

Cooperative Program Support Project

FINAL REPORT

ORGANIZATION: Agricultural Cooperative Development International

COOPERATIVE AGREEMENT NUMBER: FAO-0192-A-00-4019-00

REPORTING PERIOD: April 29, 1994 - May 31, 1997

In compliance with Cooperative Agreement No. FAO-0192-A-00-4019-00, ACDI/VOCA has accomplished the activities described in Attachment 2 of the Cooperative Agreement entitled "Program Description." The following report summarizes the program's accomplishments to include a list of activities accomplished under CPSP (see attached list); outlines CPSP-funded proposals awarded; highlights major successes in delivery of technical assistance to include methods of work used; summarizes outreach activities conducted under Public Information and activities conducted under the Agriculture Trade Links project; outlines the follow-up project to CPSP; and provides a fiscal report of funds used.

The CPSP grant enabled ACDI/VOCA to expand its portfolio of development projects and to diversify its funding sources. A list of projects awarded as a result of CPSP funding are listed below.

Proposals Awarded:

- Eritrea Rural Enterprise Assistance Program (REAP) - The 5-year program seeks to accelerate economic growth along the major road corridor of the country and will focus on eight components, some of which include: 1) rural enterprise development, 2) improving rural financial systems, 3) agricultural technical assistance, 4) U.S. trade and investment facilitation, and 5) secondary roads construction and maintenance.
- USAID P.L. 480 Food for Development program in Cape Verde. The new program is a 5-year, \$15.7 million effort that continues a four-year ACDI involvement in Cape Verde. The signing of this agreement received substantial publicity, notable attendees included: Brian Atwood, Ambassador Corentino Santos for the Republic of Cape Verde, Senators Claiborne Pell, John Kerry, and Edward Kennedy, and Congressmen Barney Frank, Patrick Kennedy, Joseph Kennedy, and Jack Reed.
- A 5-year USAID P.L. 480 Title II Food for Development program in Uganda. The purpose of the program is to sell vegetable oil in the local market through an open and competitive bidding system, and use the proceeds to address food security issues such as increasing the

production of maize, bean, oilseed, and cassava.

- USDA FY '96 Food for Progress projects in Georgia. The purpose of the program is to sell soybean meal in the local market through auctions and tender processes, and use the approximately \$900,000 in annual proceeds to support a production credit association and an extension program that disseminates information on improved seed varieties and farm technology.
- USDA FY '96 Food for Progress projects in Kyrgyz Republic. The program, operating in the Osh Oblast of Southern Kyrgyzstan, sells flour milled from hard red winter wheat through an open call auction procedure. The approximate \$900,000 in proceeds will capitalize a farmer credit association that will provide loans to farmers and other rural enterprises and provide loans and grants to selected agribusinesses.
- Egypt AgLink project: \$9.9 million project designed to build on the Gore/Mubarak Initiative which calls for "expanding the private sector, building stronger commercial ties between our peoples, and creating better conditions to attract U.S. investment" to Egypt. AgLink seeks to accomplish this through four principle methods: 1) Targeted technology transfer, 2) Firm-to-firm exchanges to include cooperatives, 3) Farmer exchanges, and 4) Seminars and peer training sessions.
- Uganda Masindi Buffer Zone project: awarded \$984,831 to provide support to the Environmental Protection and Economic Development program in the Masindi buffer zone, next to Murchison Falls Park.
- Food Security and Markets for Smallholder Producers (FOSEM) project in Uganda which builds on progress achieved in the On-Farm Productivity Enhancement Project (OFPEP) to achieve the following objectives in three districts in Eastern Uganda:
 - * increased yields and production on smallholder farms in the project area;
 - * increased household consumption and sale of soybeans, maize and cassava to local markets;
 - * increased household consumption of soybeans; and
 - * an increase in the availability of mosaic tolerant/resistant cassava planting materials in the project area.
- 1 short-term contract was granted to write a regional concept paper on approaches to promote rural financial services throughout Latin America.
- Watershed and Applied Resources Development (WARD) Project in Cape Verde. WARD served to strengthen capacity of Cape Verde's Rural Development Authority to improve the effectiveness of planning and management of soil and water conservation activities. The project organized and supported a system of farmer associations to carry out conservation activities as independent contractors.

- Agricultural Services and Technology (AsTech) project in Georgia. AsTech had the overall goal of increasing rural family incomes in Georgia by improving the agricultural efficiency and profit of farm families and agribusinesses.
- Verbal approval of follow-up project to AsTech. The Seed Enterprise Enhancement and Development Project (SEED) aims to create, test and institutionalize a functioning system which will permit Georgia to become self-reliant in the production of high yielding seeds of four basic food and feed crops: wheat, maize, sunflower, and potatoes. SEED will do this by increasing the transfer of technology, increasing access to credit by domestic enterprises, expand export markets, and develop domestic markets.

Technical Assistance and Cooperative Development Methodology

ACDI/VOCA has provided extensive technical assistance to many of its on-going projects in an effort to strengthen and or create cooperatives to include farmer associations and agricultural processor associations. Technical assistance varied from conducting in-country activities to hosting U.S.-based training programs. In many cases, technical assistance activities were targeted to strengthening particular weaknesses in a country's cooperative system. Such instances included review of national cooperative laws and or policy and make recommendations. Examples of this were demonstrated in Malawi, Eritrea and Ethiopia. It was also necessary at times to legally register associations under new regulatory requirements as was the case with the Farmers Credit Association in the Kyrgyz Republic. Two examples of the methods used to strengthen cooperative systems is described below in a post-privatization activity in Kazakstan, and the Malawi smallholder farmer association development activity. Both examples illustrate the importance of providing technical assistance in business management to meet member' needs, as well as policy-level guidance to ensure that cooperatives are sustainable.

Post-Privatization Activity in Kazakstan:

In December 1996, ACDI/VOCA began conducting a post-privatization program in Southern Kazakstan, supporting thirteen agricultural production cooperatives. This support enabled these former state-owned and collective farms to survive and operate more efficiently and effectively in the country's emerging free-market. Objectives included: 1) informing cooperatives of new regulatory statutes, laws, decrees etc., and instructing them on procedures such as taxation, labor relations, insurance etc.; and 2) assisting with debt restructuring for farms through analyzing financial and legal documents, and evaluating and recommending courses of action.

In follow-up to this initial assistance a Post-privatization Management Seminar was held in Uralsk Oblast. A US-based consultant and a local ACDI/VOCA staff member conducted a management seminar to introduce managers of enterprises transitioning from state-owned and operated systems to fully privatized and privately-owned agricultural cooperatives. The seminar focussed on the

following three areas of Cooperative/business management: 1) Organizational and management concepts for farm cooperatives, 2) business planning, and 3) profit generation and marketing. It was learned from feed-back of participants, that while privatization supposedly transferred ownership of the businesses to members of these new cooperatives, the real control remained in the hands of management and that services to members were also determined by management. Participants were interested to hear how US cooperatives function as demand-driven and profit-oriented businesses. Overall, the seminar was a big success with attendance exceeding 250 participants, comprising over 40 high-level agribusiness and cooperative managers, cooperative members, local business operators and local University professors. The seminar was originally planned for 20-25 participants.

Malawi Smallholder Farmer Association Development:

CPSP has been active in support of the development of a cooperative movement in Malawi, providing technical assistance to its on-going project, the Smallholder Agribusiness Development Project (SADP). SADP is an innovative approach to supporting smallholder agribusiness development by (1) improving smallholder access to better returns on agricultural sales and (2) supporting self-sufficiency of farmer associations (clubs) through improved business know-how and cooperative-strengthening methodologies. This is accomplished by working with rural farmer groups (clubs)¹ to develop commercially viable group businesses linked to farmer association structures through which smallholder farmers realize increasing returns and contribute to economic development through group action.

Recently CPSP sponsored a cooperative leader study tour to Uganda. A Malawi delegation of ten farmer leaders (eight men and two women) representing a national association of farmers went to Uganda to learn about cooperatives and evolution of the Uganda Co-operative Alliance (UCA) - the national association for all Ugandan cooperatives. This was an eye-opening experience for the Malawi delegation, as the cooperative movement in Malawi is still in its nascent stages and has been growing steadily with the assistance of SADP. Some of the major observations regarding Uganda cooperatives made by participants included the following: that all cooperatives are 100% owned and managed by farmers; government had almost no role in the operations of cooperatives; most village cooperatives had membership in excess of 200 (versus just 20-25 for burley clubs); and cooperatives are businesses that compete with other cooperatives and private sector companies - they receive no special treatment. The delegation was also enlightened on individual versus group rights, and on the merits of a collective (club-association) stance against exploitation.

¹ Note: Clubs are groups of 15 to 25 farmers, who through cooperative action are able to increase returns on their crops, and hence, realize increased household income. There are approximately 9,000 clubs registered, of which SADP provides technical assistance to approximately 1,800 targeted clubs. However, many non-targeted clubs receive spillover benefits from SADP. These clubs are currently forming a National Association, similar in structure to that of a typical U.S. regional cooperative.

As an additional measure to ensure the successful creation of a national farmers association, CPSP sponsored a consultant to conduct a review and make modifications to the Malawi Cooperative Law. SADP to date has been instrumental in creating a new cooperative structure in Malawi at the grassroots, regional, and national levels. However, up to now the new farmer associations have been registering under the Trustees Act, which comes under the Ministry of Commerce and Industry, because the legislation is more flexible and attractive to the new smallholder associations. Both the Ministry of Agriculture and Livestock Development (MoALD) and the associations would like to see if the Cooperative Law of Malawi could be modified to increase its flexibility and attractiveness to smallholders. In addition, a modified law would provide a more liberal legislative and regulatory environment which will facilitate a more rapid growth of the fledgling Malawi cooperative system, the primary goal of our efforts in the country since early 1992.

In an effort to better assess the impact of SADP, CPSP conducted an evaluation of the project in February 1997. The evaluation revealed many positive attributes of the project and recommended options for the next phase of the project: 1997-2000. These recommendations were incorporated into the proposal for extension of the project submitted to USAID (see text above). The evaluation cited the following seven objectives as the thrust of the project:

- Improve business and financial management skills of smallholder clubs (and associations)²
- Improve crop marketing skills of smallholder clubs (and associations)
- Facilitate smallholder empowerment through business development, group action and policy impact
- Strengthen business links between clubs (and associations) and market service providers
- Improve the participation of women in smallholder clubs (and associations)
- Promote crop development and diversification initiatives among smallholders
- Promote improved environmental practices.

CPSP helped fund a proposal for an extension of SADP. ACIDI/VOCA intends to expand SADP to include management and privatization of the Smallholder Coffee Authority and the Malawi Association of Spices and Herbs (MASH).

U.S.-based Training Programs:

Romanian and Bulgarian Meat Processors (Bulgaria: Oct. 14 - 21, 1995, and Romania: Oct. 21 - Nov. 5, 1995)

CPSP funded various activities for the development of the private meat processing sectors in

² SADP has already begun forming associations at the local-level with the intent of organizing a National Smallholder Association (NSA).

Romania and Bulgaria. The private companies in the sector range in size from 5 employees to over 300 employees. ACDI has provided technical assistance and training in management, finance and technical aspects of the meat industry. As a result of ACDI's intervention in Romania, the private meat processors have formed their own industry association with 75 members (June, 1995)

Romanian Commodity Exchange Program. (Feb.11 - March 5, 1995)

In an effort to increase the efficiency and effectiveness of the business and production sector of Romania, CPSP sponsored an intensive 3-week program for 8 leading representatives of the Romanian commodity exchange that closely examined the system of commodity exchanges in the U.S.

Poland, SMART/AGROSZANSA (May 18 - June 7th, 1996)

CPSP partially funded a three week U.S.-based study program for seven Polish leaders in private business development that examined the various methods of business development in the U.S., with a particular focus on business incubators. Participants learned about rural and city economic development, agribusiness policy, marketing, strategic planning, and financing. This training will help to facilitate the small business incubator program in Poland, which has proven to be effective means of promoting new businesses and creating jobs.

Romanian Bakers Study Tour. (April 13 - May 3rd, 1997)

The goal was to understand the structure and functions of the U.S. baking industry, learn about new products, product marketing and merchandising. In addition, the group learned new techniques in personnel management of small bakeries, cost analysis and pricing their products, and financial management. The training program covered the areas within the sector in the standardization and grading of baked goods and assisted the participants to gain an understanding of local, state, and national regulations, general and financial management and cooperative structures. An article, highlighting the groups' study tour, *Studying the Sweet Life: Romanian Bakers Tour the U.S. To improve Their Daily Bread (And Pastry)*, was published in the Washington Post, April 30, 1997 edition.

As the above activities illustrate, CPSP was instrumental in ensuring excellence in ACDI/VOCA's programming, and served to fortify and complement many on-going projects. In many cases, CPSP allowed beneficiaries of on-going projects to receive critical technical assistance that they would otherwise have been denied due to low-levels of project funding.

Public Information

Under the Public Information category, CPSP sponsored a wide array of outreach activities to include: 37 publication of news releases, 11 issues of the quarterly Cooperative Newsletter International (CNI) published, 45 project and program flyers/brochures produced, articles in other

publications such as the National Council of Farmer Cooperative (NCFC) "Cooperator," five exhibits at public forums were held, two radio interviews were conducted, an ACIDI/VOCA homepage was created and maintained, a promotional video was produced and contributions to the 1995 and 1996 Annual Reports were made. In addition, ACIDI made several presentations at the 68th Annual National Institute on Cooperative Education (NICE) Conference.

ATLink

The CPSP Agricultural Trade Link (ATLink) project enabled ACIDI/VOCA to make use of its experience with and ties to cooperatives and grower-owned organizations, both in the U.S. and globally. In 1996, ACIDI/VOCA member cooperatives and other U.S. agribusinesses were recruited for participation in the Cairo-based Sahara exhibit. The Sahara Exhibit is the only international agriculture show in Egypt, giving exhibitors entree into not only the Egyptian market, but the entire Middle Eastern market as well. Cooperative exhibitors included Countrymark, MidAmerica Dairymen and Universal Cooperatives. As a function of ATLink, ACIDI/VOCA explored other promising opportunities to strengthen agricultural trade links in emerging markets. In the Republic of Georgia, a seven day exploratory mission and a follow-up mission were conducted to prepare and submit an unsolicited proposal to the USAID Mission. A resubmitted version of this proposal was recently given verbal approval by the Mission. Likewise, ATLink led to the development and implementation of the Egypt AgLink project. See above description of the Georgia SEED project, and the Egypt AgLink project.

Because of the success achieved under CPSP, ACIDI/VOCA applied for and was awarded a follow-up Cooperative Agreement entitled "Building Sustainable Agricultural Cooperatives," under USAID's Cooperative Development Program. This new grant will allow ACIDI/VOCA to further pursue cooperative development activities through three major components: rural finance, capacity building and partnerships. ACIDI/VOCA plans to deliver technical assistance through volunteer services to nascent cooperatives in Brazil and Mozambique. Similarly, technical assistance will be provided by volunteers and consultants to strengthen rural financial associations in Peru, Philippines and Kyrgyz Republic. In addition, a subgrant was awarded to ACIDI/VOCA and Southern States Cooperative Inc., to improve the capacity and efficiency of input-supply cooperatives or associations in the following countries: Russia, Georgia, Poland, Ukraine, Romania and Honduras. Although considerable technical assistance will be provided by ACIDI/VOCA to strengthen rural cooperative systems, the capacity to deliver these services will be greatly enhanced by resources made available through this new cooperative agreement.

The following table lists activities accomplished under the CPSP Cooperative Agreement by project category (numbers 401 through 408), to include region, country, year and quarter activity was begun: To easily reference each of the listed activities for further details, the year and quarter in which they occurred correspond to the respective Quarterly report. For example, if an activity is listed as having occurred in "Yr2/Q3," the corresponding quarterly report would be for the third quarter of year 2 of the cooperative agreement. Activities that occurred during the no-cost extension are classified by "NC ext." A brief description of each project category is given below.

401 Member Affairs:

The objective of the CPSP Member Affairs activity is to raise the awareness and support for U.S. foreign assistance among U.S. agricultural cooperatives. To achieve this ACIDI attempted to bring in new members that have not previously participated in international development activities and to raise the awareness of existing members through program briefings at board meetings and special events plus a concerted effort to involve ACIDI members more directly in ACIDI development programs. To help promote member involvement, ACIDI's goal was to sponsor at least one board mission each year to visit one or more project sites so that members could see for themselves the benefit of the work being done.

402 Public Information:

The activities carried out under the Public Information category serve to raise the awareness of the general public of the benefits of the foreign assistance program in general and ACIDI's cooperative development program, specifically.

403 Project Development:

Project Development, as stipulated in our original proposal, seeks to develop unsolicited proposals for (a) stand-alone non-competitive grants and cooperative agreements funded by A.I.D.; and (b) any type of funding by non-USG donors and other USG agency in order to expand opportunities for providing technical assistance and training within ACIDI's five program areas.

404 ATLink:

Agricultural Trade Links (ATLink) project seeks to systematically support the development of agricultural exports, trade and investment in targeted regional areas. ATLink relies heavily on ACIDI's experience with and ties to cooperatives and grower-owned organizations, both in the U.S. and globally.

405 Technical Assistance:

The objective of the Technical Assistance and Training component of CPSP is to provide assistance under one of ACIDI's five program areas in circumstances where other funding sources are not practical. This may be due to the small size of an activity, the need to move quickly to capitalize on an opportunity, or the nature of the activity itself.

406 Training:

Training activities may be either participant training or in-country workshops and must contribute to one of ACIDI's program objectives.

407 Program Management:

General supervision and management of CPSP to include: planning CPSP activities, monitoring and reporting, and participation in evaluations.

408 Evaluation:

In order to determine the effectiveness of programs/projects and ensure programming excellence, CPSP will conduct annual program/project impact evaluations of selected development projects.

List of Activities Accomplished, Years 1 - 3

401: MEMBER AFFAIRS				
Proj #	Re-gion	Country	Activity	Year/Qtr.
401	HQ		Participation in member's annual meeting	Yr3/Q3
401	HQ		Participation in member's annual meeting	Yr3/Q2
401	HQ		Participation in member's annual meeting	Yr3/Q1
401	HQ		Workshop on export supporting gov't agencies. Participants included: 12 ACDI member representatives, OPIC, Exim Bank, USAID, Dept. of Commerce, TDA, and USDA/FSA.	Yr3/Q1
401	HQ		New member: World Wide Sires joined ACDI	Yr2/Q3
401	HQ		New member: Farm Credit Services Corp. joined ACDI	Yr1/Q3
401	HQ		New member: AGRIPAC joined the ACDI board.	Yr1/Q1

Proj #	Re-gion	Country	Activity	Year/Qtr.
402: PUBLIC INFORMATION				
402	HQ		ACDI/VOCA homepage maintained	NC ext.
402	HQ		Contribution to ACDI/VOCA 1996 Annual Report	NC ext.
402	HQ		ACDI/VOCA homepage maintained	Yr3/Q4
402	HQ		2 News Releases, 500 copies published	Yr3/Q3
402	HQ		ACDI/VOCA homepage maintained	Yr3/Q3
402	HQ		5 flyers (supplement brochure w/details on individual projects), 9000 copies per flyer published	Yr3/Q3
402	HQ		1 Newsletter: Cooperative News International (CNI) - a double issue (12 pages) published.	Yr3/Q3
402	HQ		Published article in the National Council of Farmer Cooperative (NCFC) "Cooperator" on ACDI/VOCA's programs in Poland and on the progress of the consolidation between ACDI and VOCA.	Yr3/Q3
402	HQ		ACDI/VOCA exhibit at the "Trade Talk" exhibit of the National Association of Farm Broadcasters in Kansas City.	Yr3/Q3
402	HQ		ACDI/VOCA exhibit at the International Dev. Conference.	Yr3/Q3
402	HQ		Presentation by ACDI/VOCA President, Mike Deegan, at annual NCFC meeting's international breakfast	Yr3/Q3
402	HQ		2 radio interviews promoting cooperative development	Yr3/Q3
402	HQ		4 News Releases, 500 copies published	Yr3/Q2
402	HQ		ACDI Homepage maintained	Yr3/Q2
402	HQ		8 Flyers (supplement brochure w/details of individual Projects) 9000 copies per flyer published.	Yr3/Q2
402	HQ		1 Newsletter (CNI) published	Yr3/Q2

Proj #	Re-gion	Country	Activity	Year/Qtr.
402	HQ		Published articles in the NCFC "Cooperator" on ACIDI assistance to Cape Verde and on President Mike Deegan's address at the National Institute on Cooperative Education.	Yr3/Q2
402	HQ		Participated in the Celebration of America's Bounty. The ACIDI/VOCA display promoted the trade benefits of U.S. economic assistance efforts.	Yr3/Q2
402	HQ		2 News Releases, 500 copies/each published	Yr3/Q1
402	HQ		ACDI homepage maintained	Yr3/Q1
402	HQ		12 Flyers (supplement brochure w/details on individual. projects) 9000 copies per flyer published	Yr3/Q1
402	HQ		1 Newsletter (CNI) published	Yr3/Q1
402	HQ		reprints of CNI insert for World Food Day TeleConf. information packet, 1500 copies	Yr3/Q1
402	HQ		Information packet on "Agencies and Organizations Assisting U.S. Cooperative International Trade published.	Yr3/Q1
402	HQ		3 News Releases, 500 copies published	Yr2/Q4
402	HQ		1 Brochure, 5000 copies published	Yr2/Q4
402	HQ		18 one-page flyers outlining major on-going projects published	Yr2/Q4
402	HQ		1 Newsletter (CNI) published	Yr2/Q4
402	HQ		1 ACIDI exhibit	Yr2/Q4
402	HQ		Contributed to ACIDI's 1995 Annual Report	Yr2/Q4
402	HQ		4 News Releases published	Yr2/Q3
402	HQ		1 Newsletter (CNI) published	Yr2/Q3
402	HQ		1 News Release published	Yr2/Q2
402	HQ		1 Newsletter (CNI) published	Yr2/Q2
402	HQ		1 News Release published	Yr2/Q1

Proj #	Re-gion	Country	Activity	Year/ Qtr.
402	HQ		1 Newsletter (CNI) published	Yr2/Q1
402	HQ		5 News Releases published	Yr1/Q4
402	HQ		1 Newsletter (CNI)	Yr1/Q4
402	HQ		5 News Releases published	Yr1/Q3
402	HQ		1 Newsletter (CNI) published	Yr1/Q3
402	HQ		5 News Releases published	Yr1/Q2
402	HQ		1 brochure produced	Yr1/Q2
402	HQ		1 Newsletter (CNI) published	Yr1/Q2
402	HQ		5 News Releases published	Yr1/Q1
402	HQ		1 Newsletter (CNI) published	Yr1/Q1

Proj #	Region	Country	Activity	Year/Qtr.
403: PROJECT DEVELOPMENT				
403	HQ	Global	NRM: Low-cost wastewater treatment facilities	NC ext.
403	NIS	Caucasus	Trade project proposal	NC ext.
403	AF	Malawi	Smallholder Agribusiness Dev. Project (SADP) ext.	Yr3/Q4
403	NIS	Kyrgyz R.	IBRD Kyrgyz Rep. Ag. Finance Corporation (KAFC)	Yr3/Q4
403	LAC	Argen/Para	Yacyreta Project with IDB for wastewater treatment	Yr3/Q3
403	ANE	W.B. Gaza	Food Systems Development	Yr3/Q3
403	NIS	Russia	USDA Emerging Markets Program	Yr3/Q3
403	ENI	Bosnia	Food Aid, Food for Progress Monetization (USDA)'97	Yr3/Q2
403	ENI	Kyrgyz R.	Food Aid, Food for Progress Monetization (USDA)'97	Yr3/Q2
403	ENI	Georgia	Food Aid, Food for Progress Monetization (USDA)'97	Yr3/Q2
403	LAC	PERU	Unsolicited proposal to strengthen credit activities under the Alternative Development Project in Peru.	Yr3/Q2
403	AF	Eritrea	Rural Enterprise Assistance Program (REAP)	Yr3/Q2
403	AF	Ethiopia	Rural Credit	Yr3/Q2
403	ENI	Bosnia	Concept paper on Commodity Credit project for USAID	Yr3/Q1
403	ANE	Mid-East	Middle-East Regional Cooperation pre-proposal for integrated wastewater management project.	Yr3/Q1
403	NIS	Russia	Agriculture Finance Project for USAID.	Yr3/Q1
403	LAC		Alternative Development proposals	Yr2/Q4
403	AF	Uganda	PL 480 Title II Monetization	Yr2/Q4
403	AF	Cape V.	PL 480 Title II Monetization	Yr2/Q4
403	NIS	Georgia	Awarded ASTECH proposal for \$1.5 million	Yr2/Q4
403	HQ		Awarded Cooperative Agreement of \$140,000 to develop alternative effluent technologies for USAID.	Yr2/Q4

Proj #	Re-gion	Country	Activity	Year/Qtr.
403	AF	Malawi	Prepared unsolicited proposal for training workshop in credit analysis.	Yr2/Q3
403	ANE	Mongolia	Unsolicited proposal for Ag. Coop. Dev. Survey	Yr2/Q3
403	ANE	Indonesia	Unsolicited proposal for Ag. Coop Dev. Survey, Japan International Cooperation Agency (JICA).	Yr2/Q3
403	LAC		A short-term contract was awarded to write a regional concept paper on approaches to promote rural financial services throughout Latin America.	Yr2/Q3
403	AF	Uganda	Proposal for cotton sub-sector development w/WB.	Yr2/Q2
403	LAC	Nicaragua	Proposal for assessing farmer cooperatives w/UNDP	Yr2/Q2
403	NIS	Kyrgyz R.	Proposal for cooperative dev. w/World Bank	Yr2/Q1
403	EEC	Poland	Proposal for regional rural credit w/USAID	Yr1/Q4
403	EEC	Macedonia	Proposal for rural credit project w/USAID	Yr1/Q4
403	EEC	Bulgaria	Proposal for regional rural credit project w/USAID	Yr1/Q4
403	EEC	Hungary	Proposal for regional rural credit project w/USAID	Yr1/Q4
403	NIS	Kazakstan	Ag. Study for ADB	Yr1/Q4
403	NIS	Kyrgyz R.	Ag. Study for ADB	Yr1/Q4
403	NIS	Russia	Proposal for Small Business Fund w/EBRD	Yr1/Q4
403	ENI		Proposal for Food Industry Holding w/EBRD	Yr1/Q4
403	NIS	Russia	Proposal for Lower Volga Fund w/EBRD	Yr1/Q4
403	NIS	Moldova	Proposal for Credit Advisor w/EBRD	Yr1/Q4
403	NIS	Russia	Proposal for West Siberia Fund w/EBRD	Yr1/Q4
403	ENI		Proposal for 10 Enterprise Funds	Yr1/Q4
403	ENI	Albania	Proposal for rural development project w/EBRD	Yr1/Q4
403	LAC	Peru	Proposal for National Assoc. Caja Rurales w/USAID	Yr1/Q3
403	ANE	WB Gaza	Proposal for WID Marketing w/USAID	Yr1/Q3
403	AF	Cape V.	Proposal for Microenterprise Project	Yr1/Q3

Proj #	Re-gion	Country	Activity	Year/Qtr.
403	ANE	WB Gaza	Proposal for Ag. Export Project w/USAID	Yr1/Q3
403	NIS	Georgia	Proposal for Agribusiness development w/StC	Yr1/Q3
403	NIS	Russia	Proposal for ARIS w/EBRD	Yr1/Q3
403	NIS	Russia	Proposal for LARIS w/EBRD	Yr1/Q3
403	NIS	Georgia	Proposal for Small-scale agribusiness w/USAID	Yr1/Q3
403	NIS	Armenia	Proposal for Winter Wheat Seed Project w/USAID	Yr1/Q3
403	AF	Malawi	Proposal for Smallholder Agribusiness Dev. Project	Yr1/Q3
403	HQ		Submission of Cvs to ADB for Micro & Rural Finance	Yr1/Q3
403	HQ		Submission of Cvs to ADB for Ag. Dev. Loan	Yr1/Q3
403	ANE	Sri Lanka	Proposal for Farmers Organizations Democracy w/AID	Yr1/Q2
403	NIS	Russia	Proposal for Reverse Farmer-to-Farmer w/USAID	Yr1/Q2
403	ENI	Albania	Proposal for Northeastern Districts Rural Dev. w/WB	Yr1/Q2
403	AF	Ethiopia	Proposal for Rural Credit & Microenterprise Dev. w/USAID	Yr1/Q2
403	ENI	Albania	Proposal for Rural Commercial Bank Technical Assistance w/USAID	Yr1/Q1
403	AF	Uganda	Proposal for Masindi District Buffer Zone Project w/USAID.	Yr1/Q1
403	AF	Egypt	Proposal for Ag. Marketing Information w/USAID	Yr1/Q1
403	AF	Egypt	Proposal for Matrough Resource Management w/WB	Yr1/Q1
403	AF	Cape V.	Awarded the WARD project w/USAID	Yr1/Q1

Proj #	Re-gion	Country	Activity	Year/Qtr.
404: ATLINK				
404	NIS	Georgia	Conducted pre-proposal research and wrote and submitted an unsolicited proposal for an agribusiness development project in the Republic of Georgia.	Yr3/Q3
404	ANE	Egypt	Recruited ACDI member cooperatives and other US agri-business for participation in the Cairo-based Sahara exhibit.	Yr3/Q2
404	NIS	Georgia	Conducted exploratory mission to ascertain the feasibility, support and desirability of submitting an unsolicited ATLink proposal.	Yr3/Q2
404		W. Europe	Visited numerous officials in Western Europe to explore possibilities of ACDI collaboration with various business and development projects.	Yr3/Q2
404	ANE	Egypt	Accompanied ACDI members to assess business opportunities.	Yr3/Q1
404	ANE	Egypt	Conducted various activities in preparation of, and to promote Agribusiness Partnership Program to be held April 12-17.	Yr2/Q4
404	ANE	Egypt	Submitted Aglink unsolicited proposal.	Yr2/Q4

Proj #	Region	Country	Activity	Year/Qtr.
405: TECHNICAL ASSISTANCE TO COOPERATIVES AND CREDIT INSTITUTIONS				
405	NIS	Kyrgyz R.	Provided technical assistance to draft bylaws and legally register the Farmers Credit Association.	NC ext.
405	NIS	Kazakstan	Cooperative post-privatization management seminar in Uralsk Oblast.	NC ext.
405	AF	Malawi	Malawi cooperative leader study tour in Uganda.	NC ext.
405	AF	Malawi	Malawi Cooperative Law Review/Modification.	NC ext.
405	NIS	Georgia	Technical assistance was provided to assist farmers to plant a Newleaf variety of beetle-resistant potatoes.	NC ext.
405	HQ		An in-house workshop on Project Monitoring and Evaluation was conducted for headquarter's staff	NC ext.
405	NIS	Kazakstan	Conducted a follow-up post-privatization activity to assist 13 state-owned collective farms to make the transition to privatized cooperatives and operate more efficiently in the country's emerging free-market.	Yr3/Q4
405	NIS	Kyrgyz R.	Provided technical assistance to establish an open-auction system for sale of flour as part of a Food Monetization project in Osh.	Yr3/Q4
405	AF	Uganda	Conducted a feasibility study for the development of a mini-hydro power plant, irrigation and gravity water supply schemes for the people of the flat lands of the Western Rift Valley along the Eastern shore of Lake Albert.	Yr3/Q4
405	ANE	WB Gaza	Conducted an olive oil assessment and provided technical assistance to olive producers.	Yr3/Q4
405	HQ		Produced rural finance marketing material	Yr3/Q3
405	NIS	Kazakstan	Conducted initial post-privatization program in Southern Kazakstan to provide post-privatization support to 13 agricultural production cooperatives.	Yr3/Q3

Proj #	Region	Country	Activity	Year/Qtr.
405	HQ		At the 68th Annual National Institute on Cooperative Education (NICE), several representatives of ACDI participated in the various technical education sessions and presented their success stories on cooperative development activities.	Yr3/Q2
405	AF	Cape V.	Various training activities were conducted for association leaders in watershed management.	Yr2/Q4
405	NIS	Georgia	Increased availability of seasonal production credit and farm supplies. Strengthened credit system of the regional Private Farmer Union.	Yr2/Q4
405	ENI	Romania	In response to a request by members on the Romanian Meat Processors Association, a two-man team traveled to Romania and Bulgaria to provide expert advice on forming a joint venture for the associations.	Yr2/Q3

Proj #	Region	Country	Activity	Year/Qtr.
406: TRAINING				
406	HQ	U.S.-based	A group of 8 Romanian bakers participated in a 3-week study tour of the U.S. baking industry.	NC ext.
406	HQ	U.S.-based	A group of 7 Polish business incubator managers participated in business development training for small scale agribusiness.	Yr3/Q1
406	HQ	U.S.-based	A group of 5 Macedonian meat processors participated in a study tour to understand the structure and functions of the U.S. meat processing industry.	Yr3/Q1
406	HQ	U.S.-based	A group of 6 Albanian farmers visited sites in California and Maryland to learn about American farmer associations at the federal, state, and local levels.	Yr2/Q4
406	HQ	U.S.-based	A group of 8 Bulgarian cattle farmers participated in a Cattle Breeders Program.	Yr2/Q4
406	HQ	U.S.-based	A group of 9 Romanian meat processors participated in a meat processors training program..	Yr2/Q4
406	HQ	U.S.-based	A group of 10 Romanian leaders of the new Romanian Commodity Exchange participated in a Commodity Exchange training program.	Yr2/Q3
406	ANE	WB Gaza	Four in-country training activities in beekeeping, aquaculture, olive oil processing and fruit and vegetable marketing were held.	Yr2/Q2

Proj #	Region	Country	Activity	Year/Qtr.
407: PROGRAM MANAGEMENT				
Throughout the life of project CPSP was properly managed to include: planning CPSP activities, monitoring the budget and reporting expenditures to USAID.				
408: EVALUATION				
408	AF	Malawi	Conducted a mid-term evaluation of the Malawi Smallholder Agribusiness Development Project (SADP).	Yr3/Q4
408	NIS	Kazakstan	Conducted an evaluation of "The Koch Dairy Modernization Project."	Yr2/Q3
408	AF	Uganda	Conducted an evaluation of ACIDI's PL 480 Monetization program in Uganda.	Yr1/Q2

AGRICULTURAL COOPERATIVE DEVELOPMENT INTERNATIONAL (ACDI)

FISCAL REPORT OF TOTAL EXPENDITURES: APRIL 29, 1994 - MAY 31, 1997

Grant Line Items								
ACDI's line items	Personnel	Fringe ben.	Travel	Consultant	Training	Evaluation	ODC	Total
Member Affairs	34,686	15,272	11,710				7,931	69,599
Public Info.	72,576	15,387	2,414				104,417	194,793
Project Dev.	116,090	21,793	80,664	140,300			18,311	377,158
ATLink	79,056	24,047	34,583				8,256	145,942
Tech. Assist.	18,952		72,800	53,249			32,206	177,207
Training					270,308		726	271,035
Prog. Management	26,351	8,015					38	34,403
Evaluation						47,505		47,505
Subtotal Direct	347,710	84,514	202,171	193,549	270,308	47,505	171,884	1,317,642
Indirect	127,262	30,932	73,995	70,839	98,933	17,387	62,910	482,257
Total	474,972	115,446	276,166	264,388	369,241	64,892	234,794	1,799,899