

**FARMER-TO-FARMER
CAUCASUS**

FIVE-YEAR REPORT

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ACDI/VOCA
CAUCASUS - ARMENIA, AZERBAIJAN, GEORGIA,

Executive Summary

This final Farmer-to-Farmer report covers the five year reporting period from FY04 through FY08. The report highlights the opportunities that the FtF Caucasus team has capitalized upon, constraints to their implementation, as well as the general FtF activities.

The ACDI/VOCA, Land O'Lakes, and Winrock International Farmer-to-Farmer (FtF) Consortium focused on strengthening five components of the producer-to-market agricultural system:

- Farm production;
- Post-harvest handling;
- Intermediate and final processing;
- Retail and wholesale sales;
- Local, regional and export markets.

The FtF Caucasus Consortium efforts were focused on the three former-Soviet republics of Armenia, Georgia and Azerbaijan and 290 short-term technical assistance assignments were completed in the region over the LOP. As such, country offices were based in the capital cities of Yerevan, Tbilisi and Baku, respectively. To maximize our direct assistance, the program targeted weak links in the value chains of their respective sectors. In this manner, FtF Caucasus customized the traditional tools of the program to fit each country's inherent demand for strategic value chain interventions. Through these 290 assignments the Consortium worked with 284 new hosts.¹

Overview of Experience

Throughout the reporting period, the FtF Caucasus program retained its unique people-to-people orientation by providing direct assistance in pursuit of three major objectives, namely:

Objective 1: The sustainability of private agricultural enterprises,

Objective 2: Technical assistance and training of agricultural service organizations,

Objective 3: Organizational development, business development, and financial services development of rural financial systems.

Starting from October 2004 the consortium of ACDI/VOCA, Land O'Lakes and Winrock International implemented Farmer-to-Farmer Project in Caucasus. The initial end date of the project was September 30, 2007. In May 2007 USAID granted a one-year extension to the program. This timeframe was extended again to December 31, 2008 as a result of the war in Georgia.

Within this extended period, the Consortium fielded 290 volunteers across the region. FtF Armenia fielded 104 assignments, FtF Azerbaijan 92 assignments, and FtF Georgia 94 assignments over the five-year period. This total number of assignments represents a completion

¹ This number represents the total number of new hosts assisted throughout the project. It does not account for follow-on assignments with repeat hosts. The total number of hosts is therefore significantly higher.

rate of 98% of the planned assignments for the region. The average volunteer per day cost for the region was \$925.

Table 1: FtF Caucasus Volunteers by Sector

FtF Caucasus	LOP Totals <i>Planned</i>	LOP Totals <i>12/31/08</i>	Percent of Plan Completed
Total Volunteer assignments	297	290	98%
Assignments by Objective Area			
Livestock / Dairy	115	101	88%
Fruit / Vegetable	97	106	109%
Grain Sector	30	25	83%
Apiculture/Honey Production	9	6	67%
Rural/Financial Services	9	8	89%
Agricultural Service Organization (ASOs) Development	37	44	119%

As stated above, focus areas were tailored to fit the needs of the specific countries and changes to these foci were similarly country-specific. As can be seen in Table 2, assignments were not implemented in the Apiculture/Honey Production Focus Area until year four of programming. Apiculture and Honey Production became a focus area only in year four of programming after it had been identified as a sector with significant potential for development, particularly in Azerbaijan. Prior to this designation, any apiculture assignments were included in the Livestock and Dairy Focus Area.

Moreover, the focus on the grain sector and rural/financial services declined over the five years of programming. Specifically, the Rural/Financial Services Focus Area was phased out in all three countries. In Armenia this category was very limited as a focus area, with only two assignments being fielded over the life of the project, largely a result of a lack of demand and the decision to focus of resources on the Livestock and Dairy Focus Area and the Fruit and Vegetable Focus Area. In Azerbaijan the Rural/Financial Services Focus Area was phased out in year four with the launch of USAID's SME Support through Financial Sector Development Program. With the start of this program it was believed the FtF technical assistance would be better utilized in the other focus areas. Georgia completed only one assignment in this sector throughout the course of the reporting period and it was not a focus area as of year five of the program, as it was felt FtF resources could be more effectively utilized in other focus areas until the overall structure and attitude of financial institutions became more favorable towards farmers. Additionally, in Georgia, ASO development was not part of the FtF technical assistance

in years four and five given the lack of government support for institutions and the addition of political tensions that even further limited governmental support and focus on reform of this sector.

Table 2: Volunteers per Sector by Year

Sector	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Livestock & Dairy	26	17	27	16	15	101
Fruit & Vegetables	30	22	15	19	20	106
Grain Sector	11	6	3	4	1	25
Apiculture/Honey	0	0	0	4	2	6
Rural/Financial Services	2	4	1	1	0	8
ASO Development	4	9	12	8	11	44
Total	73	58	58	52	49	290

Political instability in the region, and particularly in Georgia, has been an issue throughout implementation. As a result of these tensions FtF Caucasus did not place volunteers in some areas, including in the disputed Nagorno-Karabakh area or in the Abkhazia and South Ossetia regions in Georgia. Within Georgia political tensions were a major issue. In addition to the tensions in Abkhazia and South Ossetia that prevented assistance to these regions, political demonstrations from October through November 2007 led to a State Department warning against travel to Georgia and to the cancellation of assignments. In FY 08 the war between Russia and Georgia again resulted in the cancellation of assignments in Georgia.

ARMENIA

Summary of Major Outputs and Accomplishments

Over the life of the project, Armenia's economy has grown at double-digit rates, with an average annual growth rate above 13 percent. In the first six months of 2008 GDP grew at 10.4 percent, although at a slower pace compared to 2007 as a whole. As in the previous three years, growth continues to rely on non-trade sectors, with construction and services as the main contributors. Growth in agriculture has declined significantly to around 2 percent, from 9.6 percent in 2007. At the same time, inflation accelerated. Macroeconomic risks have intensified due to several factors, including negative changes in terms of trade driven by high international energy and food prices, less favorable international financial markets, further concentration of growth in non-trade sectors, continuing export contraction, and pervasive price rigidities in product markets.

Despite relatively slow growth rates, agriculture remains one of the most important sectors of the economy. In the recent years the Government of Armenia has increased its efforts to promote technological innovation in agriculture and more investment in it. However, yields still largely

depend on weather conditions. In addition, the deteriorated rural road network continues to remain a major bottleneck in the development of the sector. To address the slow growth of incomes in agriculture the Government of Armenia has developed a new agricultural development program, which also addresses food security issues in the country. In particular, the government has started several pilot subsidy programs to farmers. Despite these efforts, there are still many areas that need support from government and international organizations, including investment in rural infrastructure (irrigation, roads), promotion of innovation and marketing, advancing research and development, etc.

The Consortium has implemented the Farmer-to-Farmer Project in Armenia since October 2004. As stated above, the initial end date of the project was September 30, 2007. Through the extensions discussed above, the project end date was extended to December 31, 2008. Technical assistance targeted four focus areas: Livestock and Dairy, Fruit and Vegetables, ASO Development and Rural/Financial Services.

From 2004-2007 FtF was the only project implemented by ACDI/VOCA in the country. Despite the small staff and limited resources, FtF was able to implement a large number of successful projects in the country and FtF technical assistance was always in high demand. Over the past five years, the FtF Armenia program fielded 104 volunteers who assisted 99 new host organizations. The total number of volunteers for the five-year program exceeded our original country program goal with the completion of two additional assignments.

Table 3: Volunteers by Sector

ARMENIA	LOP Totals <i>Planned</i>	LOP Totals	Percent of Plan Completed
Total Volunteer Assignments	98	104	106%
Assignments by Objective Area			
Livestock / Dairy	42	40	95%
Fruit / Vegetable	29	37	127%
Rural/Financial Services	3	2	66%
Agricultural Service Orgs	23	25	107%

In February 2007 ACDI/VOCA began implementation of the Water to Market (WtM) project as part of the MCA. FtF Armenia has closely cooperated with the Water to Market Activity, which has been mutually beneficial for both projects. Assignments identified and developed in collaboration with WtM are of high priority for FtF Armenia, as leveraging financial and technical resources has allowed both projects to generate higher impact and better results. FtF

Armenia has worked with the WTM high-value agriculture component, providing technical assistance to a number of their clients, which is a valuable contribution to their activity. Despite strong appreciation of the local currency during the last three years and high inflation rates, especially during the last two years, which considerably reduced the funds available in local currency terms and also added to the costs of the projects, FtF Armenia was able to keep the volunteer cost at a five year average of \$879 per day.

From October 2004 to September 30, 2008, volunteers collaborated with a total of 99 new organizations comprising 56 private enterprises, 42 organizations and NGOs, and one financial institution.

Table 4: New Hosts Assisted by Organization Type

	2004	2005	2006	2007	2008	Totals (I-V)
Total New Host Organizations	22	23	23	17	15	99
Host by Organization Type:						
Private Enterprises	11	8	15	11	11	56
Organizations & NGOs	11	11	7	7	6	42
Credit & Finance	0	1	0	0	0	1

The program expanded the impact per volunteer by creating assignments where volunteers would work with multiple hosts needing similar types of assistance. Hosts who participated more than once in the program had demonstrated that the potential impact of collaboration with them warranted more than one assignment. These were typically the hosts that received step-by-step assistance in the different stages of their activities and were willing and financially capable of implementing recommendations. Among the most frequently visited hosts were the Greenhouse Association, Shen, Green Lane, Institute of Botany in the fruit and vegetable and ASO sectors.

The location of the technical assistance assignments implemented by FtF Armenia covered all 10 *marzes* and Yerevan area of the republic. While selecting the potential host organizations, special priority was given to the ones located in regions with the highest poverty and unemployment rates and to the bordering areas. In particular, FTF prioritized assignment requests from Gegharkunik *marz*, where, according to the Statistical Service of Armenia, the poverty rate is the highest in the country. Another focus of FtF was promoting farming, crop production and non-farm agricultural activities in the mountainous areas of Armenia. Greenhouse production was identified to be one of the most efficient sectors, with high development potential in those areas.

Summary of Work by Focus Area

As stated above, according to the work plan developed in 2004, FtF Armenia chose the following sub-sectors that were most applicable for FtF assistance each year as indicated in Table 5 below:

Table 5: Volunteers by Sector and Year

Sector	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Livestock & Dairy	11	7	11	6	5	40
Fruits & Vegetables	9	7	6	6	9	37
Agricultural Support Organizations	2	5	6	5	7	25
Rural/Financial Services	0	1	0	1	0	2

Livestock and Dairy Focus Area

During the LOP, FtF implemented 40 assignments in the Livestock and Dairy Focus Area. During the lifetime of the project FtF continuously supported the industry by addressing issues in all stages of the value chain, including dairy cattle breeding and nutrition, dairy and cheese production and marketing, hog farm design, slaughterhouse operation and sausage production.

At the start of the five-year program meat and dairy were top export products from Armenia, and FtF sought to support the industry by addressing producer-to-market agricultural system issues at most stages of the value chain. Within the dairy sector, FtF Armenia sought to introduce new products to the country, increase production capacity, and improve the quality of production and packaging to increase market sales. A lack of up-to-date technologies was also identified as a major issue in the country. FtF volunteers therefore provided technical assistance throughout the value chain, with 37 of the 40 assignments in this focus area falling under the technology transfer category. As a result of FtF interventions, new cheeses including mascarpone, ricotta, gouda, feta and spreadable blue cheese have been introduced into the dairy industry and the quality of previously existing cheeses and dairy products has been enhanced.

The major challenge facing the livestock industry was food safety and sanitation issues. The industry had a lack of well-designed slaughtering facilities and poorly-regulated slaughter operations, both of which resulted in poor meat quality. In the course of the project the government succeeded in implementing standards for the livestock industry. As a result of this change FtF provided technical training to hosts on HACCP implementation.

Another challenge the industry faced, which FtF sought to address over the five years, was a lack of variety in processed meat products offered by local producers, with a significant portion of sausages and hams being imported from other countries. In FY 06 FtF Armenia provided technical assistance to the GGG Company, a new client for FtF Armenia which has been quite successful in meat processing for the past few years, supplying the market primarily with cooked

and smoked sausages and various types of hams. To strengthen local producers' positions in the market and promote the development of domestic production, FtF Armenia provided GGG with a volunteer specialist to introduce production technology for new types of sausages, particularly uncooked smoked sausages.

FtF volunteer Glenn Schmidt observed that the problems the company faced in production of certain raw-smoked types of sausages were the lack of adequate temperature control in cold and drying rooms, smokehouses, poor control of relative humidity and product pH. He also noted that the company needed to evaluate its product-handling procedures to keep products and product containers off the floor; he recommended the acquisition of easily cleanable carts and tables to help resolve this issue.

FtF Armenia has been very flexible in its activities, promptly responding to the changes in the sector. The major change experienced in this focus area was the Avian Influenza scare in 2005. The U.S. Embassy, USAID Armenia and the Ministry of Agriculture of Armenia requested technical assistance to assess the country preparedness for detecting, diagnosing, and containing the influenza after the outbreak of the epidemic in the region (Turkey, Ukraine, Russia, Azerbaijan). FtF Armenia was the first to respond to the request for assistance. Within ten days of the request a highly-qualified expert was identified and fielded to conduct a rapid assessment of agricultural procedures, identify the appropriate equipment needed to detect the HPAI cases and train the Ministry of Agriculture inspectors on how to carry out a farm inspection. In addition to this assignment, USAID provided additional funds to FtF Armenia to implement two consultant assignments during this period to continue to support Armenia's response to the disease outbreak. Considering the urgency of the matter that was the best utilization of FtF resources for the agriculture of the country.

As a result of this work, the FtF Program and ACDI/VOCA were instrumental in reversing the threat of Avian Influenza by working to prevent spread of the disease and to educate the population of Armenia. In the second half of FY06, based on recommendations developed by FtF volunteer and consultant Ms. Elizabeth Krushinskie, USAID, along with other donor agencies launched a special project aimed at establishing a sound system for pandemic prevention. The project supported the State Veterinarian Service and Armenian Ministry of Agriculture. Significant contributions by FtF and by ACDI/VOCA to the development of preventive measures and to education of Armenian population have been instrumental in containing AI penetration into the country and contributed to reversing negative trends in the poultry sector. Most of the objectives of this project were developed by FtF volunteer and consultant Elizabeth Krushinskie.

Fruit and Vegetable Sector

FtF Armenia devoted over 36 percent of its resources over the five-year reporting period to the Fruit and Vegetable Focus Area, completing 37 assignments. The major challenges facing the sector included weather, increasing production investment costs and the influx of inexpensive foreign natural juices, fruit and vegetable preserves and other processed products. Within this sector, FtF staff therefore worked to identify and mobilize assignments that would help companies and farmers raise production efficiency and overcome factors hindering successful sales and marketing of their products. By continuously working with producers and processors

as well as partner organizations to identify most effective assignments, FtF has been able to promote better economy, cleaner environment and efficient production.

FtF Armenia sought to increase local prices for fruits and vegetables as many farmers exported their goods only, while those who sold locally were confronted by consistently low local prices. Through volunteer technical assistance, FtF therefore worked to introduce and develop greenhouse production, organic disease control methods, orchard growth employing organic methods, seed grafting, and drip irrigation for greenhouses throughout the industry. Additionally, in recent years Armenian farmers have been introduced to and become increasingly interested in growing non-traditional and high-value crops. The implementation of the Water to Market Activity of MCA project by ACDI/VOCA provided an opportunity for collaboration in years four and five of the project and has had a positive impact in promoting the usage of new technologies by establishing demo farms in different regions. FtF has cooperated with WtM in this initiative and has implemented a number of successful assignments in this field.

As an example of this collaboration and focus on greenhouse production, in year four volunteer Dave Adams assisted two farmers, Simon Jamalyan and Ashot Hovhannisyanyan, who were also beneficiaries of the WTM activity, in plastic greenhouse design and operating guidelines. Being a mountainous country with a large number of sunny days during the year, Armenia has favorable conditions for greenhouse sector development. Traditionally all greenhouses constructed in Armenia are made of glass. However, the cost of glass greenhouses is very high and requires large investment in the start-up phase. Currently Armenian growers are more interested in building plastic greenhouses but lack of knowledge and experience with this new technology has resulted in many difficulties.

Mr. Adams assisted the farmers with the design of a cost-effective and efficient plastic greenhouse, including facility layout, site selection, efficient size, height, lighting, proper irrigation, and heating and ventilation systems. The volunteer also made suggestions on advanced plastic materials and technologies for the construction of long-lasting plastic greenhouses, and made recommendations on operational procedures and pest management to increase productivity. He presented the hosts with step-by-step instructions on plastic greenhouse construction. As a follow-up to this assignment Mr. Adams continues working from the U.S. by helping the farmers contact with manufacturers of desired plastic materials. It is envisioned that with the cooperation of WTM, a number of ready-to-assemble plastic greenhouses will be purchased from the U.S. and provided to selected farmers for demonstration purposes.

Agricultural Support Organizations Development

Armenia has the benefit of being a donor-rich environment compared to rest of the Caucasus, with easy registration for local NGOs. There is, therefore, a relatively large field of NGOs in the country. Within this, the agricultural services sector is rather broad and includes state and quasi-governmental organizations, NGOs, agricultural associations and unions. State organizations supporting agriculture include the Extension Services, the Agricultural Academy of Armenia and Regional Agricultural Support Centres (RASC) that are co-financed by the Armenian government and the World Bank. VISTAA Expert Center, Shen and Green Lane are very active NGOs. The community of agricultural associations is growing and now includes “organic production” and “consumer rights protection” associations. The Union of Agrarians and Peasants

of Armenia, the Federation of Agricultural Associations and Pak Grunt are the most aggressive in addressing agricultural issues and lobbying the government for changes and support.

Given this positive base, FtF Armenia sought to collaborate with ASOs in implementation of assignments and to augment the capacity of the existing ASOs. In particular, volunteer assignments worked to expand services, increase membership and revenue, improve business processes, develop needs assessments, promote organic farming, improve organizational efficiency, and build ASOs' capacity for fundraising.

FtF Armenia therefore actively cooperated with its established network of NGOs and associations, as well as WTM activity projects and their clients to expand ASOs' services, increase their membership, and improve their organizational efficiency. In the five years of programming, FtF completed 25 ASO assignments, working with 24 hosts. Since 2007 FtF has benefitted from the presence of WTM, which has high visibility and contributed to increased public awareness for FtF. The cooperation of these projects is very efficient, as WTM's large resources are combined with the highly-qualified expertise and client base of FtF. FtF staff has been in close contact with most of the active ASOs in Armenia through monthly visits and information exchange.

As mentioned above, FtF worked successfully over the five-year period with a number of repeat hosts, particularly within the ASO Development Focus Area. In years three and four FtF worked closely with the organic farms market ASO Green Lane; five assignments were completed with the organization. These assignments worked to increase the capacity of the organization, as well as to train the trainers to extend the impact of the assignment to Green Lane's members.

In year four Mr. James Krenek, an NGO financial service development specialist, assisted Green Lane in capacity building and effective management practices promoting organizational sustainability. The assignment also strengthened farmer field schools (FFS) and local extension research groups (LERG) established by Green Lane in the three regions of Armenia.

Mr. Krenek conducted trainings for Green Lane staff and members on financial sustainability, including identification of strategic and financial goals, recognition of target markets, identification of potential donors, and roles and responsibilities of staff and volunteers. He also created measurable benchmarks and a timetable for implementing, monitoring and evaluating the progress. He developed a work plan for members of the groups and for Green Lane. He assisted Green Lane's staff in developing methods for monitoring and evaluating progress and performance. Mr. Krenek also assisted Green Lane in identifying and meeting with potential donors. This assignment was a follow-up to a series of previous assignments conducted by ACDI/VOCA volunteers John Bobbe, Sylvia Erhard and Dora Rumsey.

Rural/Financial Institutions Development

FtF has cooperated with rural financial institutions to identify issues which can be addressed by FtF volunteers. However, FtF Armenia planned and implemented only two volunteer assignments in this sector because of lack of demand. The Kamurj micro-enterprise development fund (MDF) and CARD foundation received technical assistance in 2005 and 2007.

AZERBAIJAN

Summary of Major Outputs and Accomplishments

Over the life of the project, Azerbaijan's economy has seen unprecedented expansion. The country continues to be the world's fastest-growing economy given the export of oil to Western markets, magnified by today's record-high oil prices. Along with the oil reserves and associated wealth, the Azerbaijani Government as a whole and the Ministry of Agriculture continue the long struggle to put in place proper oversight and transparency to manage the inflow and expenditures of such wealth.

Boasting nine out of the 11 climatic zones and favorable extended growing seasons in a territory the size of the state of Maine, Azerbaijan supplied over one-third of all the Soviet Union's fruits and vegetables. The collapse of the Soviet Union precipitated the demise of the agricultural sector in Azerbaijan. The connection between buyers and sellers was lost, infrastructure deteriorated and productivity declined; agricultural output decreased by 50 percent from 1992 to 1994. Collective farms were privatized in the mid-1990s, resulting in a high number of small landholdings or "farms" (between one and five ha in size) operated often by inexperienced farmers. A decade later, these private farmers continued to lack modern equipment, knowledge of best practices and access to affordable quality inputs. The fragmented nature of the small farms reduced the purchasing power of individual farmers, who on their own could not afford to purchase equipment, supplies or inputs. This fragmentation has also reduced any economies of scale previously enjoyed on the collective farms, particularly in terms of distribution and marketing of agricultural products.

While over 45 percent of the population is engaged in agriculture, agriculture accounted for only 12 percent of the GDP in 2005 and only 6.2 percent in 2007. Over half of the country's land mass is devoted to agricultural lands. Primary crops include cotton, grain, rice, grapes, fruit, vegetables, tea and tobacco. Cattle, sheep, goats and pigs are the main livestock.

Table 6: Azerbaijan Agricultural Production 2001-2006, Selected Items ('000 metric tons')

CROP	2001	2002	2003	2004	2005	2006
Wheat	1,529	1,732	1,547	1,614	1,566	1,494
Vegetables	916	975	1,046	1,076	1,127	1,186
Grapes	68	62	65	55	80	94
Fruits	498	517	572	425	626	662
Potatoes	606	695	769	930	1,083	999
Barley	337	304	334	361	379	412
Cotton	84	80	100	136	197	130
Maize	117	128	143	153	151	146
Tobacco	13	3	5	7	7	5
Tea	1	1	1	1	1	1

Source: Asian Development Bank, *Key Indicators 2007*, Manila: ADB, 2007.

Despite this, however, it is not clear if Azerbaijan will become an agricultural product exporter or importer. As a major part of the non-oil sector, agriculture has good potential for export.

Product quality, however, is not adequate and local products are therefore being replaced with imported ones. In the past, Azerbaijani farmers were able to find markets for their products in Russia. This market is now threatened by the strict regulations imposed by Russia. Additionally, the agricultural sector in Azerbaijan is challenged by a lack of proper agricultural equipment, manual planting and harvesting techniques, lack of knowledge in disease control, and a lack of research into new varieties and development of new plant varieties.

Despite the challenges listed above, opportunities to reclaim its presence in the agriculture sector do exist. The Ministry of Agriculture has in place the State Program on the Development of the Agrarian Sector for 2007 – 2015. The overall program offers measures for the development of the agrarian sector, including the construction of warehouses for agriculture products, creation of wholesale markets, and the stimulation of export operations, including limiting some imported goods to spur import substitution.

In response to these challenges, the overarching goal of FtF’s work in Azerbaijan was to assist in increasing food production and distribution and improving the effectiveness of the farming and marketing operations of farmers. While the original award period was from FY2004 through FY 2007, a one-year extension was granted to the Caucasus program. During this five-year reporting period, 92 assignments were completed with an emphasis on increasing sustainability of private agricultural enterprises, increasing capacity of agribusiness support organizations’ (ASOs’) ability to achieve sustainable service delivery and advocacy, and strengthen rural financial systems’ ability to provide credit and other services to agricultural enterprises. In providing this assistance, FtF Azerbaijan completed 92% of its planned assignments, with a five-year average volunteer per day cost of \$848.

Table 7: Volunteers by Sector

AZERBAIJAN	LOP Totals <i>Planned</i>	LOP Totals	Percent of Plan Completed
Total Volunteer Assignments	100	92	92 %
Assignments by Focus Area			
Livestock / Dairy	24	21	88%
Fruit / Vegetable	36	31	86%
Grain Sector	21	19	90%
Apiculture/Honey Production	7	5	71%
Rural/Financial Services	5	5	100%
Agricultural Service Orgs	7	11	80%

In years one, two and three, apiculture assignments were part of the Fruit and Vegetable Focus Area, which is reflected in the aggregate numbers within both focus areas. In year four, as a reflection of its increasing importance and potential for growth, Apiculture/Honey Production became its own sector and became an integral part of our overall programming. This replaced Rural Financial Development, as the demand for assistance in this area decreased, in part as a result of new ACDI/VOCA programming addressing this sector.

Over the five-year reporting period, FtF Azerbaijan provided technical assistance to 94 new host organizations. Through piggy-back assignments and follow-on assignments with previous hosts, FtF was able to increase the impact of them to build on previous successes and volunteer recommendations.

Table 8: New Hosts Assisted by Organization Type

	2004	2005	2006	2007	2008	Totals (I-V)
Total New Host Organizations	25	18	17	18	16	94
Host by Organization Type:						
Private Enterprises	21	15	13	13	9	71
Organizations & NGOs	2	1	3	5	6	17
Credit & Finance	2	2	1	0	1	6

Summary of Work by Focus Area

As stated above, according to the work plan developed in 2004, FtF Azerbaijan provided technical assistance over the LOP in the following subsectors that were most applicable for FtF assistance: Livestock and Dairy, Fruit and Vegetable, Grain Sector Development, Agricultural Support Organization Development, Apiculture/Honey Production and Rural/Financial Services Development.

Table 9: Volunteers by Sector and Year

Sector	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Livestock & Dairy	7	5	4	2	3	21
Fruits & Vegetables	9	5	6	5	6	31
Grain Sector	8	4	2	4	1	19
Apiculture/Honey Production	0	0	0	3	2	5
Agricultural Support Organizations	0	1	3	3	4	11
Rural/Financial Services	2	2	1	0	0	5

Livestock & Dairy Focus Area

During the LOP, FtF implemented 21 assignments in the Livestock and Dairy Focus Area. Favorable climatic and environmental conditions in Azerbaijan provided farmers the opportunity to be very successful in livestock breeding. However, while products from this sector are in high demand, many of the livestock and dairy products are imported. FtF therefore sought to improve the quality and quantity of Azerbaijani products within this sector must improve in order to compete with these imports.

In line with individual consumer demand, many local processing plants are increasing and expanding their markets and products, which adds to the need for strengthened and quality farm production. Additional challenges FtF sought to address throughout the program include a lack of quality feedstock, limited laboratory capacity for disease diagnostics and breeding and selection techniques. Moreover, underutilization of artificial insemination, poor levels of ventilation and overall poor management of barns and corrals, lack of pastures available for grazing and the non-existence of winter pastures were other challenges facing this sector.

Quality feedstock has been a major obstacle to growth in the Azeri livestock and dairy industry. These sectors have not been maximized because the cattle often graze on alfalfa or grass only. Farmers and breeders are often unaware of the added value of mineral pre-mixes and feedstock that would result in higher yields and productivity. Additionally, feed processing facilities have not been well-developed to serve the needs of the farmers involved in cattle breeding. With the increased national herd in Azerbaijan there is a clear need to develop and further improve the feed manufacturing industry.

To this end FtF hosted several volunteers who assisted feed mills over time. One volunteer used National Research Council Requirements to help the owners/workers in these feed mills make a high-quality feed product. The volunteer demonstrated to the host how to use Microsoft Excel spreadsheets to document information feed information. The result of this was the development of feed formulation spreadsheets for both dairy and fattening beef cattle for the feed mill.

Overall, three mills were taught to use local, available products to make high-quality feed and to track the formulas of these feed mixes in a computer spreadsheet.

Cattle-breeding remains a significant industry, particularly within the southern and western regions of Azerbaijan. Artificial insemination, disease management, and other technical issues remain obstacles to further development of the industry. To meet these challenges, volunteers provided hands-on training and skills transfer on a number of technical issues including disease control, renovation and creation of cost-effective cattle farms, pasture management, AI, and bull exchange programs for breeding and grazing management. In addition, host farmers were introduced to new techniques in nutrition for bred and mature dairy animals, and for various dairy farm management issues such as milking, feeding and breeding.

During Soviet times, the region encompassing Lenkoran, Masalli, and Jalilabad was an important poultry and egg production center. After the dismantling of that system, broiler and egg production there went into steep decline. What remains today is a fragment of the past. However, there are some farmers who have grasped the opportunity to fill the void for these products and have begun to re-establish the industry, albeit small in scope and size. Before Avian Influenza hit, worldwide poultry development in Azerbaijan was gaining momentum and, as mentioned above, the southern region of the country was leading this development. Since poultry is not a land-intensive enterprise, this activity has low barriers to entry and the FtF Consortium fully expects this industry to continue its current rapid pace of growth. FtF conducted several poultry assignments in which volunteers addressed disease diagnosis, and proper medication for diseases, ration formulation and housing, among others.

Additionally, FTF Azerbaijan implemented one fish hatchery assignment where the volunteer provided technical assistance to apprentice fish producers by taking them to existing fingerling suppliers and recommending that they release the fingerlings into natural ponds by next spring.

Fruit and Vegetable Focus Area

Taking into account that Azerbaijan was known as the “fruit orchard of the Soviet Union” and continues to produce approximately 500,000 tons of fruit each year, support to this sector across the value chain was a priority. FtF Azerbaijan completed 31 assignments in the Fruit and Vegetable Focus Area over the five-year reporting period.

There were 43 canneries throughout the country in various states of disrepair after the collapse of the Soviet Union. Over time, some of these facilities were privately held and began operations again. Production focused primarily on tomato paste, natural fruit juices and apple concentrates. However, the majority remain idle, technologically outdated and in urgent need of working capital and investment. Many processors still use glass jars and bottles instead of plastic containers and UHT packaging that are less susceptible to damage during transit, have a longer shelf life and store better. There are two major food-processing areas in Azerbaijan - Guba for fruits and Lankaran for citrus fruits and vegetables. As crops are seasonal, many of the canneries process more than one type of crop.

Most fruit-processing facilities lack modern grades and standards certification (such as ISO and HACCP), which limits export potential. As a result, raw fruits have often been exported to

neighboring countries, such as Georgia and Russia, where value-added processing such as pickling, canning and drying takes place, and then the products are sold at a premium price. There is great growth potential for the fruit sector – from producers to processors, should such value-added processing take place within Azerbaijan. Fruit products would have lower costs considering the reduced distances from farm to processor.

With the food processing firms in their infancy, the early years of the FtF program focused heavily on production of kiwis, potatoes, grapes, strawberries, onions, among others. For those local processing plants that were in operation, they were challenged by the lack of high-quality inputs (tomatoes, for example) in sufficient quantities to support their operations. This further reinforced our strategy to focus on the production side early on.

One example of FtF's success in production was a "Production and Post-harvest Handling of Grapes" assignment conducted by FtF volunteer Patrick Byers. Mr. Byers assisted several communities in the Jalilabad, Masalli and Shaki regions by providing technical assistance and hands-on training in improving grape production. The farmers requested assistance in expanding their yields and introducing new high-yield grape varieties. Mr. Byers first observed the local growing environment, noting the lack of modern farm management skills throughout the region. To address this issue, which he saw as a significant obstacle to achieving the farmers' goals of expansion, a training session was held to address topics such as grape varieties, diseases, storage, drying and marketing to processors. These were all important subjects to help the hosts begin to improve their business management and incomes.

The kiwi fruit industry was also a focus of FtF production assistance. Like other citrus fruits kiwi fruit is rich in vitamins and is considered to be highly consumable fruit by Azerbaijan people. Moreover, being a niche product grown only in the southern part of Azerbaijan, it has the potential to be a very profitable business for Azeri farmers. Recognizing this, FtF brought volunteer Katy Warren to help develop farmers' understanding of modern aspects of kiwi fruit production. She provided recommendations on site selection and soil preparation, gave extensive information on propagation, trellising methods and on fertilizing, pruning, disease threats and control of the diseases. Upon return to the U.S., Ms. Warren sent the host rooting chemicals and tools to contribute to the implementation of her recommendations for desired improvements in kiwi fruit growth. As a result of this assistance, the farmers with which Ms. Warren worked were able to eliminate disease as an obstacle to production and expand the number of trees and acreage cultivated.

Import substitution opportunities have existed over the life of the project. Azerbaijan was a net importer of tomato paste until 2004 when its exports exceeded imports. Other canned tomato products held the same potential to replace imports, such as canned whole and chopped tomatoes, which resulted in several projects that focused on transferring modern techniques and methodologies for tomato production.

FtF also recognized that there was potential to produce high-quality dried fruits and nuts that could replace those imported from Turkey. As the world's fourth largest hazelnut producer with two percent of the world market, Azerbaijan's hazelnuts and other nuts represent an export growth opportunity in European markets. Therefore, FtF Azerbaijan fielded a volunteer to

provide technical assistance on “Encouraging Entrepreneurial Ventures in Hazelnut Production”. Daryl Richardson closely observed the current situation in hazelnut production, concluding that there are gaps between processors and growers due to buying being done mainly by brokers. This affects both quality and quantity simultaneously. Poor storage and transportation conditions play an important role in pricing in this market, and are the main factors causing aflatoxins. The volunteer assessed the situation using a scientific approach to this disease and provided hazelnut producers with recommendations to improve their harvesting and storage, as well as methods to reduce quality discrepancies and production losses.

Similar to the fruit sector, the vegetable sector has suffered from lack of both material and financial resources such as equipment, fertilizers, pest control, productive seed varieties, irrigation systems, and post-harvest handling such as storage, packing, transportation and marketing. Azerbaijan was well known for its early-vegetable growing season during Soviet times and both open-field and greenhouse vegetable growing have held the potential to further expand the growing season using modern technology such as drip irrigation. Production has increased since its all-time low in the mid-1990s after the collapse of the Soviet Union, and FtF has contributed greatly to this growth.

The potential for high returns on higher-value produce was deemed significant, particularly taking into account that with greenhouse technology, the cropping period can be extended into three seasons, providing access to off-season markets at very lucrative prices. To achieve this, FtF designed and implemented activities that focused on off-season vegetable production, particularly for tomatoes and cucumbers. FtF played an important role in developing this sphere through an assignment on greenhouse management. Volunteer Martin Connaughton worked with the hosts to improve greenhouse management methodologies. He visited privately-owned greenhouses to evaluate the current condition of these structures and make suggestions pertaining to structure, efficiency and increased output of winter crops. The overall finding of the volunteer was that the hosts had long experience in greenhouse and open-field tomato production but lacked experience with automation and modern, effective approaches to maximizing greenhouse production. The volunteer also determined the hosts’ crop was impacted on by disease problems, including yellow leaves and low production for cucumbers. The volunteer recommended that the host alter his fertilization and advised the host to trellis his cucumbers to combat Fusarium infestation seen in 10 percent to 20 percent of the cucumber plants.

Apiculture/Honey Production Focus Area

Apiculture was originally part of the Fruit & Vegetable Sector. After realizing the potential of the industry apiculture became a separate sector in year four of programming. In years four and five FtF completed five assignments in this focus area. Assignments within this sector during the preceding years are counted within the Fruit and Vegetable Focus Area.

While apiculture is one of the most profitable and multipurpose agricultural sectors, there has been an attitude of indifference towards this activity in Azerbaijan. At the beginning of the project, the overall production level of honey was 25 percent lower than the country’s production capacity. Natural and climatic resources pointed to potential growth in the beekeeping and honey production sector. One of the main reasons for declining interest in beekeeping was a lack of controls to prevent the negative effects of diseases such as American fall brood, acarapitosis, and varroaosis. Another reason was the lack of beekeeping/veterinary stations in the country. There

were no bee-breeding institutions so there was a vital need for specialists in queen bee rearing and other breeding technology. Beekeepers also used traditional methods which are greatly lacking in production capacity as compared to contemporary beekeeping technologies.

Additionally, the beekeeping sector faced many obstacles including sales of honey and lack of an adequate marketing strategy of apiculture products. Beekeepers share many problems, including lack of current information on new developments in the field, treatment of bee viruses and colony health issues, and equipment for packaging and processing. FtF assessed that the sector's natural and human resources had been overlooked and lacked investment, and therefore focused a portion of its technical assistance on this activity.

Due to FtF's commitment to supporting this sector, there was an increase in bee colonies from 100,000 to 120,000 in 2007 alone. There are now 350 beekeeping businesses in Azerbaijan and some 10,000 individuals engaged in beekeeping. In 2005, honey production in the country totaled 10,000 tons, which is double the 2004 level. It is expected that in the near future there will be a demand of up to 40,000 tons of honey in Azerbaijan, with a subsequent increase in demand for beekeeping professionals. Last year 11,000 tons of honey were produced. One of FtF Azerbaijan's major accomplishments within the beekeeping industry was the introduction of modern beehive designs. FtF worked closely with the local beekeepers' association "Golden Hive" to help improve beehive design and quality through workshops on the building of beehives and their components, disseminating updated technical information, and providing hands-on advice to local beekeepers. Beekeepers are still using beehives based on the Eastern European style which uses more materials and increases manufacturing costs. To reduce these costs, a volunteer recommended preparing a "Manual of Assembling and Maintaining Wooden Beehives" and distributing it to all beekeepers. This encouraged them to switch from traditional methods to modern beehive design. The volunteer also recommended standardized equipment, improved honey harvesting techniques, and development of new honey products.

In addition, FtF worked with one local beekeeper, Latif Namazov, as part of numerous assignments throughout the project. As discussed in the attached success stories, through these assignments, Mr. Namazov has seen his production levels increase from 15kg to 12MT of honey and from 23 to 300 beehives. With his business now earning \$120,000 annually, he is now the country's largest honey producer. Moreover, he has become both a mentor and a trainer for other beekeepers and, as a result of the training he received from FtF volunteers, he has been engaged as a private consultant to develop the Georgian beekeeping industry.

With growth of this sector, its prominence is now making an impact in Parliament. The Ministry of Agriculture has begun drafting legislation which will promote the development of the beekeeping industry. In particular, the new legal framework will encourage investment inflow to this sector. The bill aims to improve the genetics of bees in the country through breed beekeeping techniques and support high-quality honey production.

Grain Sector Development Focus Area

Similar to all other agriculture sectors, Azerbaijani farmers engaged in the grain sector had limited knowledge on modern techniques and innovations. For many farmers, grain meant only traditional varieties such as wheat, barley and oats. Crop rotation practices were rarely used. As

a result of these constraints, at the start of the project grain production was less than half what is necessary for its population. To address this, FtF focused heavily on transferring skills and knowledge to change attitudes steeped in tradition regarding grain-related activities. Over the LOP FtF implemented 19 assignments in this focus area.

One of the significant issues confronting Azeri grain growers is inefficient soil preparation. At the start of the project common methods included burning wheat stalks and moldboard plowing that robs the soil of organic matter and adds nothing to the effectiveness of planting methods. The lack of fertilizers, pesticides, fungicides and insecticides leaves crops both less productive and more vulnerable to disease. A traditional avoidance of crop rotation, antiquated seed stock, and limited alternative crops exacerbate this vulnerability. Poor planting equipment limits the final harvest and old harvesting equipment assures further product losses.

The grain sector is less developed in Azerbaijan compared to the livestock and dairy or fruit and vegetable sectors. This sector requires more time, capital investments and technical assistance for transformation, since in the past the government was the sole owner in this sector. However, it is the main source of feed as well as local wheat flour, and local markets have a large share of this sector, making it lucrative “up and coming”.

Sorghum is one of the top five cereal crops in the world, along with wheat, oats, corn, and barley. It is used not only for crop rotation purposes but also because of its high yields and its qualities as a valuable nutritive component for animal feed. Sorghum is an annual crop that is extremely drought-tolerant, making it an excellent choice for arid and dry areas. It adapts well to weather extremes and as a result is a stable source of nutrition. Taking this into consideration, FtF Azerbaijan made sorghum-related assignments a priority. Over the LOP three milo/sorghum-related projects were implemented. In addition to working directly with farmers, local NGOs with a commitment to serving the greater agricultural community through extension agent activities were trained, increasing the reach of the volunteers’ work.

Within the grain sector, another priority for FTF was to assist individual farmers to increase their yield and the quality of their grain. As a component of this, FtF focused on improving grain processing and the quality of flour milling through assignments such as the one on "Flour Mill Maintenance". Working with two small-scale flour mills an FtF volunteer surveyed the existing grain storage conditions at the mills. At that time, the mills stored grain on the floor, causing high humidity levels and resulting in low-quality flour. The volunteer recommended that the mills store grain on wooden shelves which would prevent wetness and moisture from accumulating and ultimately preventing grain from drying in preparation for milling. The volunteer also assisted local mechanics in adjustment of grinding equipment. As a result of these adjustments grain was better divided into particles, producing higher-quality flour.

In addition to grain production, FtF also assisted grain processors in producing high-quality animal feed. As discussed above, cattle-breeding greatly depends on proper nutrition. By providing technical assistance to grain producers, FtF was therefore able to impact both the grain and livestock sectors. Over the length of the project FtF fielded two volunteers to provide technical assistance to grain processors. With FTF assistance the processors were able to develop

new feed concentrates and successfully introduce them to cattle breeders. An informative brochure was issued and distributed among farmers.

FtF Azerbaijan also helped local farmers in seed stock improvement by providing them with the necessary seeds from the U.S. As mentioned above, milo/sorghum seed was introduced in Azerbaijan. While this assistance created an immediate and high impact, the impact was not sustainable, as FtF discovered that extension services were not developed enough to ensure a continuous supply of hybrid seeds for future growing seasons.

Agricultural Support Organizations Development Focus Area

Many farming operations, working on fragmented plots of land inherited from the Soviet land system, have been characterized as very small-scale and borderline self-sustaining. For many, farming has been a new profession, and one that requires additional support through agricultural extension services and input suppliers. Many farmers have shared the same challenges and lack of knowledge on optimal use of fertilizers, pesticides and herbicides and inputs such as seeds and semen for cattle breeding. Simple techniques such as crop rotation have been underutilized. Furthermore, farmers have lacked interest in extension services and generally have not taken the initiative to utilize the existing agricultural knowledge and information stock. A major constraint to the growth of the agriculture sector is the lack of qualified agronomists and the transfer of modern know-how to the average small farmer. The educational sector since the Soviet days has virtually collapsed, leaving a massive gap in human capital. Agricultural extension services were spotty and typically offered by agricultural support organizations throughout the country that are the offspring of donor project support.

The agricultural support organization (ASO) sector is relatively new to Azerbaijan, but it is rapidly developing. ASOs are involved in various projects implemented by international NGOs and receive most of their funding from USAID and other international donors. ASOs are working toward financial sustainability and self-sufficiency. However, they still face major challenges, namely farmers' attitude towards fee-based services and their inability or unwillingness to pay for expert assistance. During past several years, ASOs have been trying to overcome this obstacle by offering agricultural advisory services, but none of them generated enough income to become self-sustainable. FtF Azerbaijan continues to strengthen capacity of the ASOs by involving their networks of extension agents and local agricultural experts in trainings provided by FtF volunteers and by responding to their training requests.

In the past, these services were controlled by government and were free of charge. Despite all of these challenges, ASOs have gained coverage in most regions and have created a wide farmers' network. FtF Azerbaijan continues its close collaboration with ASOs because there is a need to increase ASO capacity by addressing the following challenges: positioning their services on the market, membership outreach among their potential clients, providing a wider range of services, defining market needs, institutional development and development of ASO management. In response to these challenges, FtF Azerbaijan implemented 11 assignments with ASOs.

FtF activities in this sector have certainly contributed to its development. FtF has collaborated on five assignments with local NGO Ganja Agribusiness Association (GABA), an ASO operating in the West and Northwest of the country. GABA works to improve living standards in rural areas

of the region by taking the lead in developing the organic agriculture movement in Azerbaijan. Of particular interest to GABA members was technical assistance from FtF to learn more about organic produce inspection and certification process to obtain international accreditation as organic producers. FtF fielded a volunteer - organic inspector Mr. IB Hagsten - to assist GABA with its first steps toward organic certification. The volunteer demonstrated how to conduct field organic inspections and provided training on international standards in organic agriculture, the structure and activity mechanism of an “Internal Control System”, principles and methods of quality management, and quality management system documentation. Mr. Hagsten also helped GABA develop an action plan for developing AZECOCERT into an internationally-recognized accreditation body and help farmers market organically-certified products.

In view of GABA’s willingness to learn more about the marketing process of organic agricultural commodities, FtF also fielded a volunteer who assisted them with the first steps toward organic marketing. Luanne Lohr assisted GABA with their extension services needs and worked to assess the existing extension services and training content to determine the strengths and weaknesses of the program. The volunteer then created a training program which focused on linkages with universities, research stations and partner NGOs to further enhance GABA’s work and technical reach. Through this volunteer, GABA was looking to gain greater knowledge with which to gauge a broader range of questions and problems that might occur in the future.

Obstacles in the production side agriculture are common and many assignments with ASOs in the earlier days of the program focused specifically on production-related issues such as updating techniques for soil preparation, planting, harvesting and post-harvest handling. As investment in production facilities began to take hold, FtF expanded support to include processors. In 2006 AKTIVTA (Azerbaijani Agri-Input Dealers Association) expanded its activity by establishing the new Farmer Marketing Centre in the Barda region. The Farmer Marketing Centre was funded by Oxfam Novib and Oxfam GB within the framework of their rural livelihood project. The main purpose was to assist farmers in finding markets for their products and to increase the quality of the products by spreading new technologies and introducing new seed varieties. The FTF project immediately responded to AKTIVTA’s request for a U.S. consultant to introduce advanced technologies in carrot cultivation and to provide training on carrot varieties good for processing.

FTF also received a request from GABA to improve their staff’s skills in management of commercial and small-scale greenhouses. Volunteer Stephen Clanton was brought in to provide training sessions on building cold frame and hot beds for use in small greenhouse applications. Technical assistance was also provided in greenhouse energy efficiency, heating systems, equipment sizing and designing hot water systems. By the end of this assignment, GABA members had learned how to perform “best practices” in organic greenhouse agriculture by finding ways to reduce cost and identify commercial heating equipment and long-lasting plastics. Through this train-the-trainer type assignment, FtF was able to enhance GABA’s ability to teach member farmers these greenhouse skills, further developing the industry. To date, GABA management and Mr. Clanton continue their collaboration and are working on a greenhouse project proposal that they plan to submit to various organizations for funding.

Rural/Financial Services Focus Area

A total of five projects were implemented to support the development of access to credit in rural areas. These activities took place during the first three years of programming. When USAID launched its SME Support through Financial Sector Development Program it was determined that FtF technical assistance would be better utilized in the above-listed focus areas. It was also noted that several micro-finance institutions had begun operations supporting this objective.

GEORGIA

Summary of Major Outputs and Accomplishments

Georgia has a rich tradition in agriculture. Arable lands and woods occupy 85 percent of the country's total land area. Vertical zones with almost all types of soil and climate characterize the country. Due to such diversity, the country is divided into 13 zones and six sub-zones of agricultural specialization. Annual climatic conditions are favorable for the production of a variety of agricultural products. It is rare for a small country to be capable of producing such a broad range of products, including grains, melons and gourds, fruit, tea and citrus fruits.

These natural resources benefitted from one of the changes resulting from the 2003 Rose Revolution -- the implementation of integrated reform policies that enabled significant progress to be achieved in the agricultural sector. In particular, as a result of these reforms, opportunities for foreign direct investment in the agricultural sector expanded, land reform increased the privatization of agricultural lands previously in state property, a well-functioning land market was developed, and the tax system was liberalized, thereby decreasing the degree to which taxation had negatively impacted the performance of agribusinesses. Property taxes on plots of land less than five hectares were abolished and the new Tax Code provides also for the abolition of tax on transactions in property, zero percent profit tax and VAT, zero percent VAT on primary supply of agricultural products, and zero percent import duty on agricultural and other equipment. As a result of these reforms, agricultural goods have constituted an increasing share in GDP and exports since the Rose Revolution. As part of this increase in agriculture's share in GDP and export growth, Georgian agricultural products, especially those intended for export (wine, hazelnuts, fruits, juices, tea, vegetables and others) were establishing their niche and becoming quickly and broadly recognizable during 2004-2008. Political tensions in years four and five of the project have, however, posed problems for market diversification and exporting.

Over the LOP Georgia FtF focused its technical assistance accordingly, completing 94 assignments. As discussed in the overview, political tensions in the country created a number of challenges to completing all planned assignments, particularly in years four and five of the program. As a result of this FtF Georgia completed 97 percent of its planned assignments. The five-year average volunteer per day cost was \$1,051.

Table 10: Volunteers by Sector

GEORGIA	LOP Totals <i>Planned</i>	LOP Totals	Percent of Plan Completed
Total Volunteer Assignments	97	94	97 %
Assignments by Objective Area			
Livestock & Dairy	46	40	87%
Fruit & Vegetable	32	38	119%
Grain Sector	9	6	67%
Apiculture/Honey Production	2	1	50%
Rural/Financial Services	1	1	100%
Agricultural Service Orgs	7	8	114%

Through these 94 assignments FtF Georgia worked with 91 new host organizations, focusing the technical assistance primarily on individual farmers and other private enterprises. This number does not, however, accurately reflect the scope of the program's impact, as it does not account for assignments with repeat hosts.

Table 11: New Hosts Assisted by Organization Type

	2004	2005	2006	2007	2008	Totals (I-V)
Total New Host Organizations	25	21	20	17	8	91
Host by Organization Type:						
Private Enterprises	20	17	14	11	5	67
Organizations & NGOs	5	3	6	6	3	23
Credit & Finance	0	1	0	0	0	1

Summary of Work by Focus Area

Over the LOP FtF Georgia provided technical assistance in six focus areas: Livestock and Dairy, Fruits and Vegetables, Grain Sector Development, Agricultural Support Organization Development, Apiculture/Honey Production and Rural/Financial Services Development. The sectors were chosen as the most applicable for assistance and the areas in which FtF would be

able to have the greatest impact. Over the five-year reporting period, 91 assignments were completed, with the Livestock and Dairy Focus Area and the Fruits and Vegetables Focus Area receiving the greatest portion of technical assistance.

Table 12: Volunteers by Sector and Year

Sector	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Livestock and Dairy	8	5	12	8	7	40
Fruits and Vegetables	12	10	3	8	5	38
Grain Sector Development	3	2	1	0	0	6
Apiculture/Honey Production	0	0	0	1	0	1
ASO Development	2	3	3	0	0	8
Rural/Financial Services	0	1	0	0	0	1

Livestock and Dairy Focus Area

Small herds, poor collection and processing facilities, weak traditions in herd management, and poor animal feed are only a few of the common shortcomings in this focus area throughout the Caucasus. Health and sanitation standards and product quality levels were additional obstacles facing the Livestock and Dairy Focus Area in Georgia. The outbreak of Avian Influenza in 2005 highlighted the health and sanitation issues. FtF Georgia addressed these issues through the 40 assignments completed in this focus area.

As a result of FtF technical assistance over the LOP, farmers made measured progress in improving herd genetics through importing new breeds of cattle. Large cattle farms began to make their bulls available to local farmers. Through this initiative large farms are helping local farmers improve herd genetics and prevent inbreeding. Information on modern nutrition and health management practices is now more widely understood and the adoption of more costly feed regimens involving supplements as opposed to traditional methods is slowly taking root.

As mentioned above, the outbreak of the Avian Influenza highlighted the health and sanitation issues present in the Georgian Livestock and Dairy Focus Area. In 2005, there was a critical fall in demand for poultry meat due to the outbreak. FtF volunteers responded quickly and were instrumental in assisting the Georgian Ministry of Agriculture and private poultry farmers in the development of a response plan to Avian Influenza.

Following the new Georgian Food Safety and Quality law adopted in December 2005 that required all dairy operations comply with HACCP and become ISO certified, FtF Georgia addressed the needs of dairy farmers to improve compliance and product quality through assignments that supported quality control, the introduction of new technology and product diversification. Specific assignments implemented included efficient resource management in

dairy production; distribution networks for dairy products; introduction of hard and soft-cheese technology; ice cream production; dairy food and beverage marketing; and HACCP-compliant plant design. Dairy and meat processing companies are now adopting more rigorous sanitation standards and working to develop internal sanitation and food safety manuals.

Moreover, FtF Georgia provided technical assistance to the aquaculture industry. This sector has faced many obstacles, including the lack of a market due to decreased demand during the break-up of the Soviet Union, though domestic market demand for fish and seafood has increased, particularly after the AI threat in 2005. The resulting increased market opportunities motivated private fish producers to increase production and invest in more sophisticated production technologies. FtF responded to this need and began working with fish farmers to help them adopt modern production technologies and modernize their production models.

Disease control has been a particular challenge facing the fish industry as it sought to modernize and increase production. Local trout farmers were experiencing a loss of 50 percent of their stock due to lack of knowledge of reservoir water disinfection methods, as well as methods for fish eggs fertilization. To assist farmers and to disseminate information about proper techniques, FtF technical assistance was provided to two farm groups in the Borjomi –Kharagauli area. A volunteer introduced two modern methods of anesthesia that are applied during the spawning and fertilization period that had never been used in Georgia. Introduction of this method decreased the death rate of female fish to during fertilization to zero percent. The farm that received volunteer assistance will become a model farm for the entire region that has about 150 small-scale trout farms. An impact survey conducted by the FtF team indicated that production of trout increased by 15 percent and resulted in a 20 percent increase in sales.

Another success in the aquaculture industry resulting from FtF technical assistance was the development and use of economically-viable aquaculture systems for bivalve mollusks in the Black Sea. In late-2005, FtF host Iberian Pontomarine Aquaculture selected a mussel farm site approximately two kilometers offshore in an area with clean waters south of the discharge plume of the nearby Chorokhi River that drains a watershed area of about 12,000 sq. kms. in northern Turkey and southwestern Georgia. Predominant currents in the Black Sea carry the silt-laden discharge plume northward away from the farm. With FtF assistance, the host was able to develop the site into a successful mussel farm that has provided part-time employment for a half-dozen traditional fishermen from Gonio, who had been unemployed due to fisheries restrictions imposed in recent years aimed at restoring resources along the Black Sea coastline.

Fruits and Vegetables Focus Area

Georgia possesses a unique and diverse climate allowing for the growth of a wide array of fruits, nuts, and vegetables. While Georgian fruit and vegetable production is considered well-developed by the rest of the region and by the Russian market in particular, contemporary orchard, greenhouse and field vegetable management practices still reveal many basic opportunities for modernization. Quality improvement and better labeling and marketing are vital to expand exports into European and Western markets. FtF therefore focused on these areas of technical assistance, completing 38 assignments in them over the five-year reporting period.

A major challenge that presented itself after the start of the project was the Russian ban in 2006 of Georgian wine and agricultural products. Prior to this ban, 60 percent of Georgia's exports of these products went to Russia. To diversify export markets, quality improvement was a significant obstacle and priority to enabling Georgian products to meet European and other Western market requirements. FtF therefore focused its efforts in this sector on growing, quality management, greenhouse construction and processing, and labeling and marketing. In particular, greenhouse producers of off-season vegetables were targeted because they garner triple and quadruple prices. The main emphasis was on promotion of off-season vegetable production.

One prime example of this focus can be seen through FtF's assistance to APG which began in year two. FtF helped in the planning and design of a modern greenhouse in cooperation with PA Consulting. The host had financial resources and a business plan and so the first assignment focused on greenhouse engineering and design. After the completion of three FtF assignments during different stages of construction, APG now owns and operates a technologically-advanced, fully-quipped greenhouse, where the first trials of tomato seedling production are taking place. Forty people were employed and involved during the construction process. The greenhouse was built under constant monitoring and advice from volunteers Gary Hickman and Glen Bledsoy.

The FtF Georgia team also identified the need to focus technical assistance on increasing farm productivity, sales and income. This was done through linking production to processing and marketing and supporting activities which are important to an optimized value chain. Private sector farmers, processors and market agents were informed and trained by FtF volunteers regarding access to technology and the resources they needed to increase sales on domestic and international markets to continue the sector's initial recovery following the export ban.

Over the length of the project FtF has also collaborated with the USDA's *Georgia Agricultural Quality Improvement* project to mutually work on the problems facing this sector. Assignments implemented with USDA focused on vegetable and melon seed production, new technologies for greenhouse construction and rehabilitation, and grapevine seedling production technology initiating the long-term process of providing healthy, disease-free planting stock to vineyards in Georgia. It is anticipated that this stock will rejuvenate the Georgian grape and wine industry.

Grain Sector Development Focus Area

Although grain is an important segment of Georgian crop production, the country is still far from producing enough wheat, corn, and soybeans to meet its own consumption needs. The breeding and selection of the best varieties of grain seeds and their local propagation is a very important niche where technical assistance with an emphasis on conservation agriculture was needed. FtF provided technical assistance in this focus area in the first three years of programming, completing six assignments over that period.

During 2004-2008 several agricultural development organizations began to allocate more resources to the development of this sector, among them CARE International. CARE representatives in the Samtskhe-Javakheti region approached FtF for technical assistance in the grain sector for barley production, weed and crop disease control. Volunteer Roger Ashley was invited to assist farmers. Barley production practices were observed and evaluated and observations made about field location, soil type, seed variety, seeding techniques, fertilization

application, diseases, weeds, insects, harvest, handling, and cleaning of grain. Recommendations were provided on rotation and basic conditions required for reducing risk in the establishment and production of barley.

In response to increased demand from the livestock and poultry industry for improved feed, FtF provided assistance aimed at rehabilitating feed mills in Georgia. In one assignment an FtF volunteer demonstrated modern technologies for processing crops, grinding, mixing and comprising recipes for combined feed. The new recipes created from this assignment were of a higher quality, containing a balanced vitamin ratio needed for cattle, poultry, fish and swine. This impact of this assistance was heightened as, by assisting crop production and development of the crop industry, FtF assists cattle breeders who can use different crops to devise better nutrition ratios for cattle feed.

Apiculture/Honey Production Focus Area

Beekeeping was selected as one of the key agricultural sub-sectors with potential for enterprise development through skills training and technology upgrading. While Georgian honey production holds great promise for development and future market increases, particularly as production levels are not enough to satisfy local demand, a lack of communication and information exchange between honey producers continued to impede sector development. Moreover, no permanent organizational structures for promoting honey production and marketing existed, impeding information flow and knowledge sharing.

As in Azerbaijan, Apiculture/Honey Production assignments were initially included in the Livestock and Dairy Focus Area. Assignments within this focus area were therefore included in those numbers until year four of reporting. In year four one assignment was completed within this focus area. An additional assignment originally planned for year five was cancelled due to the political situation in Georgia.

Beekeepers in Georgia are very self-reliant, often making all of their own equipment and purchasing few inputs. This practice is adequate for very small-scale production but creates problems when upgrading to a commercial-size operation. The most significant issue is hive standardization. Georgia is in the process of transitioning from the Soviet style Dadant hives to a Langstroth (Root)-style hive. The hive components in these two systems are not interchangeable, and thus beekeepers are locked into either one system or the other. Further complicating this situation is the non-standard and low-quality construction of Langstroth (Root) hives by local carpenters. Many beekeepers are forced to build their own hives because carpenters often do not follow the necessary critical internal beehive dimensions guidelines.

To address this, FtF fielded two volunteers to help beekeepers improve their management and technology and to transition to “American style” beehives. Volunteers Cesar Flores and Juan Arteaga provided advice to beekeepers regarding general management of the industry, new approaches and advanced technologies to enhance profitability and sustainability, and to help improve production techniques and overall apiary management technology. Specifically, Mr. Arteaga provided information and hands-on assistance on assembling “American style” beehives which were not used in Georgia. The beekeepers now have the opportunity to test and compare productivity results between the new American-style beehives and their traditional style. The new beehives should prove to reduce manufacturing costs as well as increase honey production.

Agricultural Support Organization Development Focus Area

Self-sustainability and a lack of government support continue to be the major issues confronting ASOs in Georgia. Most are funded by international donors and lack the government support necessary to become full service providers and profit-oriented institutions. Government support further waned given the numerous other political tensions that drew the government's attention away from agriculture. Given these obstacles FtF completed eight assignments with ASOs, all within the first three years of the project. These focused on organizational development and information dissemination.

Rural/Financial Services Focus Area

FtF Georgia completed only one assignment in the Rural Financial Systems sector. No assignments were planned in year four of programming and the sector was not a focus area in year five, as it was determined that FtF resources could be used more effectively in providing technical assistance to other focus areas until the overall structure and attitude of the commercial financial institutions become more favourable to farmers.

Analysis of Key Impacts, Successes and Failures

At the inception of the new Farmer-to-Farmer Program in 1999, ACDI/VOCA monitoring and evaluation specialists created a database to trace project-related information, including project impacts, based on a system of impact indicators. Project development specialists collected baseline information on these indicators, which was then entered into the database. Impact surveys were conducted within six months of the assignment. The M&E assessments were conducted through either actual site visits (about one out of five) or by contacting the host by telephone or inviting them to the FtF office for an interview. Information from these surveys was also entered into the database. This database provided the foundation for reporting and program management over the LOP.

Staff always explained that our interest in collecting information was confined to a desire to quantify how our assignments were making positive change. FtF staff recognized that its collection of quantitative information served to generally illustrate how FtF impacts upon hosts and recognized the limitations of the baseline and impact surveys, as the information was provided by the host. FtF staff also recognized the difficulties in directly linking cause and effect between the volunteer's recommendations and business improvements given the variety of potential simultaneous changes and factors that could impact, both positively and negatively, the host's business. Nevertheless, a systematic collection of data to monitor and evaluate our work is a very useful activity despite the inherent limitations on collecting this information.

The Caucasus FtF Program uses ACDI/VOCA's Project Reporting, Information, Monitoring and Evaluation System (PRIME), which tracks performance and impact of the program. The PRIME system enabled the FtF Consortium to monitor and report on program impact at various levels, while also providing useful information necessary to manage program activities. The M&E system was implemented at three stages of program implementation: scope of work development (including host organization baseline surveys), the volunteer assignment, and a field survey conducted six months after assignment completion.

The system provided information on FtF beneficiaries and also tracked enterprise, organization, and financial institution performance by aggregating relevant quantitative information on sales, employment, productivity, costs, indicators of firms' adoption of various management and quality assurance practices, new products and/or services offered, and the increase of rural loans. These data enabled the program staff to measure program impact through analysis of improved financial performance, the increase in production/processing, introduction of new/improved products, improved management expertise, adoption of quality-assurance practices, and improved financial performance.

Over the length of the activity, the Caucasus FtF Program directly benefitted 9,457 individuals. An additional 2,123 received training through the program and 36,848 indirect beneficiaries were reached. Additionally, impact surveys throughout the three core countries found that 195 hosts implemented the volunteer's recommendations. This led to an overall increase in incremental net income of over \$5.5 million and a program-wide increase in gross value of sales of over \$17.3 million. Host organizations within the Rural/Financial Services Development Focus Area and the ASO Focus Area also reported an increase in agricultural loans of approximately \$1.5 million and an almost \$1 million increase in hosts' equity.

FtF's impact extends, however, beyond this through its collaborations with other projects and its impact on policy and perspectives of key ministries. FtF Armenia closely cooperated with the MCA Water to Market (WtM) project to increase high-value agriculture in Armenia. Also in Armenia, FtF worked closely with the Ministry of Agriculture to stem the spread of Avian Influenza and prevent the spread of the disease. As a result of the FtF project, USAID and other donor agencies launched a special project to continue containing and preventing Avian Influenza based on the Farmer-to-Farmer suggestions. It can be said that through its assignments in the Apiculture/Honey Production Focus Area, FtF Azerbaijan contributed to both the growth of the sector and the decision by Parliament to draft legislation promoting further development of the industry. This legislation will encourage investment in the sector to improve beekeeping techniques and genetics, the focus of much of FtF Azerbaijan's Apiculture/Honey Production assignments. Similar to Armenia, FtF Georgia volunteers assisted the Ministry of Agriculture and private poultry farmers in responding to the Avian Influenza and developing prevention guidelines. Volunteers in Georgia also worked closely with CARE International on eight assignments to identify hosts and support their work on improving cattle feed, vegetable production, and livestock management.

Major Lessons Learned and Recommendations for the Future

Over the past five years, FtF staff in all countries has learned that client selection is central to successful assignments and creating meaningful impact. In particular, clearly evaluating where the host fits into the value chain and markets for its products, as well as identifying the host's available resources for implementing recommendations of the volunteers in the future, contribute to proper host selection and more effective use of FtF resources. Sector overviews at the start of the project are a necessary component of this evaluation to determine how individual hosts and assignments will impact the overall sector in the long run.

Additionally, the size of the host organization was found to be an important factor in the success and impact of the assignments. At the start of the program FtF staff considered the applications of small-scale farmers for technical assistance. Despite being able to assist multiple small-scale hosts in one assignment, impact surveys found that the assistance did not generate a significant impact and that, ultimately, production remained at a low, household scale. This was largely because farmers did not possess enough funds to implement the recommended innovations and sometimes relatively costly technologies that would lead to improvements. Client selection was changed immediately and assistance was provided to mid-scale farmers and entrepreneurs who were part of the entire value chain – from production to processing to the markets. Experience showed that with this change host organizations began to generate 15 percent more income as a result of the FtF assistance.

In addition, FtF encountered challenges in monitoring and evaluation throughout the M&E cycle. Private enterprises were reluctant to provide accurate financial information and often did not possess the information for a baseline survey. As a result of this, conducting baseline and impact surveys required the development of positive working relationships with hosts in order to gain their trust so that the necessary information could be gathered. Once the information was made available, challenges presented themselves within the impact assessment. In the case of most agricultural assignments it is difficult to assess the exact measure of an assignment's impact, as many different factors might contribute to overall changes. Moreover, many of the assignments that the Farmer-to-Farmer Program implements frequently need years to realize significant financial impact. In a program that runs for only five years, it is difficult to see the scope of results that FtF assignments aid hosts in achieving.

Providing sustainable sources for higher-quality products proved important in the program, notably in Azerbaijan. The program found that weak linkages between producers and processors throughout the region prevented rapid movement along the value chain. In the upper levels of the chain, the primary problem laid in low-quality raw materials; this challenge moved FtF technical assistance back to the production level. Creating impact throughout the value chain therefore proved challenging when, as in many of the focus areas, raw materials proved to be a significant obstacle. An effort to address this in Azerbaijan was made through a number of assignments that contributed U.S. hybrid seeds to hosts for harvest. While the seeds had an immediate impact on harvests and feed within that year, the results were not sustainable without the development of extension services able to support and guarantee a consistent source for the seeds. Sustainable sources for the resources recommended by hosts and the development of extension services therefore proved important to project implementation.

Recommendations for the Future

- 1) With the conclusion of the project it is vital that entrepreneurs continue receiving assistance on crop production that is the most profitable, such as off-season vegetable greenhouse production.
- 2) Increased collaboration between the FtF programs and other programs being implemented in core countries would be highly beneficial, allowing programs to complement each other, thereby creating a higher level of impact.

Annexes

Annex 1. Standard Indicator Tables

Annex 2. SF 269A

Annex 3. Key Personnel

Annex 4. Success Stories

Annex 5. List of Volunteers

Annex 6. Host Organizations

Annex 7. Armenia Asset Disposition List

Annex 8. Azerbaijan Asset Disposition List

Annex 9. Georgia Asset Disposition List

Table 4b: Farmer to Farmer Program Beneficiaries FY 2004 - FY 2008

Reporting Agency	Geographic Region	Country	Focus Area	Direct Beneficiaries*															Beneficiaries Receiving Training															Indirect Beneficiaries**									
				Male					Female					Total					Male					Female					Total					Total									
				Year 1	Year 2	Year 3	Year 4	Five Year total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year total					
ACDI VOCA	Caucasus	Armenia	Rural/Financial Services Development	0	1	0	6	0	7	0	1	0	3	0	0	2	0	9	0	11	0	0	1	0	2	0	0	0	0	1	0	1	0	1	0	1	0	0	0	0	0	0	0
ACDI VOCA	Caucasus	Armenia	Livestock & Dairy Sector Development	88	80	112	81	25	386	22	130	2	52	10	256	110	210	15	133	5	662	6	31	3	16	10	66	3	15	0	0	1	13	6	31	3	16	10	66				
ACDI VOCA	Caucasus	Armenia	Fruit & Vegetable Sector Development	181	79	20	223	190	877	230	21	110	78	58	97	11	100	31	301	2	8	137	17	52	0	7	221	111	2	0	3	112	128	17	52	0	7	221	207				
ACDI VOCA	Caucasus	Armenia	Agricultural Service Organization Development	15	66	126	805	93	1,105	0	52	71	22	85	32	15	118	197	1020	213	1572	5	1	2	58	85	169	0	0	2	27	80	119	5	1	2	86	86					
		Armenia	Subtotal	284	226	442	1115	308	2378	252	204	223	357	153	1189	536	430	665	1472	506	3609	28	123	5	80	296	534	14	47	2	35	163	261	28	125	5	80						
ACDI VOCA	Caucasus	Azerbaijan	Rural/Financial Services Development	52	7	0	0	0	59	15	7	0	0	0	22	67	5	0	0	121	0	20	0	0	0	20	0	2	0	0	0	2	0	22	0	0	22						
ACDI VOCA	Caucasus	Azerbaijan	Livestock & Dairy Sector Development	100	61	37	78	0	316	5	5	2	1	0	60	15	6	39	79	0	376	0	18	13	0	0	71	0	2	0	0	0	2	0	20	13	0	73					
ACDI VOCA	Caucasus	Azerbaijan	Grain Sector Development	156	65	37	83	55	01	72	3	2	0	0	112	228	99	39	97	50	513	0	18	8	0	0	26	0	13	1	0	0	1	0	91	9	0	0					
ACDI VOCA	Caucasus	Azerbaijan	Fruit & Vegetable Sector Development	157	9	168	23	98	868	38	21	0	86	2	171	195	70	212	95	100	1069	3	28	80	0	15	128	0	5	13	0	2	19	3	83	90	0	17					
ACDI VOCA	Caucasus	Azerbaijan	Agriculture/Honey Production	0	0	0	88	0	88	0	0	0	7	0	17	0	0	0	85	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0						
ACDI VOCA	Caucasus	Azerbaijan	Agricultural Service Organization Development	0	0	61	53	17	121	0	1	0	0	0	98	112	0	1	198	49	56	269	0	0	0	12	1	80	0	7	78	5	0	15	119	17	16						
		Azerbaijan	Subtotal	465	228	323	788	295	1929	179	66	190	92	41	484	644	294	429	800	246	2413	3	92	147	12	89	320	0	29	86	5	6	126	3	121	233							
ACDI VOCA	Caucasus	Georgia	Rural/Financial Services Development	0	7	0	0	0	7	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0							
ACDI VOCA	Caucasus	Georgia	Livestock & Dairy Sector Development	329	133	258	130	87	837	108	20	101	80	6	338	37	153	269	190	133	1272	70	78	1	1	5	4	297	2	18	68	62	7	171	9	95							
ACDI VOCA	Caucasus	Georgia	Grain Sector Development	137	7	23	0	5	23	3	11	2	0	0	7	171	85	25	0	5	286	0	3	5	0	0	0	0	0	0	0	3	0	6	5	0	11						
ACDI VOCA	Caucasus	Georgia	Fruit & Vegetable Sector Development	278	222	30	128	31	687	128	321	10	103	7	09	08	3	0	259	78	1088	79	109	13	22	0	222	75	180	5	1	0	2	1	15								
ACDI VOCA	Caucasus	Georgia	Agriculture/Honey Production	0	0	0	200	0	200	0	0	0	0	0	83	87	0	0	292	0	290	0	0	0	0	0	0	0	0	0	0	0	0	0	0								
ACDI VOCA	Caucasus	Georgia	Agricultural Service Organization Development	18	39	212	0	0	269	176	0	80	0	0	273	192	33	300	0	0	52	3	0	0	0	18	178	1	3	0	0	0	180	179	7	10							
		Georgia	Subtotal	760	459	523	456	123	2316	446	161	201	213	93	1114	1206	620	724	669	216	3435	152	196	165	27	5	545	275	183	77	93	7	595	427	379	242							
ACDI VOCA	Caucasus		Total	1 509	913	1 288	2 279	636	6 620	877	431	530	662	287	2 787	2 386	1 344	1 818	2 941	968	9 457	183	413	317	119	370	1 402	289	259	165	93	176	982	458	625	480							

* Indiv duals counted only once within FFP program benefits.

Table 1a: Farmer-to-Farmer Program Volunteers FY 2004 - FY 2008

Implementing Agency	Geographic Region	Country	Focus Area	No of Volunteers										Number of Volunteer Days Completed					Estimated F F Program Expenditures					F F Program Cost/ Volunteer Day																	
				Male					Female					Total					Estimated F F Program Expenditures					F F Program Cost/ Volunteer Day																	
				Year 1	Year 2	Year 3	Year 4	Five Year total	Year 1	Year 2	Year 3	Year 4	Five Year total	Year 1	Year 2	Year 3	Year 4	Five Year total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year total											
ACDI VOCA	Caucasus	Armenia	Rural/Financial Services Development	0	0	0	1	0	1	0	1	0	0	0	1	0	1	0	1	0	2	0	29	0	13	0	0	\$0.000	\$18.821	\$0.000	\$17.591	\$0.000	\$36.13	0	\$1.5	1	0	\$0.739	0	\$0.56	
ACDI VOCA	Caucasus	Armenia	Livestock & Dairy Sec or Development	9	7	9	5	5	35	2	0	2	1	0	5	11	7	11	6	5	0	19	186	166	13	60	7	\$156.8	\$131.7	\$17.095	\$105.5	\$11,809.796	\$12,378.035	1,23688	\$1.12	0.9535	\$1.355	0.00508	\$0.992		
ACDI VOCA	Caucasus	Armenia	Fruit & Vege able Sec or Development	9	7	6	6	9	37	0	0	0	0	0	9	7	6	6	9	37	196	135	68	92	153	6	\$128.329	\$131.7	\$9.961	\$105.5	\$21,257.633	\$21,718.220	1,527327	\$1.025	0.71609	\$0.872	0.0072	\$0.829			
ACDI VOCA	Caucasus	Armenia	Agricultural Service Organization Deve opment	1	5	3	5	6	20	1	0	3	0	1	5	2	5	6	5	7	25	5	79	7	73	102	373	\$28.518	\$9.106	\$9.961	\$87.957	\$16,533.71	\$16,839.256	1,577976	\$0.839	0.77927	\$0.830	0.00617	\$0.807		
		Armenia	Subtotal	19	19	16	17	20	93	3	1	5	1	1	11	22	20	23	16	21	104	435	429	308	321	315	1608	\$313.693	\$376.426	\$364.016	\$316.647	\$49,601.143	\$50,971.924	1,386706	\$1.140	0.84612	\$1.014	0.00635	\$0.879		
ACDI VOCA	Caucasus	Azerbaijan	Rural/Financial Services Development	1	1	1	0	0	3	1	1	0	0	0	2	2	2	1	0	0	5	3	5	1	0	0	93	\$28.518	\$37.6	\$15.827	\$0.000	\$0.000	\$81.987	1,19225	\$1.195	0.88	\$8.58	\$0.000	0	\$0.65	
ACDI VOCA	Caucasus	Azerbaijan	Livestock & Dairy Sector Development	5	5		2	3	19	2	0	0	0	0	2	7	5		2	3	21	103	15	75	30	5	07	\$99.811	\$9.106	\$63.307	\$35.183	\$7,085.878	\$7,378.285	1,0319	\$1.636	1.16	\$7.0	\$0.853	0.00635	\$0.9	
ACDI VOCA	Caucasus	Azerbaijan	Grain Sector Development	8		2		1	19	0	0	0	0	0	8		2		1	19	122	60	31	60	15	288	\$11.070	\$75.285	\$31.65	\$70.366	\$2,361.959	\$2,653.33	1,069516	\$0.797	0.97935	\$0.853	0.00635	\$0.7			
ACDI VOCA	Caucasus	Azerbaijan	Fruit & Vegetable Sector Development	8	5	6		6	29	1	0	0	1	0	2	9	5	6	5	6	31	163	91	101	89	90	53	\$128.329	\$9.106	\$9.961	\$87.957	\$1,171.755	\$1,577.108	1,270175	\$0.967	1.0636	\$1.012	0.00635	\$0.86		
ACDI VOCA	Caucasus	Azerbaijan	Apiculture/Honey Production	0	0	0	2	2		0	0	0	1	0	1	0	0	0	3	2	5	0	0	0	2	29	71	\$0.000	\$0.000	\$0.000	\$52.77	\$,723.918	\$,776.693	0	\$0.000	0	\$0.796	0.0061	\$0.160		
ACDI VOCA	Caucasus	Azerbaijan	Agricultural Service Organization Development	0	1	3	2		10	0	0	0	1	0	1	0	1	3	3		11	0	16		50	60	170	\$0.000	\$18.821	\$7.80	\$52.77	\$9,783	\$9,566.913	0	\$0.850	0.9267	\$0.9	7	0.00635	\$0.5	
		Azerbaijan	Subtotal	22	16	16	14	16	84	4	1	0	3	0	8	26	17	16	17	92	422	366	265	271	239	1,563	\$370.728	\$319.962	\$253.229	\$299.055	\$37,791.347	\$39,034.320	1,138302	\$1.144	1.04648	\$0.906	0.00632	\$0.848			
ACDI VOCA	Caucasus	Georgia	Rural/Financial Services Development	0	0	0	0	0	0	0	1	0	0	0	1	0	1	0	0	1	0	22	0	0	0	22	\$0.000	\$18.821	\$0.000	\$0.000	\$0.000	\$18.821	0	\$1.168	0	\$0.000	0	\$0.23			
ACDI VOCA	Caucasus	Georgia	Livestock & Dairy Sector Development	7		12	8	6	37	1	1	0	0	1	3	8	5	12	8	7	0	186	238	20	183	302	1,113	\$11.070	\$9.106	\$189.922	\$1.0732	\$16,533.71	\$17,072.5	1,630577	\$2.528	1.07	\$1.300	0.01827	\$1.310		
ACDI VOCA	Caucasus	Georgia	Grain Sector Development	3	2	1	0	0	6	0	0	0	0	0	3	2	1	0	0	6	51	32	0	0	0	83	\$2,776	\$37.6	\$15.827	\$0.000	\$0.000	\$96.2	6	1,19225	\$0.850	0	\$0.000	0	\$0.08		
ACDI VOCA	Caucasus	Georgia	Fruit & Vegetable Sector Development	10	9	3	7	5	3	2	1	0	1	0		12	10	3	8	5	38	313	196	0	108	60	717	\$171.105	\$188.213	\$7.80	\$1.0732	\$11,809.796	\$12,357.326	1,829286	\$1.0	0.8	2	5	\$0.767	0.00508	\$0.897
ACDI VOCA	Caucasus	Georgia	Apiculture/Honey Production	0	0	0	1	0	1	0	0	0	0	0	0	0	0	0	1	0	1	0	0	0	25	0	25	\$0.000	\$0.000	\$0.000	\$17.591	\$0.000	\$17.591	0	\$0.000	0	\$1.21	0	\$0.28		
ACDI VOCA	Caucasus	Georgia	Agricultural Service Organization Development	1	3	3	0	0	7	1	0	0	0	0	1	2	3	3	0	0	8	86	88	0	0	0	21	\$28.518	\$56.6	\$7.80	\$0.000	\$0.000	\$132.62	3,015691	\$1,558	0.8	2	5	\$0.000	0	\$1.083
		Georgia	Subtotal	21	16	19	16	11	85	4	3	0	1	1	9	25	21	19	17	12	94	636	576	284	316	362	2,174	\$356.468	\$395.247	\$300.709	\$299.055	\$28,343.510	\$29,694.990	1,784167	\$1.457	0.94443	\$1.057	0.01277	\$1.051		
ACDI VOCA	Caucasus		TOTAL	62	53	53	47	47	262	11	5	5	5	2	28	73	58	58	52	49	290	1,493	1,371	857	908	916	5,545	\$1.0.889	\$1,091.63	\$917.95	\$91.757	\$115,736.000	\$119,701.23	1.3	3.351	\$1,256	0.9336	\$0.993	0.00791	\$0.925	

Table 1b: Farmer-to-Farmer Program Funding Mobilized and Leveraged - FY 2004 - FY 2008

Implementing Agency	Geographic Region	Country	Focus Area	Value of Volunteer Professional Time (US\$)					Resources Leveraged by the Grantee/Volunteers (US\$)					Value of Resources Mobilized by Host (US\$)					Estimated Value of Host Contribution (US\$)									
				Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	
				ACDI/VOCA	Caucasus	Armenia	Rural/Financial Services Deve	\$0	\$13,652	\$0	\$6,123	\$0	\$19,775	\$0	\$1,12	\$0	\$9,2	\$0	\$2,35	\$0	\$0	\$0	\$30,000	\$0	\$30,000	\$0	\$255	\$0
ACDI/VOCA	Caucasus	Armenia	Livestock & Dairy Sector Deve	\$91,329	\$77,682	\$62,15	\$67,320	\$28,27	\$326,723	\$19,1	\$11,309	\$3,085	\$11,7	\$3,375	\$6,630	\$0	\$0	\$0	\$359,000	\$0	\$359,000	\$5,5	\$870	\$2,720	\$1,920	\$1,00	\$11,095	
ACDI/VOCA	Caucasus	Armenia	Fruit & Vegetable Sector Deve	\$92,280	\$53,671	\$32,012	\$3,311	\$72,028	\$293,303	\$27,20	\$10,399	\$1,162	\$9,012	\$10,357	\$71,39	\$0	\$0	\$0	\$1,000	\$692,000	\$706,000	\$580	\$980	\$1,190	\$1,250	\$1,10	\$9,10	
ACDI/VOCA	Caucasus	Armenia	Agricultural Service Organizati	\$21,185	\$37,198	\$3,837	\$3,365	\$5,197	\$172,782	\$2,825	\$3,8	\$992	\$11,267	\$5,219	\$2,651	\$0	\$0	\$0	\$375,000	\$0	\$375,000	\$30	\$652	\$100	\$2,300	\$2,650	\$5,732	
		Armenia	Subtotal	\$204,794	\$182,203	\$128,994	\$151,119	\$145,472	\$812,583	\$49,659	\$27,468	\$18,239	\$32,688	\$18,951	\$146,984	\$0	\$0	\$0	\$778,000	\$692,000	\$1,470,000	\$9,155	\$2,757	\$4,010	\$5,820	\$5,100	\$26,842	
ACDI/VOCA	Caucasus	Azerbaijan	Rural/Financial Services Deve	\$16,006	\$21,185	\$0	\$0	\$0	\$37,191	\$0	\$3,765	\$0	\$0	\$0	\$3,765	\$0	\$0	\$0	\$0	\$0	\$0	\$2,015	\$1,125	\$0	\$0	\$0	\$3,10	
ACDI/VOCA	Caucasus	Azerbaijan	Livestock & Dairy Sector Deve	\$8,89	\$6,977	\$28,26	\$1,123	\$21,185	\$177,020	\$8,162	\$8,589	\$6,210	\$1,86	\$10,617	\$35,063	\$0	\$0	\$0	\$0	\$0	\$0	\$780	\$860	\$78	\$178	\$0	\$2,295	
ACDI/VOCA	Caucasus	Azerbaijan	Grain Sector Development	\$57,2	\$28,26	\$1,89	\$28,26	\$7,062	\$135,590	\$9,56	\$7	\$6,661	\$5,76	\$957	\$27,37	\$0	\$0	\$0	\$0	\$0	\$0	\$1,05	\$375	\$90	\$161	\$0	\$1,671	
ACDI/VOCA	Caucasus	Azerbaijan	Fruit & Vegetable Sector Deve	\$76,7	\$2,855	\$7,58	\$1,899	\$2,369	\$251,1	\$17,162	\$5,789	\$7,30	\$6,335	\$10,17	\$6,863	\$0	\$0	\$0	\$0	\$0	\$0	\$2,065	\$2,33	\$1,310	\$3,9	\$0	\$6,156	
ACDI/VOCA	Caucasus	Azerbaijan	Apiculture/Honey Production	\$0	\$0	\$0	\$19,772	\$13,852	\$33,25	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$518
ACDI/VOCA	Caucasus	Azerbaijan	Agricultural Service Organizati	\$7,532	\$7,062	\$26,83	\$9,902	\$53,380	\$1,710	\$0	\$13,298	\$1,761	\$2,161	\$25,580	\$77,800	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$535	\$0	\$580	\$680	\$76	\$1,811
		Azerbaijan	Subtotal	\$206,213	\$164,325	\$117,222	\$153,942	\$137,648	\$779,350	\$34,870	\$35,888	\$35,062	\$42,257	\$47,301	\$195,376	\$0	\$0	\$0	\$0	\$0	\$6,440	\$4,833	\$2,458	\$1,786	\$76	\$15,591		
ACDI/VOCA	Caucasus	Georgia	Rural/Financial Services Deve	\$0	\$10,357	\$0	\$0	\$0	\$10,357	\$0	\$566	\$0	\$0	\$0	\$566	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$75	\$0	\$0	\$0	\$75	
ACDI/VOCA	Caucasus	Georgia	Livestock & Dairy Sector Deve	\$87,569	\$112,03	\$96,037	\$86,151	\$138,173	\$520,973	\$17,257	\$31,396	\$18,762	\$12,105	\$6,22	\$85,92	\$0	\$1,600	\$0	\$18,600	\$0	\$20,200	\$5,665	\$6,365	\$1,67	\$633	\$3,980	\$22,110	
ACDI/VOCA	Caucasus	Georgia	Grain Sector Development	\$2,009	\$15,065	\$0	\$0	\$0	\$39,07	\$1,82	\$9,65	\$0	\$0	\$0	\$11,127	\$0	\$0	\$0	\$0	\$0	\$0	\$1,786	\$180	\$0	\$0	\$0	\$1,966	
ACDI/VOCA	Caucasus	Georgia	Fruit & Vegetable Sector Deve	\$1,7367	\$92,273	\$18,831	\$50,83	\$28,26	\$331,911	\$31,361	\$35,667	\$6,891	\$7,833	\$1,62	\$82,91	\$0	\$0	\$0	\$0	\$0	\$0	\$30	\$11,856	\$1,972	\$3,829	\$0	\$22,686	
ACDI/VOCA	Caucasus	Georgia	Apiculture/Honey Production	\$0	\$0	\$0	\$11,769	\$0	\$11,769	\$0	\$0	\$0	\$1,12	\$0	\$1,12	\$0	\$0	\$0	\$5,000	\$0	\$5,000	\$0	\$0	\$0	\$380	\$0	\$380	
ACDI/VOCA	Caucasus	Georgia	Agricultural Service Organizati	\$0,86	\$1,28	\$18,831	\$0	\$0	\$100,75	\$9,2	\$17,053	\$632	\$0	\$0	\$22,627	\$0	\$0	\$0	\$0	\$0	\$0	\$3,210	\$3,885	\$675	\$0	\$0	\$7,770	
		Georgia	Subtotal	\$299,431	\$271,166	\$133,699	\$148,763	\$167,419	\$1,014,829	\$51,042	\$98,327	\$29,985	\$21,350	\$7,884	\$208,588	\$0	\$1,600	\$0	\$23,600	\$0	\$25,200	\$15,091	\$22,761	\$4,114	\$8,842	\$3,980	\$54,787	
ACDI/VOCA	Caucasus		TOTAL	\$710,438	\$617,694	\$379,915	\$453,824	\$450,539	\$2,606,762	\$153,571	\$161,683	\$83,286	\$96,275	\$74,136	\$550,948	\$0	\$1,600	\$0	\$801,600	\$692,000	\$1,495,200	\$30,686	\$30,351	\$10,582	\$16,448	\$9,156	\$97,220	

Table 2 - Number of Volunteers by Gender and US State of Residence FY 2004 - FY2008

Regions	States	Year 1			Year 2			Year 3			Year 4			Year 5			Five Year Total		
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total
Northeast																			
	Connecticut	1	0	1	1	0	1	0	0	0	1	0	1	0	0	0	3	0	3
	Delaware	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Maine	3	0	3	0	0	0	0	0	0	0	0	0	1	0	1	4	0	4
	Maryland	0	0	0	1	0	1	0	0	0	0	0	0	3	0	3	4	0	4
	Massachusetts	1	0	1	0	0	0	0	0	0	0	0	0	1	0	1	2	0	2
	New Hampshire	1	0	1	0	0	0	0	0	0	0	0	0	0	0	0	1	0	1
	New Jersey	1	0	1	0	0	0	0	0	0	0	0	0	1	0	1	2	0	2
	New York	0	1	1	1	0	1	1	0	1	0	0	0	0	0	0	2	1	3
	Pennsylvania	2	0	2	0	0	0	3	0	3	6	0	6	4	0	4	15	0	15
	Rhode Island	1	0	1	0	0	0	3	0	3	2	0	2	0	0	0	6	0	6
	Vermont	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Washington, DC	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Subtotal	10	1	11	3	0	3	7	0	7	9	0	9	10	0	10	39	1	40
Southeast																			
	Alabama	0	0	0	0	0	0	0	0	0	1	0	1	0	0	0	1	0	1
	Arkansas	0	0	0	1	1	2	0	0	0	0	0	0	0	0	0	1	1	2
	Florida	3	0	3	1	0	1	1	0	1	3	0	3	0	0	0	8	0	8
	Georgia	2	0	2	0	0	0	1	1	2	1	1	2	1	1	2	5	3	8
	Kentucky	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Louisiana	1	1	2	2	0	2	1	0	1	1	0	1	1	0	1	6	1	7
	Mississippi	0	0	0	1	0	1	1	0	1	0	0	0	0	0	0	2	0	2
	North Carolina	6	0	6	0	0	0	1	0	1	0	0	0	0	0	0	7	0	7
	South Carolina	0	0	0	1	0	1	1	0	1	0	0	0	0	0	0	2	0	2
	Tennessee	0	0	0	3	0	3	1	0	1	0	0	0	0	0	0	4	0	4
	Virginia	0	1	1	0	0	0	1	0	1	0	1	1	2	0	2	3	2	5
	West Virginia	0	0	0	0	0	0	0	0	0	0	0	0	1	0	1	1	0	1
	Subtotal	12	2	14	9	1	10	8	1	9	6	2	8	5	1	6	40	7	47
Midwest																			
	Illinois	1	0	1	1	0	1	0	0	0	0	0	0	0	0	0	2	0	2
	Indiana	1	0	1	0	0	0	1	0	1	1	0	1	0	0	0	3	0	3
	Iowa	0	1	1	1	0	1	1	0	1	1	0	1	0	0	0	3	1	4
	Kansas	0	0	0	0	0	0	0	0	0	1	0	1	1	0	1	2	0	2
	Missouri	0	0	0	0	0	0	2	0	2	0	0	0	0	0	0	2	0	2
	Nebraska	1	0	1	1	0	1	1	0	1	0	0	0	0	0	0	3	0	3
	Ohio	1	0	1	3	0	3	3	0	3	3	0	3	5	0	5	15	0	15
	Subtotal	4	1	5	6	0	6	8	0	8	6	0	6	6	0	6	30	1	31
Upper Midwest																			
	Michigan	0	0	0	1	1	2	0	0	0	3	0	3	1	0	1	5	1	6
	Minnesota	1	0	1	0	0	0	0	0	0	0	0	0	1	0	1	2	0	2
	North Dakota	0	0	0	1	0	1	0	0	0	1	0	1	0	0	0	2	0	2
	South Dakota	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Wisconsin	8	1	9	8	0	8	3	0	3	2	0	2	3	0	3	24	1	25
	Subtotal	9	1	10	10	1	11	3	0	3	6	0	6	5	0	5	33	2	35
Rocky Mountain																			
	Colorado	2	0	2	1	0	1	1	0	1	1	1	2	1	0	1	6	1	7
	Idaho	1	0	1	2	0	2	0	0	0	0	0	0	2	0	2	5	0	5
	Montana	0	2	2	0	0	0	0	0	0	0	0	0	0	0	0	0	2	2
	Utah	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Wyoming	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Subtotal	3	2	5	3	0	3	1	0	1	1	1	2	3	0	3	11	3	14
West Coast																			
	Alaska	2	0	2	0	0	0	0	0	0	1	0	1	0	0	0	3	0	3
	California	5	1	6	6	1	7	8	0	8	4	1	5	4	0	4	27	3	30
	Hawaii	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Oregon	7	0	7	8	1	9	5	0	5	4	0	4	6	0	6	30	1	31
	Washington	5	1	6	3	0	3	2	3	5	2	1	3	0	1	1	12	6	18
	Subtotal	19	2	21	17	2	19	15	3	18	11	2	13	10	1	11	72	10	82
Southwest																			
	Arizona	1	0	1	1	0	1	6	0	6	0	0	0	1	0	1	9	0	9
	Nevada	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	New Mexico	3	2	5	3	0	3	1	0	1	2	0	2	1	0	1	10	2	12
	Oklahoma	0	0	0	0	0	0	0	0	0	1	0	1	0	0	0	1	0	1
	Texas	1	0	1	0	1	1	2	0	2	0	0	0	2	0	2	5	1	6
	Subtotal	5	2	7	4	1	5	9	0	9	3	0	3	4	0	4	25	3	28
Other																			
	Canada	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Subtotal	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL		62	11	73	53	5	58	53	5	58	47	5	52	47	2	49	262	28	290

Table 3a: Farmer-to-Farmer Program Volunteer Assignments By Type of Volunteer Assistance FY 2004 - FY 2008

Volunteer Institute Agency	Geograph- ic Region	Country	Focus Area	Technology Transfer					Organizational Development					Business/Enterprise Development					Financial Services					Environmental Conservation										
				Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
				Five Year Total					Five Year Total					Five Year Total					Five Year Total					Five Year Total										
ACDI/VOCA	Caucasus	Armenia	Rural/Financial Services Development	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	1	0	2	0	0	0	0	0	0
ACDI/VOCA	Caucasus	Armenia	Livestock & Dairy Sector Development	9	7	10	6	5	37	1	0	0	0	0	0	1	1	0	1	0	0	2	0	0	0	0	0	0	0	0	0	0	0	0
ACDI/VOCA	Caucasus	Armenia	Fruit & Vegetable Sector Development	6	7	6	6	9	3	0	0	0	0	0	0	0	3	0	0	0	0	3	0	0	0	0	0	0	0	0	0	0	0	0
ACDI/VOCA	Caucasus	Armenia	Agricultural Service Organization Development	0	3	2	2	5	12	2	1		3	2	12	0	1	0	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	0
		Armenia	Subtotal	15	17	18	14	19	83	3	1	4	3	2	13	4	1	1	0	0	6	0	1	0	1	0	2	0	0	0	0	0	0	
ACDI/VOCA	Caucasus	Azerbaijan	Rural/Financial Services Development	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2	2	1	0	0	5	0	0	0	0	0	0
ACDI/VOCA	Caucasus	Azerbaijan	Livestock & Dairy Sector Development				2	3	17	0	0	0	0	0	0	0	3	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ACDI/VOCA	Caucasus	Azerbaijan	Grain Sector Development	5		2	3	1	15	0	0	0	0	0	0	0	3	0	0	1	0		0	0	0	0	0	0	0	0	0	0	0	0
ACDI/VOCA	Caucasus	Azerbaijan	Fruit & Vegetable Sector Development	9		5	5	5	28	0	0	0	0	0	0	0	0	1	1	0	1	3	0	0	0	0	0	0	0	0	0	0	0	0
ACDI/VOCA	Caucasus	Azerbaijan	Apiculture/Honey Production	0	0	0	1	2	3	0	0	0	1	0	1	0	0	0	0	1	0	1	0	0	0	0	0	0	0	0	0	0	0	0
ACDI/VOCA	Caucasus	Azerbaijan	Agricultural Service Organization Development	0	0	1	0	1	2	0	1	2	2	1	6	0	0	0	0	1	1	2	0	0	0	0	1	1	1	0	0	0	0	0
ACDI/VOCA	Caucasus	Azerbaijan	Subtotal	18	12	12	11	12	65	0	1	2	3	1	7	6	2	1	3	2	14	2	2	1	0	1	6	0	0	0	0	0	0	
ACDI/VOCA	Caucasus	Georgia	Rural/Financial Services Development	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	0	0	1	0	0	0	0	0	0
ACDI/VOCA	Caucasus	Georgia	Livestock & Dairy Sector Development	9	5	11	7	6	37	0	0	0	0	0	0	0	0	0	1	1	1	3	0	0	0	0	0	0	0	0	0	0	0	0
ACDI/VOCA	Caucasus	Georgia	Grain Sector Development	3	2	1	0	0	6	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ACDI/VOCA	Caucasus	Georgia	Fruit & Vegetable Sector Development	8	10	3	7	5	33	2	0	0	0	0	2	2	2	0	0	1	0	3	0	0	0	0	0	0	0	0	0	0	0	0
ACDI/VOCA	Caucasus	Georgia	Apiculture/Honey Production	0	0	0	1	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ACDI/VOCA	Caucasus	Georgia	Agricultural Service Organization Development	0	0	2	0	0	2	2	3	1	0	0	6	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		Georgia	Subtotal	19	17	17	15	11	79	4	3	1	0	0	8	2	0	1	2	1	6	0	1	0	0	0	1	0	0	0	0	0	0	
ACDI/VOCA	Caucasus		Total	52	46	47	40	42	227	7	5	7	6	3	28	12	3	3	5	3	26	2	4	1	1	1	9	0	0	0	0	0	0	

Table 3b: Farmer-to-Farmer Program Volunteer Assignments By Location in Commodity Chain - FY 2004 - FY 200

Implementing Agency	Geographic Region	Country	Focus Area	Information and Input (pre production) Support Services					On Farm Production Farmers					Processing (including primary and final product transformation storage transportation)					Marketing (including branding advertising promotion distribution sales)					Environmental Conservation					Overall total Number of Volunteer Assignments										
				Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
				Five Year total					Five Year total					Five Year total					Five Year total					Five Year total															
ACDI VOCA	Caucasus	Armenia	Rural/Financial Services Development	0	1	0	1	0	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	1	0	2
ACDI VOCA	Caucasus	Armenia	Livestock & Dairy Sector Development	0	0	0	0	0	0	3	2	3	3	3	15	7	5	7	2	1	22	1	0	1	1	0	3	0	0	0	0	0	11	7	11	6	5	40	
ACDI VOCA	Caucasus	Armenia	Fruit & Vegetable Sector Development	1	2	0	0	3	6	5	5	3	5	5	21	3	0	0	1	2	6	0	1	3	0	0	0	0	0	0	0	0	9	7	6	6	9	37	
ACDI VOCA	Caucasus	Armenia	Agricultural Service Organization Development	2					2	16	0	0	1	1	2	0	0	1	0	0	1	0	1	1	0	0	6	0	0	0	0	0	2	5	6	5	7	25	
		Armenia	Subtotal	3	7	4	5	5	24	8	6	6	9	9	38	10	5	8	3	3	29	1	2	5	1	4	13	0	0	0	0	0	22	20	23	18	21	104	
ACDI VOCA	Caucasus	Azerbaijan	Rural/Financial Services Development	1	2	1	0	0	4	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	0	0	0	1	0	0	0	0	0	2	2	1	0	0	5
ACDI VOCA	Caucasus	Azerbaijan	Livestock & Dairy Sector Development	1	0	1	0	1	3	5	5	2	2	1	15	1	0	1	0	1	3	0	0	0	0	0	0	0	0	0	0	0	7	5	4	2	3	21	
ACDI VOCA	Caucasus	Azerbaijan	Grain Sector Development	0	0	0	0	0	0	2	1	3	1	1	10	1	2	1	1	0	5	3	0	0	0	0	3	0	0	0	0	0	8	4	2	4	1	19	
ACDI VOCA	Caucasus	Azerbaijan	Fruit & Vegetable Sector Development	0	0	0	1	0	1	9	2	5	1	1	25	0	3	1	0	2	6	0	0	0	0	0	0	0	0	0	0	0	9	5	6	5	6	31	
ACDI VOCA	Caucasus	Azerbaijan	Apiculture/Honey Production	0	0	0	2	0	2	0	0	0	1	2	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	3	2	5	
ACDI VOCA	Caucasus	Azerbaijan	Agricultural Service Organization Development	0	1	3	3	3	10	0	0	0	0	1	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	3	3	4	11	
ACDI VOCA	Caucasus	Azerbaijan	Subtotal	2	3	5	6	4	20	18	9	8	10	9	54	2	5	3	1	3	14	4	0	0	0	0	4	0	0	0	0	0	26	17	16	17	16	92	
ACDI VOCA	Caucasus	Georgia	Rural/Financial Services Development	0	1	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	0	0	1
ACDI VOCA	Caucasus	Georgia	Livestock & Dairy Sector Development	1	0	0	0	0	1	2	2	6			1	15	5	3	5	5	22	0	0	1	0	1	2	0	0	0	0	8	5	12	8	7	40		
ACDI VOCA	Caucasus	Georgia	Grain Sector Development	0	0	0	0	0	0	3	1	1	0	0	5	0	1	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	0	3	2	1	0	0	6
ACDI VOCA	Caucasus	Georgia	Fruit & Vegetable Sector Development	0	0	0	0	0	0	10	8	3	5	3	29	0	2	0	3	2	7	2	0	0	0	0	2	0	0	0	0	0	12	10	3	8	5	38	
ACDI VOCA	Caucasus	Georgia	Apiculture/Honey Production	0	0	0	0	0	0	0	0	0	1	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	1
ACDI VOCA	Caucasus	Georgia	Agricultural Service Organization Development	1	3	1	0	0	5	0	0	2	0	0	2	0	0	0	0	0	0	1	0	0	0	0	0	1	0	0	0	0	0	2	3	3	0	0	8
		Georgia	Subtotal	2	4	1	0	0	7	15	12	12	10	4	52	5	6	5	7	7	30	3	0	1	0	1	5	0	0	0	0	0	25	21	19	17	12	94	
ACDI VOCA	Caucasus		Total	7	14	10	11	9	51	41	27	26	29	22	144	17	16	16	11	13	73	8	2	6	1	5	22	0	0	0	0	0	73	58	58	52	49	290	

Table 5: Farmer-to-Farmer Program Economic and Organizational Impacts - FY 2004 - FY 2008

Implementing Agency	Geographic Region	Country	Focus Area	Economic Impacts						Organizational Capacity Impacts					
				No. of Relevant Hosts ⁶	No. of Hosts Adopting Vol. Recommendations	No. Hosts Reporting Improvement	No. of beneficiaries associated with hosts reporting improvement	Increased incremental net income across all hosts adopting (US\$)	Increased gross value of sales (US\$)	No. of Relevant Hosts ⁶	No. of Hosts Adopting Vol. Recommendations	No. Hosts Reporting Improvement	No. of beneficiaries associated with hosts reporting improvement	Increased Revenue (US\$)	Increased Number of New Products and Services
ACDI/VOCA	Caucasus	Armenia	Livestock & Dairy Sector Development	37	35	32	414	\$3,067,000	\$10,930,000	1	0	0	0	53,000	1
ACDI/VOCA	Caucasus	Armenia	Fruit & Vegetable Sector Development	37	32	29	954	\$2,382,000	\$5,847,500	0	0	0	0	0	0
ACDI/VOCA	Caucasus	Armenia	Rural/Financial Services Development	0	0	0	0	0	\$0						
ACDI/VOCA	Caucasus	Armenia	Agricultural Service Organization Development	11	11	8	901	\$35,300	\$607,500	11	7	7	448	305,000	8
		Armenia	Subtotal	85	78	69	2269	5484300	17385000	12	7	7	448	358,000	9
ACDI/VOCA	Caucasus	Azerbaijan	Rural/Financial Services Development	0	0	0	0	0	\$0						
ACDI/VOCA	Caucasus	Azerbaijan	Livestock & Dairy Sector Development	20	14	14	203	\$33	\$42						
ACDI/VOCA	Caucasus	Azerbaijan	Grain Sector Development	18	10	9	668	\$0	\$0						
ACDI/VOCA	Caucasus	Azerbaijan	Fruit & Vegetable Sector Development	32	14	13	331	\$0	\$0						
ACDI/VOCA	Caucasus	Azerbaijan	Apiculture/Honey Production	5	0	0	0	\$0	\$0						
ACDI/VOCA	Caucasus	Azerbaijan	Agricultural Service Organization Development	4	0	0	0	\$0	\$0						
		Azerbaijan	Subtotal	79	38	36	1202	33	42						
ACDI/VOCA	Caucasus	Georgia	Livestock & Dairy Sector Development	42	36	35	779	55,231	\$0						
ACDI/VOCA	Caucasus	Georgia	Grain Sector Development	6	6	6	281	\$34	\$74						
ACDI/VOCA	Caucasus	Georgia	Fruit & Vegetable Sector Development	37	34	30	773	\$0	\$0						
ACDI/VOCA	Caucasus	Georgia	Apiculture/Honey Production	1	1	1	250	\$35	\$48						
ACDI/VOCA	Caucasus	Georgia	Rural/Financial Services Development	0	0	0	0	0	\$0						
ACDI/VOCA	Caucasus	Georgia	Agricultural Service Organization Development	2	2	2	240	\$6	\$9						
		Georgia	Subtotal	88	79	74	2323	55306	131						
ACDI/VOCA	Caucasus		Total	252	195	179	5794	5539639	17385173	12	7	7	448	358000	9

Table 7 - Increased Awareness in the U.S. Agricultural Sector Concerning International Agricultural Development

Implementing Agency	Geographic Region	Number of Volunteers Performing Public Outreach Activities						Number of Press Releases to Local Media					Number of Media Events by Implementors and Volunteers					Number of Group Presentations by Implementors and Volunteers							
		Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total
ACDI/VOCA	Caucasus	75	9	16	10	6	116	0	0	4	0	0	4	50	2	18	10	9	89	25	12	66	28	13	144

Annex 3. Key Personnel

Position Title	Name	Time of Service
Project Supervisor	Mark Freeman	October 2003 – August 2004
	Stella Siegel	December 2004 – December 2006
	Thelonious Trimmell	January 2007 – December 2008
	Matt Weber	October 2003 – December 2003
Regional Project Director (Field)	Gary Chaiken	January 2005 – September 2005
	Julie Hamlin	January, 2008 - August 2008

Annex 4. Success Stories

Armenia

Success Story 1:

Greenhouse Drip Irrigation: Production Cost Savings, Higher Yields and New Export Markets

Host: The Armenian Greenhouse Association

Objectives: 1) To introduce greenhouse drip irrigation systems to the members of the Armenian Greenhouse Association; 2) to conduct training seminars for association members interested in installing drip irrigation systems in greenhouses; 3) and to assess sites with technical concerns, develop technical designs, and prepare lists of activities, supplies, and equipment needed for proper installation of drip irrigation systems.

Volunteer Activities:

- Visited several greenhouse companies interested in the installation of drip irrigation systems in their greenhouses, and greenhouses where the systems were already installed.
- Conducted hands-on training during ten site visits.
- Made recommendations to individual association members based upon their individual issues; e.g. made recommendations related to iron deficiency, blockage of drip irrigation tubes, and fertilizer management across all sites.
- Demonstrated proper techniques for using drip irrigation systems including the consultation on appropriate water pressure and effective fertilizers use methods.
- Developed and conducted a seminar and several product demonstrations related to drip irrigation systems and associated issues.
- Assisted the association with the purchase of drip tapes from US companies.

Impacts: After the assignment's completion, the Armenian Greenhouse Association bought drip irrigation technology for \$15,200, and thirty-six farmers were able to install the systems in their greenhouses. These new systems resulted in significant savings in electricity, water and fertilizer usage. Specifically, the amount of fertilizer now used is 60 percent of the pre-assignment levels, and herbicide and pesticide use decreased by 30 percent in the same period. Accompanying these improvements was an increased yield of 30 to 35 percent.

After receiving technical assistance from this assignment, members of the Armenian Greenhouse Association began exporting gerbera flowers to Russia. The Armenian Greenhouse Association now exports about 5,000 flowers each week, with the exception of summer months in which the greenhouses are not used for flower production. The Armenian Greenhouse Association also obtained a \$13,000 loan to be used to install new carnation flower production systems in new greenhouses. The carnations produced are expected to be exported to Russia.

Success Story 2:

Mozzarella, Brie and Oltermanni Cheese Production

Hosts: 1. Ballaki Lchak Dairy

2. Elola Dairy

Objectives:

Ballaki Lchak Dairy: 1) To improve Mozzarella cheese processing technology; 2) to introduce a new elite type cheese making technology, which could be marketed mainly at the restaurants and higher class supermarkets; 3) to conduct hands on training on the above mentioned type cheeses production; and 4) to carry out demonstrational production at the site.

Elola Dairy: 1) To introduce Oltermanni cheese processing technology; 2) to conduct hands on training on Oltermanni production; and 3) to carry out demonstrational production at the site.

The dairy sector is one of the most dynamically growing sectors of Armenian agriculture. Companies involved in the dairy sector operate in very competitive environment. Quality improvement and expansion of product assortment is one of the major issues for the processors to confront the ongoing, keen competition in capturing the local market as well as creating exporting perspectives. In this competitive environment quality improvement and product diversification are becoming the primary factors for success.

This assignment appeared due to the need of Ballaki Lchak Dairy to enlarge its cheese assortment to keep up with the competitive market environment, as well as to improve the quality of its mozzarella cheese. Ballaki Lchak is processing both goat and cow milk, and they have a relatively stable milk supply throughout the season. Mozzarella has become very popular all over the world and is now the leading cheese variety in the USA. The success of mozzarella may be linked to its use for making pizza, where its melting properties along with a stringy and stretchable texture give pizza its unique character. As the company was dealing mainly with pizza shops and restaurants, and hotels, it has decided to enter the established market with one more cheese variety - brie. Brie cheese is a French dessert-type, soft, creamy cheese usually served with wine and fruits.

At the same time ACDI/VOCA received a request from Elola, another leading dairy company in Armenia, to invite a specialist for introducing to them a technology for making oltermanni cheese. Oltermanni has a mild, lightly salted flavor and a texture represented by a number of small irregular holes. The cheese is soft and creamy but becomes pleasantly sharp upon aging.

ACDI/VOCA Armenia staff decided to combine needs of the two companies. Poul Hansen, a professor from Ohio State University who is very knowledgeable in the dairy area and a working cheese maker, was chosen to conduct this assignment, since he had already been recruited for many times before, always showing excellent results.

Impacts: As a result of this assignment, the Ballaki Lchak company eliminated all the technological problems with their mozzarella, thus, significantly improving its quality and allowing them to create a whole net of clientele that are sure of the quality of the product. Currently 90% of all pizza shops and cafes in Yerevan are using mozzarella from this company for their pizzas. Moreover, some places have added on their menu a new hot dish – fried mozzarella sticks. As for the company's success with brie, as the only producer of brie in Armenia the company has been successful in establishing a steady market among the top class restaurants of Yerevan. In the six months period following the assignment Ballaki Lchak increased its production volumes by 50 percent. Currently the company is processing five to six tons of milk daily, producing 18 kg of different cheeses annually of which mozzarella constitutes 75 percent and brie 10 percent.

The assignment was also successful with the Elola Dairy. The cheese makers are now fully trained on the technology of making oltermanni and the cheese is produced in limited quantities. However, the company intends to launch mass production in the nearest future. According to the last evaluation data, the Elola Dairy has also increased its production volumes by 35 percent. The plant is processing 10-15 tons of milk daily. Current production includes chanakh (75 percent), lori (18 percent), suluguni cheeses, sour cream (7 percent), and limited quantities of oltermanni cheese.



Stirring the curd for Mozzarella



Brie in brine



Elola Dairy-Oltermanni cheese made in Goris

Success Story 3:

Avian Influenza: Diagnosis and Prevention

Objectives: 1) to conduct a rapid assessment of agricultural procedures and preparedness for detecting, diagnosing, and containing avian influenza 2) identify the appropriate equipment needed to detect the cases; 3) train the Ministry of Agriculture inspectors on how to carry out a farm inspection; and 4) carry out appropriate containment measures

Volunteer Activities:

- Met with USAID personnel, U.S. Embassy personnel, Minister of Agriculture and key deputies, Inter-Ministerial AI Task Force, Donor Community representatives
- Visited Ministry of Agriculture Central Laboratory in Yerevan
- Visited Marz-level Veterinary Inspection Center in Gavar (Sevan Marz)
- Toured backyard chicken premises, small commercial-type egg producer, local waterfowl congregation areas on Lake Sevan
- Visited Veterinary and Animal Breeding Research Center, Yerevan
- Met with commercial poultry producer (Max Group) and Agriculture Academy faculty

FtF volunteer Elizabeth Krushinskie assisted the MoA (Ministry of Agriculture) and state veterinary service to conduct a rapid assessment of agricultural procedures and preparedness for detecting, diagnosing, and containing avian influenza and to take steps to contain and prevent any spread of the influenza. The volunteer also worked with commercial poultry farms and visited villages close to waterfalls and the border with Turkey, where several people died from H5N1 HPAI virus to achieve these goals. After assessing the situation Dr. Krushinskie prepared

a set of critical and important recommendations, which were submitted to the U.S. Embassy, USAID and MoA.

Based on the volunteer recommendations the first set of RAT (Rapid Antigen Test) and PPE (Personal Protective Equipment) were procured and delivered to Armenia. The volunteer trained personnel of state veterinary service and helped to organize diagnosis in the regions at high risk for Avian Influenza.

This assignment established the base for Avian Influenza prevention and diagnosis work in Armenia and many of the recommendations were implemented by different donor organizations or the Ministry of Agriculture:

- A Poultry Processor's Association was convened and concluded that an association would be an effective way of having a uniform message on the advantages of commercial poultry production in regards to avian influenza infection risk.
- USAID has supported a project to provide training for the veterinarian center vets, who in their turn will be educating the regional and village vets.
- The veterinarian inspection center is carrying out both passive and active surveillance. The Eliza method is being applied at the moment for the regular checkups on control of the influenza.
- A hotline was restored during high risk season and vaccinations against New Castle disease were conducted all over the country.
- A specialist from the veterinarian inspection center was sent to Ukraine for training in Avian Influenza control issues.
- Recently the State Veterinarian Service received \$144,000 worth of equipment from USAID. A PCR system will be installed on the first floor of this lab and the World Bank furnished the third floor of the building. The USAID project also provided two lab vans, equipped with all the necessary items for testing and taking samples. FAO, European Committee, USAID, and World Bank are among some of the organizations that the Ministry of Agriculture is receiving assistance from.

This assignment was a result of very efficient coordinated work by USAID Armenia, EGAT office and ACIDI/VOCA. Significant efforts from FtF and ACIDI/VOCA to prevent penetration of the Avian Influenza into the country and to educate the population of Armenia have been very instrumental for reversing negative trends in the sector.

Success Story 4:

Marketing of non traditional organic vegetables produced in Armenia

Organic agriculture has become an important strategic direction for Armenia's agrarian sector. Recognizing the highly competitive regional competition in the traditional fruit and vegetable markets, many Armenian organizations and individuals have chosen organic farming as one of the strategic niches for the long-term development and increased competitiveness of Armenian agriculture. Since 2002, by the request of different ASOs and private farmers who are involved in organic farming, ACIDI/VOCA has been conducting a number of assignments providing technical assistance in various aspects of organic farming.

All these assignments have had significant impact on the sustainable development of organic agriculture in Armenia. Year to year more farmers have been involved in this sector and have already developed a stable niche in the market. In 2006 the first organic shop was opened in Yerevan. Fruit and vegetable processing companies have also become interested in organic food

and some of them have already established processing lines for organic products. This sector has become so popular that the farmers have gone even further and have started production of non-traditional organic vegetables, including broccoli, artichoke, kohlrabi, tomatillo and others.

At the start of year five of the project, three private farmers approached ACIDI/VOCA with a request for a volunteer specialist who would assist them in marketing non-traditional organic vegetables. The seedlings for the products were provided to the farmers by MCC WTM Activity. Taking into consideration that most of these vegetables were completely new to Armenian consumers and the higher prices of the organic produce, it was natural that the farmers would face difficulties in the marketing of these vegetables. The farmers needed professional marketing assistance to attract consumers and to sell the products through supermarkets and other trade units and retailing organizations interested in having the market of organic nontraditional vegetables.

John Bobbe was invited to implement this assignment. Mr. Bobbe did a SWOT analysis, as well as developed a marketing strategy for the non-traditional organic vegetables market. Observing, that the target market in Armenia is dominated by Yerevan because of the concentration of people in the upper income brackets, as well as the international community associated with foreign governments, organizations, and businesses, Mr. Bobbe recommended the farmers to start with cooperation with large supermarkets, as well as with Green Lane and other local NGOs that had already established pilot projects with restaurants and make organic product delivery to foreign organizations and individuals. Mr. Bobbe also made suggestions on proper packaging, delivery, quality control and pricing.

Currently, in almost all the large supermarkets there are non-traditional organic vegetables for sale and demand for these products is increasing rapidly. The farmers also have started cooperating with Shen NGO to deliver their product to different foreign embassies in Armenia and international organizations.

As a result of this boom in the non-traditional vegetable sector more and more farmers are expressing their willingness to get involved in this production. At present about 20 farmers are growing non-traditional organic vegetables on 25000m² area (about 25 percent of overall the organic sector) and yield about 8000 kg per year. It is predicted that the number of farmers involved in this sector will increase next year, reaching 40 farmers and the overall yield will increase by 30 percent. As one farmer stated, “With Mr. Bobbe’s help we have made a revolution in the Armenian vegetable market”.

During ArmProd Expo 2007, which was held in October 2007, the President of Armenia Mr. R. Kocharyan was pleasantly surprised after approaching the stand that demonstrated “strange, non-traditional high quality vegetables, seemed to be imported” and more surprised to learn that these vegetables were grown in Armenia. It is worth mentioning that, realizing that with organic fresh and processed food Armenian agriculture can be profitable and competitive, the Armenian Government has identified organic farming as one of the developing priorities of agriculture in its national strategy. The Armenian Government is also working on legislation regarding organic agriculture that will be considered by the National Assembly in September 2008.

Azerbaijan

Success Story 1:

Grain Sorghum Production: Introduction of a new drought-resistant, highly-productive feed crop to Azerbaijan for increased cost efficiency of livestock and poultry business

Host: Yardimli Wheat Growers

Objectives: 1) To introduce a new crop, previously uncultivated for commercial means; 2) to conduct training seminars on growing and harvesting sorghum, harvesting for seed collection; 3) to work directly with farmers at over twenty sites to help establish test-plots designed to ascertain the best planting time and areas for grain sorghum in that particular region of Azerbaijan.

Volunteer Activities:

- Visited several leading farmers in Yardimli region.
- Conducted hands-on trainings during site visits, explained the potential economic benefit of growing highly productive drought-resistant crops like sorghum in drought-prone areas with extensive livestock and poultry operations, such as Azerbaijan.
- Made recommendations to individual farmers on various crop growing issues, such as chemical application, soil cultivation and fertilization, residue management and crop rotation; e.g. made recommendations concerning the lack of organic matter in soil caused by poor residue and fertilizer management.
- Demonstrated proper techniques for planting sorghum, including planting depth, distance between seeds, and chemical application.
- Donated sorghum seeds to establish more test-plots in the area.

Impacts: After receiving technical assistance, the Yardimli Wheat Growers established test-plots planted with sorghum. The donated sorghum seeds were divided among one hundred independent farmers in sixty-five villages of the Yardimli region. As a group, the Yardimli Wheat Growers decided to each plant their plots at staggered times from early March through late April. They also decided each plot should have different soil types. These decisions were made to ascertain the most appropriate planting dates and soil for sorghum in the region. Almost all of the one hundred test plots, except those planted too early, were considered successful. The Yardimli Wheat Growers produced hundreds of tons of inexpensive livestock and poultry feed with minimal effort -- just one round of irrigation and no chemical applications. The grain yield was between two and five tons per hectare and the rest of the plant served as a nutritious cattle feed.

Sorghum plants grown by the Yardimli Wheat Growers caught the attention of Azerbaijan's Minister of Agriculture at a small- and medium-sized enterprise development business forum in September 2004. As a result of their participation in this forum, and the Minister's positive reviews, the Yardimli Wheat Growers received a \$5,000 loan from Azerbaijan's Atabank to continue production.

Success Story 2:

Bee-Keeping Assistance Assignments (2 assignments)

PROJECT BACKGROUND

Bee-keeping is one of the areas of agriculture that needs a lot of attention in Azerbaijan. While there are natural and human resources for the development of this sector, it has been overlooked and underinvested. Azeri bee-keepers do not have sources to buy bee-keeping equipment and supplies and there is no established institution to provide bee-keepers with training and technical assistance.

Considering the above challenges and based on the recommendation of an FtF bee-keeping volunteers, FtF devoted more attention to the bee-keeping sub-sector, addressing the entire value

chain. In year two of the project FtF fielded two bee-keeping volunteers to conduct a technical review of the bee-keeping processes and to help introduce modern, vertical bee-hives and other technology and disease control methods that would increase production yields.

Edwin Halcombe, a bee-keeper with 30 years of experience, visited five host bee-keepers in the Yardimli, Lenkoran, Sheki, Gabala and Khanlar areas in October 2004 and March 2005. In October, he visited the bee-keeping sites and delivered practical visual trainings on disease diagnosing, prevention and treatment in domestic conditions. This included mixing antibiotics with vegetable shortening and sugar or using a metal-wire capped glass jar and powdered sugar to determine varroa-mites, as well as trainings on internal bee-hive structuring and overall bee colony health issues. In addition, he trained farmers to rear queen bees and brought some queen bees from the U.S.

In March 2004, the same volunteer raised funds in the U.S. in the amount of \$3000 and shipped six vertical bee-hives from the U.S. to Azerbaijan. These beehives are commonly used in the U.S. and are considered to be an innovative technology for increasing the efficiency of both bees in preparing honey and bee-keepers in handling larger bee families at a time. Bee-hives were distributed to each host bee-keeper for the transferring of a bee colony for the pilot project. A local carpenter also was given a vertical bee-hive sample as a model - in case the bee-keepers were interested in installing more vertical bee-hives.

Agayev Vagif, a bee-keeper residing in Yardimli region of Azerbaijan was one of the participants in these assignments. He applied the new skills learned from the FtF bee-keeping volunteer and queen rearing and utilized the vertical bee hives. Prior to the training, due to diseases, he had almost lost his bees and had only twenty surviving bee hives out of two hundred. After the FtF technical assistance he reared five new queens and increased the number



of beehives from twenty to thirty-five using the techniques introduced by the FtF volunteer. The new bee-hives with new queens averaged 40 kg of honey each, while the other bee-hives with old queens produced only 3 kg of honey per hive.

Agayev Vagif sold this harvest for \$15 per kg in at an exhibition organized by the Economic Development Ministry. For the next year he planed to transfer all hi bee-colonies to the new-vertical bee-hives as well as place new queens in every beehive. By the time FtF Azerbaijan did an impact assessment Vagif was rearing new queens for this purpose. He is expecting at least five times more profit from his bees for next year.

Success Story 3: Feed Concentrates and Supplements for Cattle Feed

Host: Golden Feed

Recently Alovzat Huseynov, owner of Golden Feed – a livestock and poultry feed producer, decided to enter a new market – feed concentrates. Due to the high cost of grain, local cattle farmers cannot afford to buy it for cattle, therefore grain (wheat, corn, and barley) is used mainly in poultry feed. Farmers feed cattle primarily with hay wheat straw and some wheat bran. Alovzat Huseynov conducted market research and discovered that there is a great need in the market for high energy feed additives and feed concentrates that can enable farmers to get better results in livestock farming. Mr. Huseynov visited several biologists and zoologists in various scientific research institutes both in Ganja and in Baku. He became more knowledgeable about the need for superior livestock feed concentrates and additives and his interest grew in the production of these. Furthermore, this year avian flu also affected the poultry feed business and encouraged Mr. Huseynov to begin cattle feed production. Following this research Mr. Huseynov's requested technical assistance from ACIDI/VOCA FtF and a livestock specialist and nutritionist, Mr. Basil Bactawar, was recruited to improve the quality of the cattle feed produced at Golden Feed and to help Mr. Huseynov introduce new feed concentrates in order to make high quality feed available for beef cattle farmers.

Mr. Basil Bactawar worked out feed rations using different ingredients and mineral premixes found locally. He developed separate feed rations for both dairy and beef cattle in Excel worksheets and presented them to Adalat Huseynov. Mr. Adalat Huseynov followed the recommendations provided by the FtF volunteer and highly appreciated his assistance and guidance. As a result of the training Mr. Huseynov's enterprise produced two feed concentrates for dairy and beef cattle feed according to the feed ration suggestions given by Mr. Bactawar.

Mr. Huseynov also published 100 samples of booklets highlighting the advantages of the supplements and distributed them to clients. As a result of this work both on production and marketing, Golden Feed now has clients in Khanlar as well as surrounding regions. They have seven permanent clients that are very pleased with effects of these products. Further assistance for business expansion was planned with the host to continue building on the impact of the FtF technical assistance.

Georgia

Success Story 1: Queen Bee Rearing and Breeding: Increased Quality and Quantity in Yields

Host: Adygeni Beekeepers Association

Objectives: 1) Disseminate contemporary queen breeding and rearing techniques; 2) introduce the Jentar system of queen rearing; 3) introduce the modern Langstroth hive.

Volunteer Activities:

- Surveyed multiple beehive operations throughout the Adygeni region to understand current practices and needs among rural beekeepers.
- Trained 78 association members in multiple seminars conducted in basic bee biology and larvae grafting.
- Demonstrated proper use of the Jentar queen rearing system to speed hive population growth and for maximum usage of bee forage.
- Evaluated the potential of exporting the Georgian Rukh queen bees abroad.

- Assisted the association in retooling their beehives from the Dabant Blant hive construction to the contemporary Langstroth hive design.

Impacts: Following volunteer Laura Mijares' assignment, contemporary advances in beehive management and hive design were immediately adopted. The Adygeni Beekeepers Association replaced their antiquated hives, at the rate of five per year, with ones of the modern Langstroth design introduced during the assignment. In addition, a local NGO, Sustainable Livelihoods in Adygeni and Adjacent Rayons (SLAAR), furnished new model hives to female entrepreneurs in the region with the aim to increase the economic status of women in the region by promoting women's involvement in a traditionally male dominated activity. Re-queening on a three year rotation, another volunteer recommendation, has been adopted and apiary conditions in Adygeni beehives are reported to be improved since assignment completion.



Introduction of Jentar system operation to the Adygeni Beekeepers Association

Success Story 2: Greenhouse construction and engineering

Host: JSC Delidor

FtF provided technical assistance to the private enterprise JSC Delidor for greenhouse construction in the Kaspi region, Georgia. Mr. Gary W. Hickman, an expert greenhouse vegetables grower and manager with extensive worldwide consulting experience, volunteered for a two week assignment in the first half of year three of the project.

Mr. Hickman designed modern greenhouse layout and drew an engineering plan for construction that included materials to be used for building the greenhouse, ventilation and climate control equipments and required heating and drainage systems. He also made suggestions for a follow up assignment that would require participation of a greenhouse engineer to observe the construction process. FtF volunteer, Mr. Kenneth Barnes, Senior Project Engineer employed by Nexant Inc. USA, oversaw the implementation of Mr. Hickman's design on the follow-on assignment. It is anticipated that these new greenhouses will serve as a model of a profitable business that will motivate other farmers to reconstruct old Soviet era glass greenhouses to increase off-season indoor vegetable production.

Success Story 3: Beekeeping Production Technology

Host Organization: Georgian Professional Beekeepers Association (GPBA)

Beekeeping was selected as a key agricultural sub-sector with potential for development and growth through skills training and technology upgrading. ACDI/VOCA's FtF project has been providing technical support to farmer associations and demonstration farms involved in beekeeping in Georgia, Armenia and Azerbaijan over the past several years.

The information exchange between beekeepers in these three countries is a key component in achieving greater results from technological transfer and from increased sales stemming from imports and exports.

The Nagorno Karabakh conflict between Armenia and Azerbaijan has inhibited beekeepers from inter-country visits and fluid communication between the two countries. FtF client Georgian Professional Beekeepers Association (GPBA), with the assistance of the Eurasia Foundation, invited beekeepers from these two countries to a four-day apiculture seminar. This event was held in June in Tbilisi and arranged by FtF, GPBA and Eurasia Foundation.

Thirty-eight participants attended this training to discuss and exchange their experiences in beekeeping, including problems and issues. Activities and objectives agreed upon at the seminar included:



FtF Volunteer Juan Arteaga presenting a seminar to Georgian, Armenian and Azerbaijani beekeepers.



Three country representatives along with FtF Volunteer Mr. Juan Arteaga

- Promoting and strengthening the performance of the beekeeping and honey production industry.
- Promoting the strengthening of the current beekeepers associations to establish a regional or coordinating board for the three countries.
- Providing training to the best beekeepers to become regional trainers.
- Providing assistance in establishing regional services for honey quality control.
- Sharing business development,

marketing and technical information in regional and Russian languages.

Success Story 4:

GEORGIAN COOPERATIVE EXTENSION SERVICE & YOUTH CLUBS

Host organization: Caucasus School of Business

Overall, ASOs in Georgia remain underdeveloped, as the coverage and consistency of information and advisory services in the sector remains weak. Information on farm management, legal issues and market pricing is virtually non-existent and there is little research on mechanisms for agricultural diversification and expansion. Additionally, there are very few organizations that have the capacity to support advocacy on behalf of farmers.

The targets of the assignment implemented by Farmer to Farmer project in spring 2005, were to support development of a cooperative extension service in the country of Georgia that will benefit farmers and their families. The extension offices would provide information on agricultural production, leadership education and business management skills that would help rural Georgians become change agents for improving the social and economic life in rural communities.

Fact finding meetings were conducted by FtF volunteer Tim Cock with local NGOs, the Caucasus School of Business, USAID, American Embassy and the Georgian Minister of Agriculture to examine what types of extension work is currently being done in Georgia. The interviews found that the main thrust of the work is being done in the supply of clean drinking water, while production agriculture and youth development suffers. Additionally, after meetings with the Minister of Agriculture it was clear that 52 regional extension offices are left from the Soviet system. These offices provided little or no information to rural Georgians that could be seen as productive or helpful.

Based on the findings and recommendations provided by Tim Cock, the Caucasus School of Business and the Georgian Rural Development Fund are in the process of establishing agricultural extension centers in preexisting Georgian extension centers and rural schools (such as 4-H & FFA models). The U.S. extension model has been successful in introducing new production practices, marketing information and rural leadership opportunities to farm families, as well as in developing web-based extension guides and other publications culturally-appropriate to Georgian society. These have included guides on organizational leadership, co-op building and business management educational materials, and sharing of experiences and programs for use with all interest groups. Organization of seminars and other trainings along with farm-based field trails for specialized agricultural interest groups are under way. The school also started to provide English language classes to Georgian youth and adults in a more intensive manner.

The next important step for the Caucasus School of Business is to implement organized summer Georgian Rural Youth Leader and Citizenship Education Camps. Patterned after the same type of educational programs in the U.S. with appropriate adaptations to the Georgian culture these activities will be organized jointly by U.S. 4-H and FFA partners, in close collaboration with Georgian counterpart leaders.

Annex 5. List of Volunteers

Vol Name	Title
Govin, Ramana	Carrot Juice Processing
	Artificial Insemination Technology Transfer for Jersey
Dobler, Thomas	Cattle
Oliver, Beth	Association Building Training
Dale, Richard A.	Fruit Production and Marketing
Miller, Frederick	White Button Mushroom Spawn Production
Marenic, John	Licorice Roots Marketing
Griffin, Gordon	Oyster Mushroom Production
Adams, David G.	Greenhouse Drip Irrigation II
Buker, Robert J.	Agronomy Training
Martin, Larry D.	Commercial Vermicomposting
Adams, David G.	Greenhouse Flower Production
Wener, Clifford R.	Pizza Production for "Pizza Hat"
Holleman, Kendrick Alfred	Poultry Production
Zinck, Norbert Elmer	Grain Sorghum (Milo) Production
Brown, D. Andrew	Training of Trainers in Organic Agriculture
Hammond, Richard Lee	Corn Production
Lyon, Robert	Risk Assessment for Cred-Agro
Toth, Zoltan	Sausage Production
Scott, Eion G.	Greenhouse Tomato and Cucumber Production
Albrecht, Robert	Flour Mill Maintenance
Albrecht, Mary	Business Plan Development for Beekeeping
Dooling, Ann	Wool Processing
Delaplane, Keith	Beekeeping and Disease Control
Villaneva, Michael L.	Dried Fruit Preservation
Holleman, Kendrick Alfred	Hatchery and Poultry Farm Management
Cancelarich, John (aka JC)	Potato Chips Production
New, Jean P.	Sheep Milk Quality Improvement
Bajema, Kenneth M.	Onion Production
Zander, Jon	Cattle Barn Design and Management
Ziel, Charles	
Jacob	Mayonnaise Production
Broske, William	Cheddar Cheese Production
Barrett, Walter	Soybean Production

Mossner, Walter Heinz	Company Management and Strategic Development
Nash, Susan S.	Marketing Specialist for Cred-Agro
Clark, Stephanie	Goat Cheese Production
Payne, Thomas S	Cereal Breeding
Mijares, Laura E. Holleman,	Queen Bee Breeding Techniques and Technology
Kendrick Alfred	Turkey Production
Miller, Stuart	Hide Processing
Gharabegian, Areg	Fast Growing Tree Plantations III
Brun, Charles	Persimmon Production
Sayre, Kenneth D	Cereal Agronomy
Schuetz, Alvin E.	Swiss Cheese Production - Equipment and Technology
Landesman, Louis	Fish Production
McFadden, Joseph	Devechi Poultry Farm Financial Management and Accounting
Dooling, Ann	Fiber Art Technique, Technology and Marketing
Penhallegon, Ross Hayes	Seedlings Grafting
Broske, William	Blue Cheese Production
Ziel, Charles Jacob	Mayo Production II
Turnmire, Mary Ellen	Canning Training- Equipment and Technology
Brown, D. Andrew	Biohumus Production
Holzinger, Thomas	Dairy Plant Sanitation and Design
Connaughton, Martin	Apple, Pear, and Plum Disease Control, Chemical Application & Nursery Management
Baxter, Henry	Slaughter House Design and Management
Holcombe, Edwin	Bee-Keeping and Disease Control
Howe, Robert L.	Stevia Rebaudiana Bertoni Organic Certification
Matthews, Shannon S.	Agricultural Lending System
Dale, Richard A. Shaffer,	Berry Production
Raymond	Wine College Curriculum Development
DeLong, Deanna	Persimmon Processing I
Cooper, Leon	Persimmon Processing II
Engstrom, Roger A.	Cattle Feed Concentrates and Supplements
Cutler, Randy L.	Sheep breeding

Wotowiec, Peter	Greenhouse Vegetable Production
Edsall, Richard	Vegetable & Melons Seed Production in Georgia
	Feasibility Study for Pedigree Feed Production and By-products from Slaughter
Wheat, Elvin	
Malcheski, John	
Aloyius	Dairy Farm Assistance
Bailey, Bruce	Bay Leaf Production
Albrecht, Robert	Fishmeal Production
Bajema, Kenneth M.	Onion Production
Zinck, Norbert Elmer	Wheat Production and Disease Control
Juliano, Jorge	White Mushroom Spawn Production
Schuetz, Alvin E.	Hard Cheese Production
Roudon, Robert J.	Training in Grapes Grafting
Albrecht, Robert	Enhanced Technologies for Fish Feed Processing
Holleman, Kendrick Alfred	Turkey Production
	Berry Growers' Association and Blueberry Production demonstration
Dale, Richard A.	Grapevine Seedling Production Technology - Healthy Rootstock
Roudon, Robert J.	
Hansen, Poul M. T.	Hard Cheese and Butter production
Adams, David G.	Hydroponic Flower Growing
Holcombe, Edwin	Vertical bee-hive construction
Bailey, Bruce	Bay Leaf Production II
Martin, Larry D.	Vermi composting / Commercial Bio-Humus production
Hansen, Poul M. T.	Brie and Mozzarella Production
Beeler, Bradley	Farmers Market Development
Kock, Timothy K.	Extension Centers & Youth Clubs I
Tiffany, Tracy	Credit Union Management
Buatte, Ronald	Business Planning for Fruit and Vegetable Drying/Freezing
Foster, Steven	Valerian Production
Gharabegian, Areg	Fast Growing Pine Plantations
Berntson, Luther A.	Wheat production, post harvest handling and residue management
Wong, Melvia	Microfinance Development
Sakolsky, Nathan	Herbal Tea Marketing & Promotion
Baxter, Henry	Slaughterhouse Operation and Management
Smith, Verle	
Dean	Dairy Plant Design and Operation
Newman, Bradley	Apple storage and post harvest handling

Cowell, Robert L.	VISTAA Promotion
Adams, David G.	Soil Testing Training
Haase, Robert	Loan Product Development and Marketing
Holleman,	
Kendrick Alfred	Broiler Feed Rations
Schafer, H.	
William	Processing specialist for fruit and vegetable canneries
Parks, Loren L.	Organic Agricultural Products Marketing
Allen, Albert	Agro-Market Research and Data Analysis
Cutler, Randy L.	Sheep Breeding
Rackham, Robert	Wild Chestnut Resource Evaluation
Janita, Richard	
Joseph (DJ)	Efficient Resource Management in Dairy Production
Brelage, Jerry	Bee-keeping and bee-winterizing
Hickman, Gary	Greenhouse Construction and Engineering
Turnmire, Dale	
Arthur	Fresh Meat Marketing
Krushinskie,	
Elizabeth	Avian Flu Rapid Assessment
	Vermi composting, manure and organic waste management
Rosa, Brian	
Day, Paul	
Edward	Feed concentrates and supplements for cattle feed
Gauthier, John	Distribution Network Set Up, Management and Western
Paul	Model Introduction
	Vegetable growing in greenhouses and greenhouse management
Wotowiec, Peter	Greenhouse Association Operation Improvement
Yager, Laurence	
Gauthier, John	
Paul	Cheese marketing
Forrest, Charlie	
S.	Agricultural Market Risk Management
Dorociak, Ian	Trout Fish Production
Birdsall, Larry	Modern Livestock Farm Development
Williams, Russell	Farmer's Association Management
Bactawar, Basil	Feed concentrates and supplements for cattle feed
Kutter, Anthony	
W.	Hard & Soft Cheese Production Technology
	Transplantation of seedlings, fertigation and irrigation in hydroponic system
Adams, David G.	Credit Union Operations and Management Development
Mau, Kendall P.	Beekeeping General Management Technology in Imereti region; Beekeeping General Management Technology in Imereti Region
Miller, James G.	
Hansen, Poul M.	
T.	Mozzarella Production

Valentine, Edward J.	Processing specialist for fruit and vegetable canneries-2 Sunflower production, disease control and pest management
Humburg, Neil Hansen, Poul M. T.	Brie Cheese Production Revitalizing Fruits & Berries
Sakolsky, Nathan Locascio, Salvadore	Watermelon production and disease control Farmer Groups Sustainability and Capacity Building
Rumsey, Dora L Gilson, Warren Schuetz, Alvin E.	Livestock Artificial Insemination Technology Ice-cream production
Landesman, Louis	Fish production in natural ponds
Yager, Laurence McDaniel, Delbert H.	Strategy Development for Cheese-Makers Union Dairy Plant Engineering
Hagsten, Ib Schultz, James R.	Certification and Standardizing in the Organic Agriculture Sheep Breeding
Dodds, Garrett Baxter, Henry Rice, Michael	Queen rearing Food Safety and Sanitation Blue-Black Mussels Production and Processing
Clark, Stephanie McDaniel, Delbert H.	Sheep Cheese Production Ice Cream Production
Juliano, Jorge Bittle, J. Michael Barnes, Kenneth	Champignon spawn and mushroom production Meat Products Marketing Modern Greenhouse Engineering
Adams, David G. Adams, David G. Gharabegian, Areg	Greenhouse Shading Technologies Greenhouse Vegetable Production Fast Growing Soft Wood Tree Plantations
Sakolsky, Nathan Kunzman, William Otto	Marketing of Food and Beverages Introduction of new rice varieties; Improvement of existing grain production techniques and introduction of new cultivation methods
Fouts, John D. Shannon, Emroy Sakolsky, Nathan Slusser, David	Soil Analyses and Soil Fertility Training Grape Diseases Control Natural Juice Marketing and Promotion Dairy and Beef Farm Management Sustainable Ways of Beef Cattle Management and Fattening
Birdsall, Larry Holzinger, Thomas Clanton, Stephen	Dairy Plant Engineering Intensive Ways of Greenhouse Managemnet

E. Symons, William	Incorporating Extension in Training for Tororo DATIC
B. Sullivan, Joseph	Fish Production
Bobbe, John	Training of Trainers on Organic Food Marketing
Bailey, Bruce	Bay Leaf Production
Harman, Ann W.	Establishing the Beekeeping Association
Barrett, Walter	Restoration of soybean production in Azerbaijan
Bactawar, Basil	Feed concentrates and supplements for cattle feed (Follow –Up Assignment)
Neibauer, James Edward	Improving the Existing Carrot Growing Practices
Hamilton, Jonathan	Jams and Juices Production from Berries and Stone Fruits
Miller, Daniel K.	Contemporary Sheep Breeding Techniques
Warren, Katy, Warren, Katy	Kiwifruit Farm Management
Cooperrider, Robert	Training of Trainers on Organic Food Marketing; Improved Quality Control for Organic Products
Day, Paul Edward	Adjusting to the New Methods of Beef Cattle Management and Fattening
Lichtenwalner, Mark A.	Post Harvest Handling of Crops
Stovall, Scott	Livestock Winterization
Goodson, Mark	No-till Technology Introduction to Wheat Growers
Slusser, David C.	Dairy Cattle Nutrition and Clear Milk Production
Hickman, Gary	Off-Season Vegetable Production in Greenhouses
Mossner, Walter Heinz	Company Management
Hansen, Poul M. T.	Oltermanni Cheese Production
Leep, Richard H.	Improvement of Methodologies on Organizing Consulting Services for Farmers
Kahn, Mohamed	Sugar beet cultivation methods and technology improvement
Ku, Shun	Soy Based Dairy Products Production Technology
Kunzman, William Otto	Hog Farm Design and Management
Hansen, Poul M. T.	Soft and Semi Soft Cheese Production
Holzinger, Thomas	Dairy Plant Engineering and Re-equipment
Miller, Robert H.	Spreading of sorghum (milo) growing in Azerbaijan
Gauthier, John Paul	Dairy Products Marketing

Krenek, James	NGO Sustainability and Capacity Building
Zander, Jon	High quality milk for further processing
Carpenter, William	Drip Hydroponic Vegetable Growing
Kalashyan, Mikayel	Fruit Drying Technology Improvement
Schmidt, Glenn R.	Smoked Sausage Production
Slusser, David C.	Development of Dairy Cattle production in Armenia
Arteaga, Juan	Improvement of bee hives design and quality
Adams, Michael R.,Adams, Michael Reed	Establishing and Maintaining a Farmers' Market
Arteaga, Juan	Beekeeping Production Technology
Slusser, David	Cattle Breeding and Genetic Improvement
Rice, Michael	Blue-Black Mussels Production and Processing
Seay, John	Mandarin grading and calibration line installation
	Development of beekeeping and honey production in Armenia
Arteaga, Juan	Production and Post-harvest handling of Grape
Byers, Patrick	Plastic Greenhouse Design
Adams, David G.	
Bajema, Abbie Dee	Vegetable Processing, Value Adding and Home Canning
Bajema, Kenneth M.	Vegetable Production, Quality Control, Processing and Marketing
Hardison, Martin L.	Pedigreed bee breeding methods and intensive disease control techniques
	Development of a concept for an extension service and training on organic farming
Lohr, Luanne Smith, Jr., Prentice	Private Equity Financing
Baxter, Henry	Hog Slaughterhouse Operation and Management
Gerber, David	Fresh Meat Production
Rumsey, Dora L	Farmer Groups Establishment and Capacity Building
Sytsema, Gerald D.	Improving the Existing Carrot Growing Practices (Follow- up)
	Establishment of Demonstrational Dwarf Fruit Tree Orchards, and Berry and Fruit Tree Nurseries
Funt, Richard C.	Providing Assistance in Fast Growing Trees Project in Armenia
Gharabegian, Areg	
Sakolsky, Nathan	Improvement of packaging and labeling techniques
Connaughton, Martin	Improvement of Methodologies on Greenhouse management
Jacobsen, Karen	Artificial Insemination Technology
	Development of Business Strategy plan for Carpet
Thibeault, James	Manufacturing Enterprise

Miller, Daniel K.	Advanced heating and irrigation systems for a plastic greenhouse
Pao, Steven	Food safety, sanitation and hygienic training
Schermerhorn, Richard Willis	Establishment of Farmers' Associations
Olcott, Bruce	Artificial Insemination
Bucca, Ralph	Grapevine Storage Technology
Bucca, Ralph	Fruit storage technology
Myers, Joel	Promotion of No-till Technology in Armenia
Hammon, Robert W.	Organic Orchards Pest Control and Management
Morse, James	Organic Orchards Pest Control and Management
Scott, Eion G.	Off Season Vegetable Production in Greenhouses
Chapin, Roy	
Elliott	Pet Feed Production
Adams, David G.	Flower Production
Memon, Mushtaq	Dairy Health Management
	Advanced heating and irrigation systems for a plastic greenhouse
Adams, David G.	
Kalashyan, Mikayel	Advanced Technologies for Fruit and Vegetables Drying
	Pedigreed bee breeding methods and advanced queen rearing techniques
Stanley, Scott	Introduction of modern beekeeping techniques
Emery, Nathan	
Schafer, H. William	Domestic vegetable and food processing
McFadden, Joseph	Review and Assessment of Internal Audit system of FinDev
Bell, James F.	Establishment and development of farmer groups
Pitts, Peter G.	Cattle Breeding
Jensen, Harvey J.	Hard Cheese Production
Jensen, Harvey J.	Mozzarella Production
Caldeira, John	Beekeeping Farm Management
Bobbe, John	Enterprise Sustainability and Capacity Building
Bates, Ricky	Export Promotion and Marketing of tree seeds
Neville, Jeff	Sea Food and Fish Marketing
Merrill, Willard	Strategy Development and Project Management
Jacobsen, Karen	Nutrition Ratio Elaboration in Cattle Breeding
Landesman, Louis	Extrusion Line for Fish Feed Production
Hansen, Poul M.T.	Hard Cheese Production
Hansen, Poul M.T.	Harvati Cheese Technology Improvement

Annex 6. Host Organizations

Host Organization Name
Extension Department of ASAU
A. Bilyan
Abdullah Ismayilov
ACDI/VOCA – SME Support through Financial Sector Development Project
ADG-Kareli
Adygeni Bees
Aghabeyli Wool Processing Plant
Aghjabeyli Flour Mill
AGRARCREDIT Joint Stock Credit Organization
AGRO Enterprise
Agro Information Centre, AIM-Azerbaijan
Agro Yurd Farm, Ltd
AGROINVEST Credit Union
Agro-Technology Association
Akhalkalaki Business Center
AKTIVTA
Alisabir Cahangirov
Alishan LLC
Alovsat Huseynov
Aram Khachaduryan
Aramusi Bariqner
Arkadi Khachikyan
Armen Babayan
Armenian Association of Apiculture and Apitherapy
Armenian Association of Greenhouses
Artsrun and sons
Asatur Harutyunyan
Ashot Hovhannisyan, Lukashen Farmer Association, Simon Jamalyan
Association of Dried Food Producers
ATME LTD
Atoyan & friends
Aygun Educational and Manufacturing company
Babayev Rovshan's Cattle farm
Bakhtiyar Jabiyev, Yardimli beekeepers
Ballaki Ichak
Balut Ltd
Barisovka
Bedreddin Hesretov's farm
Berry Growers' Association
Black Ox Farm
Bratslav Limited Liability Company
C.L. Corn Farm
CARD

Care International, Georgia
Caucasus School of Business (CSB)
Chanakh Ltd.
Chenlibel Wheat Farm,Bulaq Wheat Farm
CIMMYT Georgia
Civil Society of Peasants
Closed Joint Stock Company "Druzhba"
Comunity Habitant Finance"CHF"
Constanta Foundation, MFI - Akhaltsikhe Brancg
Cred-Agro
Dairy Products Processing Association of "Kakheti"
Dedoplitkaro Dairy Farmers' Cooperative,Khornabuji Dairy Farmers'
Cooperative
Devechi poultry farm "Seba"
Dili LTD
DOGAN Ltd
ELAT Agribusiness Consulting Center
Elola CJSC
Ethnicprod LLC
Euroterm CJSC
Evdakiya Hanbekova
Faxraddin Gasimov
Foundation for Oni region Development
Fruit and vegetable Canneries
Galabadin Farmers` Groups
Galust Hovhanissyan's Farm
Ganja AgriBusiness Assosiation (GABA)
Ganja Mushroom Farm
Ganja Regional Consulting Center
Garayev Garakhan's Sheep farm
Gedebek Beekeepers' Community
Georgi Ltd
Georgian Food Products
Georgian Products Ltd
Georgian Professional Beekeepers Association
Georgian Research Institute for Keeping and Processing Subtropical Raw
Materials
Georgian-eco Ltd
Gerb Lama Ltd
GGG Ltd
Gold Hive - Beekeepers Association
Golden Feed
Golden Roses
Goni Co.Ltd
Grape growing communities
Green Lane

Green Life LLC
Greenhouse Association
Group of dairy communities
Group of Rice Growers,Ginyat Latifov
Group of sorghum and wheat growers
Group of sugar beet growers
Group of vegetable growers
GVT Ltd
Haik House
Hajikend Bee-keepers
Hakob Hakobyan
Handadash Pashayev's apple garden,Nazim Mammadov's apple garden,Latif
Khalilov's apple garden
Hasmik Mirzoyan
Hovhannes Harutyunyan,Artsrun and sons,Asatur Harutyunyan
Iberian Pontomarine Aquaculture
Ijevan Business & Tourism Information Center
Ildirim Mamedov
Ilgar Jafarov
Innovators' Club
Institute of Botany
Institute of Education
Irakli Rubashvili - Farmer,Gia Mebaghishvili - Farmer
Jalilabad Broiler JSC
Javad LLC
JSC Delidor
Karo Soghomonyan
Kate Ltd
Khatiashvili's Grapevine Farm
Kobuladze's Farm,Kurshubadze's Farm
Komak
Kurtlar Community Canning Center
Larry Cheese Makers Union
Latif Namazov`s greenhouse,Aliyev Alim`s greenhouse
Licorice Roots Marketing Cooperative
Ltd "LOMA"
Ltd "MND"
LTD "Nitralli"
Ltd "Randi"
Ltd "Savaneti"
Ltd Georgian Aroma Company
Ltd Kartu-Universal "Tolia"
Ltd NaturFarm
Ltd Saguramo
Ltd. "Tano"
Lukashen Farmer Association

Mamirli sunflower growers,Gahramanli sunflower growers
Mandarin of Georgia Ltd
Manvel Avetisyan
MDF-Kamurj
Mercy Corp Funded CIGs
Ministry of Agriculture
Mkhitaryan Harutyun,Shaboyan Haikaz
"Nakoru" Ltd, Senaki Dairy Company
Nazim Kasimov
Neptun-Mar Ltd.
Nifchi watermelon growers,Chelebiler watermelon growers
Nitralli Ltd
Okrokana Ltd
Pizza Hat
Private Entrepreneur Mr. Murman Kharabadze
Private Entrepreneur Tamaz Niparishvili
Private Entrepreneur Mr. Alexandre Maisuradze
Private Farmers of Samegrelo and Imereti region
Raduga Closed Joint-Stock Company
Resource Centers of Samtskhe-Javakheti
ROGO Ltd
Ruben Vardanyan
Sabirabad Konserv JSC
Safarali Afsalov's Kiwifruit farm
Sahavat LTD
Sakharov Center
Salmanbeyli Onion Growers
SAMGORI Ltd
Samur Fruit and Vegetable Processing Plant, Ltd.
Sante GMT Products
Sante Walsh Products LLC
Sante Walsh Products, LLC
Sargis Hovsepyan,Hovhannes Hovhannisyan
Sayadyan Roubik
Sea Star” Ltd
Seed Producers Support Association
Senaki Dairy Farm & Factory
Shahumian Farm
Shakir Huseynov
Shen NGO
Shuvelan Ice-Cream” Small Enterprise
Simon Jamalyan,Ashot Hovhannisyan
Super blended feed,Azerbaijan Adigun MMC,Golden Feed
Tahta Korpu Hatchery & Poultry Farm
Tamaz Niparishvili
Taus Regional Agricultural Support Center

Tororo DATIC
Ughur Invest Cannery
Union for Development of Mountain People
Vayots Dzor
Village Group
VISTAA Expert Center
Yardimli Bee-Keepers
Yardimli cattle farms
Yardimli Fruit Orchards
Yardimli wheat growers
Young Agriculturists Program, Imereti Farmers' Association
Yourali Ltd.
YUMI
Zohrabyani Tigran Mets CJSC
Zoreti Ltd,Foreli Farm

EQUIPMENT INVENTORY

As of date:

3/25/2009

FAO-A-00-99-00018-

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ACDI/VOCA -

ARMENIA

Cooperative Agreement Number

**** You MUST solicit USAID
for disposal****
instructions for items valued
at more than \$5,000

LOCATION

DISPOSAL INFORMATION

Description - Include year, make, model, etc.	Manufacturers Serial # or Vehicle ID Number	Titled to	Acquisition Date or Date rec'd if from Fed Govt	Acquisition Cost	Location	Condition	DISPOSAL INFORMATION			Recipient of Asset
							Disposal Date	How Dispose d Of	Current Value	
2 Tables	n/a	ACDI/VOCA FtF Armenia	12-Apr-98	348.00	A/V Arm	fair	Aug-08	trashed		ACDI/VOCA MCC program Water to Market
1 back UPS,n/a	650	ACDI/VOCA FtF Armenia	4-Dec-98	299.00	A/V Arm	fair		trashed		
Computer, Pentium II400	n/a	ACDI/VOCA FtF Armenia	2-Mar-99	1,350.00	A/V Arm	poor	Aug-08	trashed		
Monitor,Sony Trinitron,CPD-100ES	4559131	ACDI/VOCA FtF Armenia	3-Mar-99	410.00	A/V Arm	broken	Aug-08	trashed		
1 Table, 2 chairs	n/a	ACDI/VOCA FtF Armenia	2-Aug-99	492.00	A/V Arm	good			\$70	
2 Table,2 armchairs,1 sofa	n/a	ACDI/VOCA FtF Armenia	4-Aug-99	470.00	A/V Arm	poor			\$250	
Monitor,ViewSonic E655,VCDTS21443-3M	EI84671021	ACDI/VOCA FtF Armenia	26-Aug-99	264.00	A/V Arm	broken	March, 2007	trashed		
Computer COMPAQ Presario,n/a	1255	ACDI/VOCA FtF Armenia	2-Dec-99	1,750.00	A/V Arm	broken	Aug-08	trashed		
8 Chairs	n/a	ACDI/VOCA FtF Armenia	3-Dec-99	146.00	A/V Arm	4 chairs broken		trashed		
Monitor 15, Samsung 550B	DP15HS7T/EDC	ACDI/VOCA FtF Armenia	29-Jan-01	166.67	A/V Arm	broken	Aug-08		\$60	
Monitor 15, Samsung 550B	DP15HS7T/EDC	ACDI/VOCA FtF Armenia	29-Jan-01	166.67	A/V Arm	good			\$60	VISTAA Expert Center
Monitor 15, Samsung 550B	DP15HS7T/EDC	ACDI/VOCA FtF Armenia	29-Jan-01	166.67	A/V Arm	broken	Aug-08	trashed		
Computer, P III 733EB	n/a	ACDI/VOCA FtF Armenia	29-Jan-01	733.33	A/V Arm	good			\$70	Greenhouse Association
Computer, P III 733EB	n/a	ACDI/VOCA FtF Armenia	29-Jan-01	733.33	A/V Arm	bad			\$40	Green Lane NGO
Conference table	n/a	ACDI/VOCA FtF Armenia	4-Jun-01	450.00	A/V Arm	good			\$100	ACDI/VOCA MCC program Water to Market
Office table	n/a	ACDI/VOCA FtF Armenia	6-Jun-01	200.00	A/V Arm	good			\$50	ACDI/VOCA MCC program Water to Market
Office Bookcase	n/a	ACDI/VOCA FtF Armenia	13-Jun-01	250.00	A/V Arm	good			\$50	ACDI/VOCA MCC program Water to Market
Printer HP LaserJet 1000,Q1342A	CNCR244290	ACDI/VOCA FtF Armenia	18-Mar-02	293.00	A/V Arm	good			\$25	Greenhouse Association
Dell Dimension XPS,n/a	450 MMX	ACDI/VOCA FtF Armenia	1997	0.00	A/V Arm	fair	Aug-08	trashed		
Computer P IV 2400 Gh, 512 RAM, 120 Gb HD with LCD - IBM ThinkVision.Mode:6636-AB2,FRU Part No.:31P9960,Manufactured: July,2003	2409262	ACDI/VOCA FtF Armenia	3-Nov-03	934.00	A/V Arm	good			\$280	ACDI/VOCA MCC program Water to Market

Asset Disposition List

Description - Include year, make, model, etc.	Manufacturers Serial # or Vehicle ID Number	Titled to	Acquisition Date or Date rec'd if from Fed Govt	Acquisition Cost (AZN)	Acquisition Cost (USD)	Location	Condition	DISPOSAL INFORMATION					
								Disposal Date	How Disposed Of	Current Value	Current Value (USD)	Sale Price if Sold	
EQUIPMENT													
2000 FORD EXPLORER	H007946	ACDI/VOCA FIF Azerbaijan	Sep-00	138 165 000.00	\$ 28 179.69	Baku - FIF Office	good	1/6/2009	Chemonics Republic of Azerbaijan Society of Refugees	527.95	640.09		
1997 VAZ 212113	H005171	ACDI/VOCA FIF Azerbaijan	Dec-98	28 251 000.00	\$ 5 761.98	Baku - FIF Office	fair	10/15/2008		-	-		
PRINTER HP 1100	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-99	1,850,000.00	\$ 336.53	Baku - FIF Office	fair	9/25/2008	Golden Feed	-	-		
UPS 700 VA- Tripp-Lite	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	738,000.00	\$ 150.52	Baku - FIF Office	fair	9/24/2008	Royal Farming	-	-		
UPS 700 VA- Tripp-Lite	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	738,000.00	\$ 150.52	Baku - FIF Office	fair	9/25/2008	Golden Feed Ecology and Bee Lovers Society	175.62	212.92		
PRINTER/COPIER/SCANNER - HP LJ 3320	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	3,469,000.00	\$ 707.53	Baku - FIF Office	broken		trashed	87.18	105.70		
PABX 3'8 - Panasonic	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	1 722 000.00	\$ 351.21	Baku - FIF Office	good	9/25/2008	GABA	-	-		
SWITCH COMPEX 16 port - PS2216	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	689 000.00	\$ 140.53	Baku - FIF Office	good	9/25/2008	GABA	-	-		
FAX MODEM - U.S. Robotics	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	836 000.00	\$ 170.51	Baku - FIF Office	broken		trashed	-	-		
PRINT STATION - EP 903X	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	571,000.00	\$ 116.46	Baku - FIF Office	fair	9/25/2008	GABA	69.86	84.70		
UPS - ART 2000	none indicated	ACDI/VOCA FIF Azerbaijan	Jan-04	1,036,000.00	\$ 211.30	Baku - FIF Office	fair	9/26/2008	Jal labad Agribusiness Co.	-	-		
DESKTOP COMPUTER - DELL	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-98	6 231 019.00	\$ 1 270.86	Baku - FIF Office	poor	9/25/2008	Golden Feed	138.01	167.33		
DESKTOP COMPUTER - Creative	none indicated	ACDI/VOCA FIF Azerbaijan	Aug-99	5 117 000.00	\$ 1 043.65	Baku - FIF Office	fair	9/25/2008	Golden Feed	-	-		
NOTEBOOK - Toshiba	808394407U	ACDI/VOCA FIF Azerbaijan	Dec-07	883 374.00	\$ 180.17	Baku - FIF Office	poor	9/24/2008	Royal Farming	-	-		
NOTEBOOK - Toshiba	Z1054891PU	ACDI/VOCA FIF Azerbaijan	Dec-07	883 374.00	\$ 180.17	Baku - FIF Office	broken	9/30/2008	Given to MENA FTF LWA EDH-A-00-08-00006-00	-	-		
DESKTOP COMPUTER HP Compaq PIV	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	3,370,000.00	\$ 687.33	Baku - FIF Office	fair	9/24/2008	Royal Farming	-	-		
DESKTOP COMPUTER HP Compaq PIV	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	3,370,000.00	\$ 687.33	Baku - FIF Office	fair	9/25/2008	Ecology and Bee Lovers Society	-	-		
MONITOR- LCD 15	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	1,820,000.00	\$ 371.20	Baku - FIF Office	fair	9/24/2008	Royal Farming	-	-		
MONITOR- LCD 15	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	1,820,000.00	\$ 371.20	Baku - FIF Office	fair	9/25/2008	Ecology and Bee Lovers Society	170.61	206.85		
DESKTOP COMPUTER HP Compaq PIV	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	3,055,000.00	\$ 623.09	Baku - FIF Office	fair	9/25/2008	Golden Feed	170.61	206.85		
DESKTOP COMPUTER HP Compaq PIV	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	3,055,000.00	\$ 623.09	Baku - FIF Office	fair	9/26/2008	Jal labad Agribusiness Co.	92.14	111.71		
MONITOR- LCD 15	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	1 222 000.00	\$ 249.24	Baku - FIF Office	fair	9/25/2008	Golden Feed	92.14	111.71		
MONITOR- LCD 15	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	1 222 000.00	\$ 249.24	Baku - FIF Office	fair	9/26/2008	Jal labad Agribusiness Co.	-	-		
UPS TL 500VA	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	345,000.00	\$ 70.37	Baku - FIF Office	broken		trashed	-	-		
Printer 6L	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	0.00	\$ -	Baku - FIF Office	fair	9/25/2008	Ecology and Bee Lovers Society	-	-		
Telephone Panasonic Data Port	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	216,500.00	\$ 44.16	Baku - FIF Office	good	9/25/2008	Golden Feed Ecology and Bee Lovers Society	-	-		
Telephone Panasonic Data Port	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	216,500.00	\$ 44.16	Baku - FIF Office	good	9/25/2008	Society	-	-		
Telephone Panasonic Data Port	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	216,500.00	\$ 44.16	Baku - FIF Office	good	9/24/2008	Royal Farming	-	-		
Telephone Panasonic Data Port	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	216 500.00	\$ 44.16	Baku - FIF Office	good	9/26/2008	Jal labad Agribusiness Co.	-	-		
Telephone Panasonic KXX-7730	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	216 500.00	\$ 44.16	Baku - FIF Office	good	9/25/2008	GABA	-	-		
Modem w th 4 LAN Port- NETGEAR ADSL	none indicated	ACDI/VOCA FIF Azerbaijan	Jan-08	67.99	\$ 0.01	Baku - FIF Office	very good	9/25/2008	GABA	-	-		
Total Equipment				212,079,334.99	\$ -					-	-		
FURNITURE/OTHER										72.99	88.49		
File cabinet	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-98	909 450	\$ 185.49	Baku - FIF Office	poor	9/25/2008	GABA	-	-		
File cabinet	none indicated	ACDI/VOCA FIF Azerbaijan	Jan-98	1 102 950	\$ 224.95	Baku - FIF Office	broken	9/25/2008	GABA	-	-		
File cabinet	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	1,188,000	\$ 242.30	Baku - FIF Office	poor	9/24/2008	AIM	-	-		
Safe - Kea Safe	none indicated	ACDI/VOCA FIF Azerbaijan	Oct-98	709,957	\$ 144.80	Baku - FIF Office	fair	9/24/2008	AIM	-	-		
Safe Code safe	none indicated	ACDI/VOCA FIF Azerbaijan	Feb-03	1,080,000	\$ 220.27	Baku - FIF Office	fair	9/24/2008	AIM	-	-		
Book Shelves	none indicated	ACDI/VOCA FIF Azerbaijan	Dec-00	1,046,000	\$ 213.34	Baku - FIF Office	fair	9/25/2008	GABA	-	-		
Office Bookcase	none indicated	ACDI/VOCA FIF Azerbaijan	Dec-98	936,000	\$ 190.90	Baku - FIF Office	fair	9/24/2008	AIM	-	-		
FIF banner	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	740 000	\$ 150.93	Baku - FIF Office	good	9/24/2008	Royal Farming	-	-		
Custom window blinds	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	1 578 500	\$ 321.95	Baku - FIF Office	fair			-	-		
Office Bookcase	none indicated	ACDI/VOCA FIF Azerbaijan	Dec-98	550 000	\$ 112.18	Baku - FIF Office	fair	9/24/2008	Royal Farming	-	-		
FIF banner	none indicated	ACDI/VOCA FIF Azerbaijan	Dec-03	750,000	\$ 152.97	Baku - FIF Office	fair	9/25/2008	Golden Feed	-	-		
Fax machine - Panasonic105	none indicated	ACDI/VOCA FIF Azerbaijan	Dec-00	1,354,200	\$ 276.20	Baku - FIF Office	fair	9/25/2008	Golden Feed	-	-		
Cell phone - Siemens	none indicated	ACDI/VOCA FIF Azerbaijan	Dec-01	50	\$ 55.00	Baku - FIF Office	fair	9/25/2008	Golden Feed	-	-		
Cell phone - NOKIA	none indicated	ACDI/VOCA FIF Azerbaijan	Dec-01	50	\$ 55.00	Baku - FIF Office	fair	9/25/2008	GABA	-	-		
Office Chair	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	770,000	\$ 157.05	Baku - FIF Office	fair	9/24/2008	AIM	-	-		
Office Chair	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	420 000	\$ 85.66	Baku - FIF Office	fair	9/24/2008	AIM	-	-		
Office Chair	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	420 000	\$ 85.66	Baku - FIF Office	fair	9/24/2008	AIM	-	-		
Office Chair	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	420 000	\$ 85.66	Baku - FIF Office	fair	9/24/2008	AIM	-	-		
Computer Desk	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	1 287 000	\$ 262.49	Baku - FIF Office	fair	9/24/2008	Royal Farming	-	-		
Computer Desk	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	500,000	\$ 101.98	Baku - FIF Office	fair	9/25/2008	Ecology and Bee Lovers Society	-	-		
Computer Desk	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	200,000	\$ 40.79	Baku - FIF Office	fair	9/25/2008	Golden Feed	-	-		
Computer Desk	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	480,000	\$ 97.90	Baku - FIF Office	fair	9/26/2008	Jal labad Agribusiness Co.	-	-		
Office conference table	none indicated	ACDI/VOCA FIF Azerbaijan	Nov-03	607,600	\$ 123.92	Baku - FIF Office	fair	9/25/2008	GABA	-	-		
Reception setee	none indicated	ACDI/VOCA FIF Azerbaijan	Jan-05	880,000	\$ 179.48	Baku - FIF Office	fair	9/24/2008	AIM	-	-		
round conference table chairs. 3	none indicated	ACDI/VOCA FIF Azerbaijan	Dec-98	740 000	\$ 150.93	Baku - FIF Office	fair	9/24/2008	Royal Farming	-	-		
Round conference table	none indicated	ACDI/VOCA FIF Azerbaijan	Dec-03	0	\$ -	Baku - FIF Office	fair	9/24/2008	Royal Farming	-	-		
3-door cabinet	none indicated	ACDI/VOCA FIF Azerbaijan	Dec-03	0	\$ -	Baku - FIF Office	fair	9/24/2008	AIM	-	-		
conference table chairs. 6	none indicated	ACDI/VOCA FIF Azerbaijan	Dec-03	0	\$ -	Baku - FIF Office	fair	9/25/2008	GABA	-	-		
Leather chair, 4	none indicated	ACDI/VOCA FIF Azerbaijan	Dec-03	0	\$ -	Baku - FIF Office	fair	9/25/2008	Ecology and Bee Lovers Society	-	-		
white board	none indicated	ACDI/VOCA FIF Azerbaijan	Dec-03	0	\$ -	Baku - FIF Office	fair	9/24/2008	Royal Farming	-	-		
white board	none indicated	ACDI/VOCA FIF Azerbaijan	Dec-03	0	\$ -	Baku - FIF Office	fair	9/25/2008	Ecology and Bee Lovers Society	-	-		
Large Bulletin board. 1	none indicated	ACDI/VOCA FIF Azerbaijan	Dec-03	0	\$ -	Baku - FIF Office	fair	9/25/2008	GABA	-	-		
Small Bulletin board 3	none indicated	ACDI/VOCA FIF Azerbaijan	Dec-03	0	\$ -	Baku - FIF Office	fair	9/24/2008	AIM	-	-		
Cofee Machine	none indicated	ACDI/VOCA FIF Azerbaijan	Dec-03	0	\$ -	Baku - FIF Office	good	9/26/2008	Jal labad Agribusiness Co.	-	-		
Reception table	none indicated	ACDI/VOCA FIF Azerbaijan	Dec-03	0	\$ -	Baku - FIF Office	fair	9/24/2008	AIM	-	-		
Water Dispenser	none indicated	ACDI/VOCA FIF Azerbaijan	Dec-03	500,000	\$ 101.98	Baku - FIF Office	poor	9/26/2008	Jal labad Agribusiness Co.	-	-		
Cabinet for Water Dispenser	none indicated	ACDI/VOCA FIF Azerbaijan	Dec-03	-	\$ -	Baku - FIF Office	fair	9/26/2008	Jal labad Agribusiness Co.	-	-		
Total Furniture				19,169,757.00	\$ -								
Total				231,249,091.99	\$ -								

Processor Server	HP Compaq DX 2200 Microtower	HU86460X87	ACDI/VOCA FIF Georgia	Tbilisi Office	1/21/2008	-	normal	to be returned	Transferred to AgVantage		
						3,731.03					
						27,550.64					