

ADAR Project

**2001 Third Quarter Progress Report
July 1 to September 30, 2001**

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Under the:

**Assistance à la Dynamisation de l'Agribusiness au
Rwanda
(ADAR) Project**

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Introduction

This document constitutes the progress report for ADAR's activities during the third quarter of calendar 2001, the first year of the Rwanda project. This report covers the period from July 1st to September 30, 2001. ADAR - *Assistance à la Dynamisation de l'Agribusiness au Rwanda* - is a \$5,7 million USAID funded project with a budget, spanning a three-year period. The ADAR project team began work in country on January 22, 2001.

The ADAR project directly addresses USAID's food security strategic objective to provide support to Rwandan agro-enterprises. Specifically ADAR seeks to maximize the economic benefit to Rwandans through agriculture. This process will generate employment and place individual businesses and commodity sectors on sustainable and expandable growth paths.

This project seeks to:

- *Add value* to key commodities targeted for export;
- *Build efficiency* and expand employment within *commodity chains*;
- *Upgrade managerial and technical capability* in agribusiness enterprises;
- *Improve product quality and expand access to markets*;
- *Develop financing options* to support agribusiness growth.

To reach this strategic objective, USAID Rwanda has defined three Performance Intermediate Results:

- Enhanced Performance of ADAR - *ABC Centre* Assisted Firms
- Improved Performance of Targeted Commodity Chains
- Improved access to Financing for Agribusiness Firms

In the third quarter of 2001, ADAR's efforts focused on :

- Providing targeted technical assistance and training to *ABC* clients with an important program of training;
- Contracting short-term consultancies on technical issues;
- Sending agribusiness operators abroad for study tours, and by
- Launching the *ABC Centre* and offering internal workshops to discuss on strategies per sector.

ADAR worked closely with some of our partners: ACDI-VOCA, PEARL and CARE Rwanda to share assistance with the coffee sector, ADAR being more focused on management and marketing for sustainable growth.

This report presents the ADAR activities undertaken in the third quarter of 2001 with respect to strategic objective, intermediate results, and indicators of performance. This document contains four sections.

The first section describes the progress towards the ADAR strategic objective; the second section describes the technical and training assistance offered by ADAR; the third section presents meetings attended (internal and external communication); and the fourth section shows Administrative issues with the deliverables submitted during this period.

Guest's comments of the launching of the *ABC Centre* are presented in annexes with press articles on ADAR and an updated list of ADAR project technical and management reports.

1. Progress Towards Objectives

This section describes the ADAR activities during this reporting period, which helped achieve progress towards the stated Intermediate Results, and strategic objectives of the project based on the SO3 indicators; it includes the implementation of all ADAR activities.

1.1 Expected Results

The ADAR project is expected to achieve results, as measured by some of the above mentioned Performance Indicators:

- Increased access to information and improved information exchange
- Expanded access to markets and increased clients sales
- Improved agribusiness management skills
- Upgraded quality and standards of targeted commodity chains products
- Expanded options available to agribusiness firms for financing
- Improved receptivity of banking community to agribusiness borrowers

1.2 Performance

This section describes the progress made during the third quarter of 2001 with respect to some Performance Indicators.

Increased access to information and improved information exchange

People soliciting ADAR for information on activities, access to investment opportunities, and/or for courtesy visits increased from 57 during the 2nd quarter to 212 for this period.

In order to formalize our partnership with our agribusiness clients, we updated the questionnaire prepared during the 2nd quarter, and translated the Collaboration Agreement from English to Kinyarwanda.

At the end of September, 17 clients filled in this questionnaire and signed it.

During the 3rd quarter, ADAR organized eight workshops. These workshops were offered in the conference room of the *ABC Centre*, using its facilities and resources.

Expanded access to markets and increased clients sales

- ADAR had three agribusiness clients using ADAR direct assistance to access markets during the first quarter (participation to the Specialty Coffee Association of America) and three during the second quarter (participation to the East African Fines Coffee Association and to a Study Tour to Kenya).

During the 3rd quarter, the project sent another three groups of individuals in September in Mombasa to receive training in “Corporate Governance”. This Rwandan delegation made interesting contacts that can lead to the beginning of export of some agricultural products (i.e. sun flower).

- Through ADAR assistance, Emballage Rwanda is likely to export to Oman over 15 tons of the improved Irish potato variety known as Victoria.

The ABC Centre was launched September 18th. Some of our clients have already used our Internet service to access market, information on passion fruit and potatoes.

Improved agribusiness management skills

Nine seminars were given during this quarter concerning coffee pruning techniques and phytosanitary protection. Two seminars were offered in our training room, and seven were organized in the field - Kigali rural and mainly along Lake Kivu - for the coffee sector. A total of 191 participants attended those seminars.

In addition to techniques learned on their own farms, 170 of the participants will train neighbouring farmers in these two areas critical for achieving increased yields.

Upgraded quality and standards of targeted commodity chains products

We held a seminar in August on “Norms and Standards Brief to Agribusiness Operators”. Of the ten participants, four of them are assisted by ADAR to upgrade standards.

Two operators have improved standards through being ADAR initiatives:

- ADAR sent a sample of passion fruit concentrate for INYANGE DAIRY to Chiquita Brands, a specialized firm based in Antwerpen. Evaluation of sample shows some criteria need to be improved to have access to the European market.

- In the context of its program to improve potato quality and conservation, ADAR identified three varieties which will be introduced and provided training in sorting, cleaning and packaging of the product.

Full-washed coffee available to the premium market by ABC clients

From eighteen tons of full-washed coffee exported in year 2000, the Rwanda coffee sector is exporting this year 50 tons available for premium market, through UPROCA an ADAR assisted cooperative.

Expanded options available to agribusiness firms for financing

The project edited the “ Directory of financing sources ”. This document will be distributed to ADAR agribusiness clients. The “ Directory of Borrowers Institutions ” will be delivered in October 2001.

We have assisted 6 clients in preparation of business plans, feasibility studies, and bank contacts in the coffee (3), pyrethrum (1), and passion fruit (2) sectors.

Improved receptivity of banking community to agribusiness borrowers

With the organization of two workshops in July and in September in the ABC Conference room, coffee operators were introduced to UBPR (*Union des Banques Populaires du Rwanda*) and to BRD (*Banque Rwandaise de Développement*), key sectoral investment sources.

2. Technical and Training assistance

2.1 Field Missions in July - September 2001

- *James Cartwright* contracted in August to reinforce ongoing ADAR initiatives and pilot new business prototypes, outlining incremental steps that can attract additional investment to the emerging horticultural businesses.
- *Jumapili Rwahungu* contracted from August 13th to September 30th as local consultant to assist implementation of activities set up by James Cartwright, and to work on a passion fruit production survey.
- *Ahmed El Idrissi Mokdad* contracted for ten days late August - beginning September to conduct a Training of Trainers workshop, and to develop a national network of business trainers.
- *Théogène Nkulikinyika* contracted in September as a local consultant to assist Ahmed El Idrissi Mokdad for the implementation and the development of the seminar.
- *Alexander Dalgety* contracted in September to analyse the existing state of the production and processing pyrethrum industry in Rwanda.
- *Richard Binnington* contracted in September to work closely with Alexander Dalgety on assistance for the rehabilitation of the pyrethrum plant, focusing on the business operating cycle and market peculiar.
- *Amy F. Bailey (Chemonics)* contracted in September to provide administrative support in the absence of Joe Le Clair, the Operation Manager.

2.2 Commodity strategies

The implementation of ADAR activities during the 1st two quarters showed that there is a need both from the Rwanda perspective and also from the ADAR perspective to help develop some export models, which other entrepreneurs may follow.

There is a lack of experience and confidence - in the horticultural export sector for example. In the commodity sector, *ADAR has a role to work closely with a number of*

exporters, as models, to help them develop their businesses to a level at which they become truly sustainable, which in effect means continuously profitable.

The case of coffee, pyrethrum and tea is different.

Coffee is currently exported to low value coffee processors. ADAR's focus is to improve coffee quality in order to access high value coffee niche markets, which promise greater returns to producer and exporter.

With the assistance of the *pyrethrum* industry in Rwanda, ADAR is expanding internal production marketing chains that promote broad-based economic growth. This is done through the rehabilitation of the processing plants situated in Ruhengeri. From 800 hectares of pyrethrum plantations, they are now at 2500 ha with 12000 employed directly or indirectly people. The objective is to increase production to 5000 hectares.

Tea is in the process of privatisation. Our objective is to provide potential investors with reliable financial information to permit them to make informed investment decisions.

2.2.1. Coffee

ADAR is assisting 13 operators in the coffee sector, such as:

- Exporters (2)
- Cooperatives (4)
- Investors (2)
- Potential investors (5)

Our assistance is mainly aimed at access to market, training, and assistance in elaborating business plans, feasibility studies and bank contacts. We are also closely involved with OCIR-CAFÉ and the improvement of their production by organizing training of trainers for their agronomists.

- Access to market :

- Contacted Starbucks and a representative from Specialty Coffee Texas about purchasing of 5 tons of fully washed coffee from the UPROCA cooperative / OCIR CAFÉ.
- Emphasized marketing Specialty coffee niche exports to overseas markets with USAID and our partners ACDI-VOCA and PEARL with whom we collaborate. Monthly meetings concerning coffee are conducted to prepare Rwandan participation

in the cup test show of EAFCA (East African Fine Coffees Association) next March/April in Kampala.

- Offered membership fees to 5 coffee operators to become members of Specialty Coffee Associations: SCAA - Specialty Coffee Association of America, and EAFCA. They will have a direct access to information, surveys and market.
- Worked with the PEARL project to share the cost of the visit (in late October/November) to Rwanda of an American Specialty Coffee buyer.

- **Training** - activities for the quarter:

- 170 agronomists from OCIR-CAFÉ and from 3 provinces of the Western part of Rwanda followed 7 training sessions in the field to be trainers for coffee pruning and phyto-sanitary program (fight against diseases and insects). Objective: Improvement in the quality of coffee delivered to incoming washing stations.
- 7 coffee processors were sent to Kenya in September for a two-week training session in the field at the Kenya Coffee College (KCC) on “Coffee Farm Management”, “Coffee Factory Management” and “Coffee Nursery Management”. The objective was to expose Rwandan coffee professionals to effective coffee management practices.

- **Access to Finance** :

Two cooperatives received assistance in Business Plan (BP) preparation:

- UPROCA to restart discussion with the Privatisation Secretariat regarding loan renegotiation.
- COPCAFE to introduce a formalized Business Plan to BRD (*Banque Rwandaise de Développement*).

COOPAC was put in contact with the Manager of BRD to introduce a feasibility study for the financing of 2 washing stations in Gisenyi, Northwest part of Rwanda.

2.2.2 Pyrethrum

Worked closely with the Pyrethrum sector and helped the rehabilitation of SOPYRWA (*Société de Pyrèthre du Rwanda*) plant with the assistance of 2 short-term consultants in September.

The quality and the pertinence of the report and debriefing which was conducted before a large audience of clients and partners demonstrated the immediate impact that ADAR technical assistance can have on developing the project’s targeted commodities.

The report's findings will lead to an increase of production for export through future ADAR assistance concerning:

- Re-establishment of a Quality Control Laboratory.
- Organizing a Study tour to Kenya for six operators to visit plantations with "solar energy dryers" (environmental impact). The present system is using a huge quantity of firewood and peat.
- Range of training packages - safety fire fighting, routing preventing plant maintenance.



September 25th: "Pyrethrum Planters day" - 300 planters were to celebrate the rehabilitation of the plant of SOPYRWA. P. Muvunyi (left), Manager of the Plant, making a speech after a presentation made by R. Goldman, Manager of USAID Rwanda.

2.2.3 Tea

With the collaboration of the Secretary of Privatisation, we were introduced to extremely motivated local potential investors interested in the purchase of three to four tea factories in the Southwest part of Rwanda.

The task required by ADAR is to value assets of those main tea factories that are in the process of privatisation. This study will be done during the fourth quarter of 2001, and it will be put at the disposal investors. The objective of this evaluation is to precisely estimate the necessary investment for the purchase and development of these factories.

2.2.4 Potato

We followed the strategy implemented during the 2nd quarter, by concentrating to :

- Developing the (good) Victoria variety for example.
- Exploit the consumer niche willing to pay a premium.

The Volcano Potato Company has mastered processing, pricing, marketing and distribution.

Success Story : 1st export !!

Emballage Rwanda should export to Oman in October, 15 tons of the improved Irish Potato variety known as Victoria. ADAR put in contact the producers and the importer, playing a communication role.

"The more linked, the more production"

ADAR will continue to work closely with Evase NSENGIMANA, the owner of Emballage Rwanda (ER) who is the President of the (almost no existing) association of exporters. He is an active exporter of unprocessed, organic fruits. He will be sent by ADAR in October 2001 to participate at the beverage/food processing Anuga Fair in Cologne-Germany

with two other processors. We commenced the investigation of a potential market for potato and passion fruit in the sub-region by providing contacts in Uganda and Kenya.

A training program for the partners of Volcano Potato was proposed. It goes from production techniques to organisation of cooperatives, to post-harvest and access to (local and export) markets.

2.2.5 Horticultural products

The horticultural products chosen for export development are *passion fruit*, *physalis* (cape gooseberry), *French beans*, *flowers*, and an organics range which would include passion fruit, physalis and apple banana, all products that are, or have been grown in Rwanda in the past. In all these products except French beans, there is already some export activity, and ADAR will help significantly develop a more professional approach to export marketing.

Emballage Rwanda has to be re-certified before being able to again export organic products: we hired the service of a specialist based in Zambia to review his experiences as the sole organically certified exporter, to develop a strategy with him to rapidly gain access to the EU organic market, and to ensure that all measures are taken to have a smooth passage to re-certification.

James Cartwright, ADAR's horticultural export marketing expert, conducted a second mission for the project in August. The mission focused on the necessary steps to professionalize horticultural export activities. Sixteen participants attended the 18th August debriefing and enthusiasm for adopting suggested initiatives was widespread among attending exporters.

- *Passion fruit and physalis*

- We gave assistance to three passion fruit processors in the development of a feasibility study for SONAFRUIT and ASSOABI, and in the preparation of a Business Plan for SHEMA FRUIT.
- ADAR introduced and made collaboration between investors possible. ADAR created a link between its clients of different sectors; they have established useful contacts, which will be developed.

- Samples of concentrate passion fruit juice were sent to Chiquita Brands, a major trader in Germany. The evaluation of the sample indicates that some criteria need to be improved to have access to the European market.
- A seminar on Norms and Standards was offered at ADAR for 9 operators of passion fruit, to have a better knowledge of what is needed to access external markets.
- A collaborative agreement was signed between ADAR and ORN (*Office Rwandais de Normalisation*) to assist in the purchase of milieu cultures in order to test products in Rwanda before export.
- Two representatives of AFER (*Association des Femmes Entrepreneurs du Rwanda*) were sent by ADAR to represent Rwanda at the Los Angeles and San Bernardino Fairs, and to begin the process of opening markets for the selling of Rwandan horticultural products.
- With the collaboration of Geoffrey Livingston, the incoming COP, we started dialogue in September with actors in the fresh fruit and the vegetable production/marketing chain in Rotterdam, AGF TOTAAL (Bud Holland, a major importer of physalis, FTK Holland B.V., importers of passion fruit, Exotimex, COLEACP, etc.).
- Jumapili Rwahungu, a local short-term consultant, was contracted to conduct a survey on production on a professional basis, to ensure that continuity of product and quality is assured for export.
- We worked on the Scope of Work of a European based consultant to undertake in October a market survey on volumes, trends and prices of both passion fruit and physalis.

- French beans

- We identified entrepreneurs interested in developing French bean exports, and identified and selected an exporter.
- We selected participating farmers for production trials in Butare, Southern Rwanda.
- We selected three varieties, and will organize seed supply from Kenya to be planted in October.

- Ornamental Flowers / transport

Following the ADAR policy, we held on August 22nd an investor roundtable to convey what is on offer and go from there. We were introduced to potential investors for plantation of roses, anthurium and dracaena. We met air-freight companies in order to prepare

the visit in October of Steven Humphreys, horticultural specialist in the IDEA project of Uganda. He will give us assistance to elaborate a strategy on air-freight transport for Rwanda.

2.2.6 Training

- With the assistance of Ahmed El Idrissi, a short-term consultant from Morocco worked with the USAID-funded *Dyna PME* in Morocco and *Mali SEG*, we organized a one-week intense training of 11 trainers. Objective: The objective was to have a reserve of potential consultants for Rwanda and for ADAR. Those trainers were selected and were chosen among 300 candidates applying for the seminar.



This was an incredibly successful training session where participants were truly involved, commenting that it was the first time they had attended such a high level program. This will lead to expansion of potential consultants; the consultants presented three excellent action plans for the sectors of coffee, passion fruit and Irish potato.

- We sent 3 business managers (on coffee, dairy and flowers) to Monbasa-Kenya in September for a one-week seminar on “Corporate Governance”. The objective was to help them expand their leadership and strategic direction.

Success Story : export of sun flower !

Innocent Rutamu, General Manager of “Integrated Agricultural Initiative”, met at the seminar of “Corporate Governance” the Manager of an oil processing factory in Kenya interested in the purchase of sunflowers . Innocent is the owner of a plantation of 20 ha of sunflowers, usually sold on local market. Through ADAR, Rwanda will export sunflowers for the 1st time!

“The more linked, the more production”

It was also to build global competitiveness.

This seminar will have impact on their performance in managing their companies, in understanding relationships between revenue, expenses, assets, liabilities and equity.

It should help in explaining reasons for changes in company profitability/performance, identifying satisfactory/unsatisfactory trends and industry comparisons as well as using past performance as a benchmark for planning for the future.

- Training on coffee pruning :



Training on the field !

23 participants in a coffee plantation on Kivu lakeside, near Gisenyi, learning and testing the techniques of coffee pruning with Alan Finey, our ST consultant. Training was short but very productive for those trainers who will be able to standardize these pruning practices. Same trainings were held in Kigali-Rural, Cyangugu and Kibuye with a total of 88 participants.

3. Meetings attended

3.1 Workshops and seminars

Table 1			
Workshops and seminars organized by ADAR in the Third Quarter 2001			
Description	Facilitator	Participants	Date
Workshops / meetings			
Financing opportunity for coffee operators – <i>Union des Banques Populaires du Rwanda</i> (UBPR)	Speciose Ayinkamiye	7	July 8
Introduction to the model of a coffee washing station of Burundi to coffee investors	François Sihimbiro	7	July 13
<i>Advisory Group</i> meeting	ADAR	12	July 18
Debriefing on horticultural sector to investors	J. Cartwright	16	Aug. 18
Flower advisory and transport meeting	ADAR	3	Aug. 22
The Rehabilitation of SOPYRWA, the pyrethrum factory	A. Dalgety R. Binnington	13	Sept. 7
ABC launching	ADAR	40	Sept. 18
Financing opportunity for coffee operators – <i>Banque Rwandaise de Développement</i> (BRD)	Jean-Pierre Rubulika	6	Sept 26
Seminars			
Techniques on coffee pruning in Kibuye	A. Finey	15	Aug. 8
Techniques on coffee pruning in Gisenyi	A. Finey	23	Aug. 6
Techniques on coffee pruning in Cyangugu	A. Finey	23	Aug. 10
Introduction to Norms and Standards for agribusiness	B. Munyanganizi	10	Aug. 23
Training of Trainers	A. El Idrissi T. Nkulikiyinka	11	Sep. 3-7
Techniques on coffee pruning and fertilizers - Kigali	A. Finey	50	Sep. 19
Techniques on coffee phyto-sanitary protection -Kibuye	A. Finey	10	Sep. 21
Techniques on coffee phyto-sanitary protection Gisenyi	A. Finey	20	Sep. 26
Techniques on coffee phytosanitary protect. -Cyangugu	A. Finey	29	Sep.28
Seminars organized abroad			
Coffee Farm Management, Coffee Factory Management Coffee Nursery Management	Kenya Coffee College	7	Sep 2-16
Corporate Governance	Monbasa	3	Sep. 24-28

3.2 Key meetings and Communication

“The more linked, the more production ” is our device. It is why we give a great importance on contacts, communication and meetings, ADAR being the linkage between operators, financing institutions, donors, government, and associations, etc.

In **July** :

- We met with Claver Gatete, Director General of Social and Economic Development, and Antoine Ruvebana, Director Trade and Investment of the Office of the President. They introduced us to potential investors in ornamental flowers.
- We gave support to the introduction of VIVA milk in Rwanda. “Integrated Agriculture Initiative”, a private sector milk producer, wishes to expand his livestock activities and to increase the milk production enough to be able to export. (Annex 1: Press article). This gave us the opportunity to meet with Collins N. ONEKO from TETRA PAK of Kenya with whom we intend to organize training on packaging for our agribusiness clients, and with Frank OLOK-ASOBASI, marketing specialist of the SPEED project in Uganda, with whom we will implement training sessions on “access to market”.
- ADAR supported the marketing visit in Rwanda of Nancy Hartwell and Tom Easterling from the Chemonics Global Division. It helped us to improve contacts with the Competitiveness and Enterprise Development Project (CEDP) and with the Rural Sector Support Project (RSSP);

In **August** :

- We edited the *Agribusiness brochure* (Annex1).
- We participated to the seminar organized by the Banques Populaires on micro-finance
- The acting Chief of Party introduced ADAR to the *Forum Economique* sponsored by the Federation of the Private Sector “Invest in Rwanda”.
- ADAR was at the opening and the closing of the two-week seminar organized in Byumba by the CAPMER project for women entrepreneurs in juice and jam process.
- We worked on a proposition of collaboration between CARE and ADAR. The objective is a mobilization of the farmer’s saving as a mechanism of access to a more substantial bank financing, and a sustainable growth of the farmer’s income. The impact should be a regular basis supply of good quality products for the agribusiness market.

A study case of an association of coffee producers should be revised during the 4th quarter.

- “Privatisation”, the monthly magazine of the Privatisation Secretariat, edited a one-page article on ADAR : *ADAR, boosting the agribusiness sector* (Annex 1: Press article).
- Radio Star interviewed the acting Chief of Party for a presentation of ADAR on its activities on the coffee sector.
- We sponsored the Volcano Potato Project at the International Kigali Fair, from August 24th to September 3rd with assistance on implementation of the stand, marketing, packaging, and lodging.

Three of our clients had an award :

- INYANGE DAIRY won the golden prize
- SHEMA FRUITS won the silver price
- The VOLCANO POTATO Project won the bronze price



In September :

- We launched the *ABC Centre*.

More than forty invitees composed of clients, partners, and of a group of consultants selected for the Training of Trainers session, attended this very successful meeting.

Oral and written guests' comments (Annex1 : Press article) are the best sign we had on this meeting.

Specialized documentation on the agribusiness sector together with four computers connected to the Internet are at the disposal of our clients in the *ABC Centre* conference room every working day. A membership card will be necessary to have access.

Our technical staff organized two Internet training sessions for our clients.

- 3 articles were respectively edited, two in *The New Times* “Rwanda to export potatoes” and “Rwanda to exhibit food in Germany”, and one in *Grands Lacs Hebdo* “Un Centre de documentation en agribusiness à la disposition des investisseurs du Rwanda” (Annex1: Press article).
- We visited the cooperative of BADUKA and the washing station of Muyaga (Southern Rwanda) under construction.

Washing station under construction with a 60-80 ton capacity.

The objective of the visit was to identify with a local consultant and a potential investor, the feasibility and the environmental impact of this station sponsored by a Belgian project.



- **Environmental impact:** We had a meeting with Walter Knausenberger from REDSO and USAID Rwanda in September. We sent to REDSO Chemonics’ own environmental compliance guidelines.

Our objective is to develop at the beginning of year 2002 a SOW, and field a consultant to work with project management. This consultancy will document local environmental laws and regulations, define the necessary documentation system, and identify and consolidate information on relevant best management practices to mitigate negative environmental consequences.

- On September 21st, we visited the Préfet of Gitarama to organize the presentation of ADAR. The presentation in this district is scheduled for October 31st.

4. Administrative issues and deliverables

4.1 Administrative issues

During the 3rd Quarter :

- Joel Antal, the former COP, left ADAR on August 3rd. Maurice Wiener, the DCOP, managed the project;
- ADAR changed its banks, from BCR (Banque Commerciale du Rwanda) to BK (Banque de Kigali) in order to reduce processing fees;
- Policy and Procedure Manual was updated and revised to better encompass office procedure and regulations. A final draft will be submitted to the Inspector's Office in November 2001, and to the staff by early December;
- Drafted and implemented the ABC guide lines for *ABC Centre* clients;
- The current Operation Manager, Joe Le Clair's contract ends February 2002. Recruitment of his replacement has begun. This will be a major focus during the 4th quarter.

4.2 Deliverables

- Training Plan submitted in July 2001
- Third Quarterly Report

ANNEX 1

***ABC Centre* BROCHURE**

GUESTS' COMMENTS - LAUNCHING *ABC Centre*

PRESS ARTICLES

Guest's Comments

Launching "ABC CENTRE"

September 18th 2001

No	Name	Comments
1	Alphonsine M. Abia	This department will assist us in getting most the information that is not easily to get. Good start for us
2	Andy Karas	We greatly value our partnership with ADAR and look forward to continued success ahead!
3	Buhuru P. Célestin	Très encourageant surtout lorsque le cadre juridique est prévu dans les O/O des intervenants.
4	Delucco Paul	Très content pour l'ouverture du centre ! Félicitations
5	Habyalimana P.Célestin	Nous vous souhaitons d'aboutir à vos projets , et nous promettons d'apporter notre contribution possible
6	Haguma Léon D.J	Je vous encourage à continuer dans ce sens
7	Kabera Enock	C'est un grand pas pour le projet.
8	Kagoyire Cécile	Allons de l'avant
9	Karega Appolinaire	Il faut continuer dans la même voie.
10	Karekezi Jean	Je vous encourage
11	Mahoro Elise	Bien de découvrir un tel événement
12	Mukagatare Drocella	Un projet comme ADAR contribuera bcp au développement de l'Agribusiness au Rwanda.
13	Mukakalisa M. Goretti	Good idea! Go ahead
14	Mukantabana J.D'Arc	C'est un grand effort pour le projet
15	Mulama Patrice	It is good
16	Munyanganizi Billno	Vous êtes sur la bonne marche.
17	Munyangera Pontien	Il faudra continuer dans ce sens. Vous êtes dans le bon chemin.
18	Munyura Pierre	Excellent travail
19	Musonera Gaspard	Le centre sera certainement une rencontre de dynamisation de l'Agriculture rwandaise qui a besoin d'orientation vers le client pour se développer.

20	Ndayisaba Juvéal	Courage dans vos initiatives
21	Ndayisenga Juvéal	Très intéressant & encourageant
22	Ndoba Mugunga	Continuer à promouvoir l'exportation du café à travers le soutien au secteur privé. C'est la clé du développement.
23	Ndolimana Pacifique	To continuing success ahead
24	Ngiruwonsanga Viateur	Congratulations and try to improve our agricultural business.
25	Niyonteze Emmanuel	C'est fantastique ce projet.
26	Nkera John	Congratulations for the launching
27	Nkubili Alfred	Je suis très content pour le projet
28	Nkulikiyinka Théogène	Déjà un début promettant
29	Nsengimana Evase	Excellent start
30	Nizeyimana Célestin	L'Agriculture rwandaise a besoin de ce projet pour son intention. La production pourra augmenter une fois que les débouchés sont assurés. Grand merci
31	Nzirasanaho Anastase	Nous apprécions la collaboration avec ADAR
32	Nzungize Emmanuel	Bon travail. J'espère que ça va continuer comme ça.
33	Rombe Salum	Le centre sera certainement utile pour l'exportation
34	Rusanganwa Aloys	Avec un projet plein d'initiatives, on ne fait que vous remercier.
35	Rutagengwa Claver	Le projet arrive à temps tellement qu'il nous est vraiment utile
36	Safari Jean de Dieu	It has been a pleasure to visit here.
37	Sihimbiro François	L'enthousiasme trouvé ici augure d'un bon avenir.
38	Tim Muzira	Keep it up. Great job done by ADAR.
39	Umwali Francine	Merci bcp pour vos initiatives
40	Hakizabera Pipiani	Excellent projet

ANNEX 2

ADAR PROJECT TECHNICAL AND MANAGEMENT REPORTS

**ADAR Project - Assistance à la Dynamisation de l'Agribusiness au Rwanda
Technical and Management Reports - 2001**

No.	Report Title	Final Report	Author
1	Annual Work Plan	March 01	Joel Antal
2	Survey of (mainly) coffee and horticultural capacity and access for export market March 17 - April 6	May 01	Ricardo Frohmader
3	Survey of horticultural capacity and access for export market March 26 - April 9	April 01	James Cartwright
4	2001 – First Quarterly Report January 21 – March 31	April 01	Joel Antal
5	2001 – Second Quarterly Report April 01 – June 30	July 01	Joel Antal
6	A review of ADAR horticultural activities August 13-19	September 01	James Cartwright
7	Survey on passion fruit in Rwanda August 13 - September 30	(October 01)	Jumapili Rwahungu
7	Training of Trainers August 29 – September 5	September 01	Ahmed El Idrissi Théogène Nkulikinyika
8	Rehabilitation of SOPYRWA August 31 - September 8	(October 01)	Alexander Dalgety Richard Binnington
9	2001 – Third Quarterly Report July 1 – September 30	(October 01)	Maurice Wiener