as the prototype for organizing supply chains with backyard producers. Greenhouse vegetables were selected based on small but robust market channels linking producers to export markets in Russia and Kazakhstan based on the absence of government restrictions on exports.

### **PROCESSED DAIRY PRODUCTS**

AgLinks Turkmenistan worked with processors to establish raw milk supply linkages. Activities focusing on feed demonstrations, training for dairy veterinarians, and feed demonstrations began on July 7, 2008 on three farms. On July 30, 2008 two Tajik Vets from ZooVet Consulting arrived in Turkmenistan to conduct trainings, but returned to Tajikistan the same day.

### **GREENHOUSE TOMATOES AND CUCUMBERS**

Building off the AIT/FtF greenhouse project AgLinks purchased soil test kits and pH meters for a soil test lab for greenhouses. On July 25, in Gordjou (Ahal district), AgLinks conducted the official opening ceremony of the Soil Test Lab. 150 soil test kits and 15 pH meters were purchased. The purpose of this lab is to identify soil types, pH values, and fertilization and nutrient use recommendations. The FTF program is planning to open 2 more soil labs in Mary and Dashoguz District.

Other AgLinks Turkmenistan accomplishments include the following:

- 250 farmers trained in greenhouse construction and production
- Trial export of vegetables to Kazakhstan
- New packaging and new labels for export vegetables

## **KAZAKHSTAN – ACCOMPLISHMENTS AND KEY OBSERVATIONS**

AgLinks Kazakhstan focused on identifying internal and external market demand for agricultural products from CAR countries. Initial discussions with private sector firms (e.g., The Wholesale Club Ltd.), associations (e.g., Union of Food Products Producers of Kazakhstan) and various research companies (e.g., KazAgroMarketing, Center for Marketing and Analytical Research, BRIF and BISAM Research Groups in Central Asia) provided valuable information on market requirements.

Activities for the first year included market research, information dissemination, buyer/seller contact, and product acceptance tests.

AgLinks Kazakhstan identified at least six Local Service Providers (LSPs) in Almaty and Astana that expressed interest to cooperate with the program. One of these LSPs - BRIF Research Group in Central Asia – had signed a subcontract with AgLinks to examine Kazakhstan market for processed dairy products sourced from Kyrgyzstan. Another large wholesale buyer of foodstuffs in Kazakhstan, Wholesale Club Ltd. was a recipient of the first trial shipment of greenhouse vegetables from Turkmenistan. AgLinks Kazakhstan helped AgLinks Turkmenistan to air freight 1 ton of greenhouse cucumbers and 1 ton of tomatoes (in 5-6 kg cardboard boxes) from Ashgabat to Almaty for marketing through food importers /distributors.

AgLinks Kazakhstan continued cooperation with Wholesale Club for product deliveries to Arzan, a new wholesale hypermarket in Almaty that opened in July 2008. The Wholesale Club is interested in buying good quality table grapes, which they currently import from Chile, watermelons, melons, and other fruits and vegetables. AgLinks Kazakhstan was working with the other AgLinks regional offices to prepare trial shipments, discuss shipment details, including responsibilities of parties, shipment terms and conditions, sorting, grading, and packaging requirements.

The following subcontracts were not completed in Kazakhstan:

- Buyer Identification and Market Assessment in Western Kazakhstan for Turkmenistan Vegetables: identification of buyers and examination of market opportunities in Western Kazakhstan for Turkmenistan vegetables.
- Fresh Fruit and Vegetable Market Potential in Kazakhstan: examination of the Kazakhstan market for fresh fruit and vegetables sourced from Uzbekistan.
- Dairy Market Potential in Kazakhstan: examination of the Kazakhstan market for processed dairy products sourced from Kyrgyzstan.
- Processed Fruit and Vegetable Market Potential in Kazakhstan: examination of the Kazakhstan market for processed fruit and vegetables sourced from Kyrgyzstan.

## **TAJIKISTAN – ACCOMPLISHMENTS AND KEY OBSERVATIONS**

AgLinks in Tajikistan selected three value chains; apricots, lemons, and table grapes. Tajikistan produces apricots with high sugar content which are in high demand in export markets. However, Tajikistan lost its edge in the regional apricot market to China, Iran and Turkey, owing to a lack of sanitation and industry standards and consistency in sizing, grading, and packaging. Lemons also possess high export potential. A large number of villages along the Afghan border are dedicated to lemon production, but the absence of a packing house and cold storage facility for lemons have been limiting factors. Grapes represent a fast

growing value chain, and vineyards require neither extensive technical inputs nor large investments under traditional cultivation methods. AgLinks was to focus in the introduction of best practices and low-cost technologies to increase yields and returns.

AgLinks in Tajikistan identified seven key project partners including producers, processors and exporters of dry apricots, grapes, lemons, onions, tomato, melons, and water melons for collaboration. Six of these project partners participated in PRODEXPO in Moscow in February. The participants were exposed to high quality products from improved processing and packaging, and gained an understanding of the constraints and opportunities of the Russian market. Marketing contracts were signed for lemon and apricots. Two project partners attended AgFair in Kunduz City, Afghanistan during June 2008 to identify Afghan buyers.

AgLinks was able to change the behavior of some farmers and firms producers towards the value chain development through the market driven production. Some project partners that received AgLinks support were prepared to accept the risk of a large capital loan to expand and improve their businesses.

An important lesson learned in AgLinks Tajikistan is that study tours outside the CAR region are a critical tool to demonstrate improved production, post-harvest handling, packaging, processing, and marketing techniques.

## **MELON DEMONSTRATION PLOT**

AgLinks implemented a demo plot project for improved disease resistant varieties of melons and watermelons, grown from seed imported from the US and Europe to test production as well as market acceptance. The demo plot project was implemented in collaboration with Khujai Nur and Umedi Saidburhon Water User Associations. The output was sold through the Paikar supermarket at about \$1.50 per melon. The WUA considered the demo a success and plans to produce 40 ha next year.

## **GRAPES**

Abdurashid Homidov, the Chairman of the Askarali Mirzoev Farm Association, an AgLinks partner, was prepared to self-finance the construction of a medium size juice processing facility. Mr. Homidov was willing to make this investment after participating in the PRODEXPO visit, and receiving training on proper cultural, harvest and post harvesting practices provided by a FTF expert.

## **APRICOTS**

AgLinks helped the Tajik Fruit Company, an exporter to the US and Europe, develop a business plan to present to the EBRD for funding to expand operations with new processing and packaging facilities. AgLinks also provided training in cultural, harvest and post harvesting practices. AgLinks was able to demonstrate that through improved apricot pruning techniques yields could almost double. AgLinks attempted to develop a Customized Farming Operation (CFO) operational in apricots. The CFO concept is based on an agricultural extension services provided by fee for service providers. However, the CFO concept did not find clear support from potential partners and targeted beneficiaries.

## **LEMONS**

About 20,000 tons of Mayer variety lemon is produced in Tajikistan. The lemon is in high demand in export markets. AgLinks supported the Umedi Saidburhon Water User Association in Kumsangir district

to develop a business plan to apply for an EBRD loan to build a packing house for lemons. The manager of the WUA decided to apply for the loan after participating in the PROEXPO trade show.

## **ONION**

AgLinks training on proper cultural, harvest and post harvesting practices was timely for onion growers this last season. Yields were reported to increase by 40%.

## **TOMATO**

AgLinks developed a CFO operational plan for Geha Foods, a tomato processor. Geha Food originally invested 7.5 million Euros for a tomato processing facility in an area that did not grow tomatoes. AgLinks recommended that Geha buy an indebted and out-of-date tomato processing facility and transfer the equipment from the Geha's current plant. Geha plans to relocate the plant in the fall.

## **PERSUAP**

AgLinks contracted with a local firm to investigate local pest management practices, pursuant to USAID's requirement for a comprehensive study of all pesticides used in the agricultural sectors covered by the project. AgLinks project staff intended to use the study's results to generate flyers for broad dissemination regarding best practices in integrated pest management, including the use of applied and sprayed products; the differentiated roles of pesticides, fungicides, and fertilizers; and inexpensive alternatives to expensive inputs.

## **CREDIT/FINANCE**

Several International NGOs are working in agriculture and agribusiness in Tajikistan but none have been able to facilitate a major loan for farmers or processors. Uncertainty regarding loan servicing is the main reason. However, AgLinks worked with three entities to prepare business plans and loan applications to obtain EBRD of up to \$700,000 each; TFC for apricot processing, the Umedi Saidburhon WUA for lemon packaging, and the Askarali Mirzoev Farm Association for processing of grape juice. AgLinks team met with representatives of Agroinvestbank, EBRD and Imkon Microinvestbank to discuss the loan terms for the project partners. The TFC business plan was ready for submission to the EBRD and the business plan for the Farm Association was being developed.

RAF II training was conducted in collaboration with CAMFA II. Participants included representatives of financial institutions, international donors, farmers, processors and intermediaries. AgLinks was in the process of constructing two solar greenhouses in Kumsangir and Shahrituz based on loans from the EBRD funded BAS project. BAS offered to lend up to 50% of the capital requirement which included business plans, consulting services, and provision of TA.

**TABLE 1: ACTIVITY – KYRGYZSTAN**

Number	Activity	Due Date	Budget	July 25 Status
KYR-A	Apple VC Assessment	Oct-07	\$28,000	Completed
<b>Core Activities</b>				
KYR-B	Feed Perspectives Study	Nov-07	\$975	Completed
KYR-01	Association of Fruit & Vegetable Enterprises (AVFE) General Assembly	Jan-08	\$8,750	Completed
KYR-04	AVFE Twist-off Caps Purchase	Apr-08	\$42,185	Completed
NA	AFVE Attendance at Kazakh Food Expo	Nov-08	AgLinks staff time	Not Completed
NA	Design Marketing Plan for AFVE Taste of Sun Brand	Aug-08	AgLinks staff time	Not Completed
KYR-06	WorldFoodKaz	Jun-08	\$7,784	50% Completed
KYR-05	Seed Expo - Hunan	Jun-08	\$10,913	Completed
KYR-07	Plant Protection Training	Jun-08	\$1,763	Completed
KYR-D	Agribusiness Workshop	Dec-07	17,640 KGS	Completed
<b>Targets of Opportunity</b>				
NA	Bumpers Amendment Waiver for Wheat Assessment	Jun-08	AgLinks staff time	Completed
Cross Cutting				
KYR-C	Ag Finance Working Group Mtg	Dec-07	NA	Completed
KYR-02	RAF Training for AFVE & Dairy	Feb-08	\$5,485	Completed
KYR-03	RAF Trainer & Travel	Feb-08	\$15,000	Completed

**TABLE 2: ACTIVITY – TAJIKISTAN**

Number	Activity	Due Date	Budget	July 25 Status
<b>Core Activities</b>				
TAJ-A	Apricots, Grapes & Tomatoes VC Assessment	Oct-07	\$800	Completed
TAJ-B	Khojand satellite office	Nov-07	\$43,674	Not Completed
TAJ-C	Lemons, Onions & Melons VC Assessment	Jan-08	\$4,845	Completed
TAJ-01	PRODEXPO 2008	Feb-08	\$32,352	Completed
TAJ-02	Apricot Pruning - FtF	Mar-08	\$500	Completed
NA	Melon & Watermelon Demo Plot	Mar-08	AgLinks staff time	Completed
TAJ-03	PERSUAP	Aug-08	\$33,596	Completed
TAJ-06	Apricot Post Harvest Technologies	Jul-08	\$1,660	Completed
TAJ-05	Onion Production Training - FtF	Jun-08	\$700	Completed
NA	FtF Grapes Training	Jul-08	\$500	Completed
NA	FtF Drip Irrigation Training	Jul-08	\$170	Not Completed
NA	Develop Business Plan for Tajik Fruit Company	Jul-08	AgLinks staff time	Completed
NA	Develop Business Plan for WUA	Not Planned	AgLinks staff time	Not Completed
<b>Targets of Opportunity</b>				
NA	Afghan Agfair	Jun-08	\$60	Completed
<b>Cross Cutting</b>				
TAJ-04	RAF II	Apr-08	\$4,298	Completed

**TABLE 3: ACTIVITY – TURKMENISTAN**

Number	Activity	Due Date	Budget	July 25 Status
<b>Core Activities</b>				
TRK-01	Ag Policy Review	Apr-08	\$30,000	Cancelled
TRK-02	Village Vet Training	Nov-08	\$13,332	Not Completed
TRK-03	Vet Study tour	Sep-08	\$11,513	Not Completed
KAZ-04	Trial Shipment - Vegetables to Kazakh With New Labels & Packaging	Mar-08	\$12,000	Completed by AIT
NA	Farmers trained in Greenhouse Construction & Production	NA	AgLinks staff time	Completed

**TABLE 4: ACTIVITY – KAZAKHSTAN**

Number	Activity	Due Date	Budget	July 25 Status
<b>Market Linkage Core Activities</b>				
KAZ-A	Potato Market Survey in Kazakhstan and Russia	Oct-07	AgLinks staff time	Completed
KAZ-B	Analysis of Distribution Channels in Kazakhstan	Nov-07	AgLinks staff time	Completed
KAZ-01	PRODEXPO 2008	Jan-08	\$32,352	Completed
KAZ-C	Vegetable Market Study in Turkmenistan	Feb-08	AgLinks staff time	Completed
KAZ-D	Trial Shipment of Vegetables from Turkmenistan	Mar-08	\$12,000	Cancelled
KAZ-02	Dairy Market Survey	Sep-08	\$78,521	Not Completed
KAZ-03	TRK F&V to Western KAZ Market Survey	Jun-08	\$12,000	Not Completed
KAZ-04	UZB F&V to KAZ Market Survey	Jun-08	AgLinks staff time	Not Completed
NA	Preparation for GulFood Exhibition	Feb-09	NA	Not Completed
NA	Kazakh F&V & Dairy Buyer Visits to Kyrgyz	Jul-08	NA	Not Completed
NA	Sample Shipments - Tajik Dried Apircots	Jun-08	NA	Not Completed
NA	Sample Shipments - Tajik Grapes	Aug-08	NA	Not Completed
NA	Sample Shipments - Uzbek melons	Aug-08	NA	Not Completed