

ADAR Agribusiness Development Assistance

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ADAR Project
2004 Second Quarter Progress Report
▪ April 1 to June 30, 2004 ▪

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List of acronyms

ABC	: AgriBusiness Center.
ADAR	: Assistance à la Dynamisation de l'Agribusiness au Rwanda.
AFP	: African Food Products Co.
APCDKA	: Association pour la Promotion de la Caféculture et des Stations de Lavage du Café dans le District de Kayumbu, Gitarama.
APROCAF	: Association pour la Promotion du Café.
APROJUFUGI	: Association de producteurs de jus de Gishoma.
ASNAPP	: Agribusiness in Sustainable Natural African Plant Products.
ATDT	: Agricultural Technology Development and Transfer Project
BDA	: Business Development Advisor.
BEC	: Bird's Eye Chili.
BRD	: Banque Rwandaise de Développement.
CIAT	: International Center for Tropical Agriculture.
CO	: Cognizant Officer.
COOPAC	: Coopérative pour la Promotion des activités Café.
COP	: Chief of Party.
COTECACYA	: Coopérative de Traitement et de Commercialisation de Café à Cyangugu.
CWS	: Coffee Washing Station.
DCA	: Development Credit Authority.
EAFCFA	: East African Fine Coffees Association.
ENAS	: Etablissement Nkubili Alfred & Sons.
FRSP/RPSF	: Fédération Rwandaise du Secteur Privé/Rwanda Private Sector Federation.
ICIPE	: International Center of Insect Physiology and Ecology.
ICS	: Internal Control System.
IDEA/ADC	: Uganda's Investment in Developing Export Agriculture.
IPM	: Integrated Pest Management.
IRST	: Institut de Recherche Scientifique et Technologique.
ISAR	: Institut des Sciences Agronomiques du Rwanda.
NYACO	: Nyandungu Coffee Society.

MINAGRI	:	Ministry of Agriculture, Livestock and Forestry.
OCIR Café	:	Office des Cultures Industrielles du Rwanda/Café.
PEARL	:	Partnership for Enhancing Agriculture in Rwanda through Linkages.
PIR	:	Project Intermediate Results.
PPI	:	Project Performance Indicators
RIPA	:	Rwanda Investment Promotion Agency.
RSSP	:	Rural Sector Support Project.
RWN	:	Rwanda Women's Network.
SCAA	:	Specialty Coffee Association of America.
SCAE	:	Specialty Coffee Association of Europe.
SGCSP	:	Small Grant Cost Sharing Program.
SLTC	:	Seven Lakes Trading Company.
SME	:	Small and Medium Enterprises.
SOPYRWA	:	Société du Pyrèthre au Rwanda.
SOW	:	Scope of Work.
ST	:	Short term.
STABEX	:	Fonds de Stabilisation à l'Export.
TRAD	:	Trade for Development and Enterprise.
UCAR	:	Union des Caféculteurs du Rwanda Central.
UPROCA	:	Union pour la Promotion du Café.
USAID	:	United States Agency for International Development.
USD	:	United Sates Dollars
US	:	United States.
VBC	:	Valent Biosciences Inc.

Introduction

Overview

This document constitutes the progress report for ADAR's activities during the second quarter of 2004, and is moreover the second quarterly report since the option was exercised to extend the project for an additional period of three years through to November 2006. This report covers the period April 1 through June 30, 2004.

ADAR - *Assistance à la Dynamisation de l'Agribusiness au Rwanda* - is a 10.2 million USAID funded project, spanning a six-year period. It is a key activity contributing to achievement of USAID/Kigali's Strategic Objective Number 7 (SO7), namely, "to expand economic opportunities in rural areas" in targeted commodities to improve household food security. The main Intermediate Result under ADAR is to "expand agribusinesses": this broad goal entails three ADAR-level Project Intermediate Results (PIR): (i) Enhanced Performance of Assisted Firms, (ii) Improved Quality Products of Assisted firms, and (iii) Improved Access to Financing for agribusiness firms.

In terms of implementation strategy, ADAR provides direct assistance to Rwandan entrepreneurs including producers, investors, promoters and exporters. The project helps its clients to increase productivity and competitiveness, improve product quality and to have increased access to financing and markets. Emphasis is placed on the following sectors: coffee, horticulture, pyrethrum, food processing, tea, and any other agribusiness products eligible for export.

Quarterly highlights

As with previous quarterly reports, this document describes progress by component and compares the planned and actual implementation of the various tasks.

Highlights of project activities over the period include:

- The production of 438 tons of fully-washed parchment coffee which qualifies for the Premium market according to cupping tasting;
- The visit of four American and three European Specialty and Premium coffee importers and roasters confirming interest of the international market in the Rwandan fully-washed coffees;
- The promising results of the trainings held in Cyangugu with passion fruit producers;
- The implementation of important studies concerning eucalyptus oil and honey;
- The presentation by ADAR of a proposal for USD 225,000 covered by USAID for funding a program in Trade for African Development and Enterprise (TRADE).

The Coffee Sector

Generally speaking, the second quarter at ADAR is one of the most of intense activity for project's coffee clients and staff, due to completion of the season of fully-washed production.

Of the eight Coffee Washing Stations (CWS) which were assisted by the project during this quarter, three exhibited sub-standard performance, four had excellent results even if they lacked strict quality control and management, and one showed high involvement in following the recommendations of ADAR. Four hundred and forty eight tons of fully-washed parchment coffee was produced by the *Ndera/Nyandungu, Migongo, Sake, Masaka, Nkora, Gatare* and *Kamonyi* CWS; this is almost a 200% increase compared to the 147 tons of last year over the same period. The visit in country of eight American and European buyers in June is the result of last year's campaign and sales of high quality Rwandan coffees in the international market, and confirms the enormous potential of Rwandan coffees.

Technical Assistance for CWS Construction and Equipment installation

The ADAR CWS construction and civil engineer consultants assisted the four new clients - *Gatare, Kamonyi, Ngenda, Nkora* - for final preparations according to their different needs: implementation of water supply, construction of drying tables, installation of generator and/or fining tuning of pulping machines to insure optimum performance.

Technical Assistance for CWS Management and Production

As per last year, Kenyan master trainers were based at each of the eight CWS assisted by the project. The first four arrived the first week of March to recommence working at the CWS to which they had been assigned last year (they came as second and final assistance according to our contract with the owners of *Nyandungu, Sake, Migongo* and *Masaka*). The Kenyan for *Nkora* arrived in mid-March, the one for *Gatare* on April 9, and for *Kamonyi* and *Ngenda* the master trainers were on board by the beginning of May.

The trainers continued to focus efforts on providing instruction in cherry sorting and reception at the CWS, fine tuning and maintenance of pulping equipment, processing, grading, drying and warehousing, acting mostly as supervisors in the four CWS previously assisted by the project in 2003.

ADAR staff worked closely with CWS owners and the master trainers to insure that efficient management systems were established at each station. Among the eight CWS, 62 section chiefs were trained in the aforementioned aspects of coffee processing.

Following the training program put in place last year for a group of farmers in cherry selection and sorting, the Kenyan master trainer for Gatara implemented two equivalent training sessions for the benefit of 173 farmers who supply the washing station. One thousand five hundred copies of a poster on grading of coffee cherries sponsored by ADAR will be distributed in July to the growers linked with all the washing stations of Rwanda.

According to the growth cycle of the coffee tree, the pruning has to be done in June/July. The Kenyan technician of *Migongo* CWS started a training session on coffee pruning in June for 21 growers. It will be conducted in July for *Sake*, *Masaka* and *Nkora* for a selected group of growers.

In order to reinforce the capacity of its clients to reach a high level of management, ADAR purchased three moisture meters to measure the moisture content of the coffee, and they were at the disposal of the stations of *Nyamdungu*, *Sake* and *Nkora* during the harvest. At the end of June, the moisture meters were given back to the project to be used in other washing stations in 2005.

Technical Assistance in Financial Accounting

As per last year, the ADAR accounting consultant continued to provide monthly follow-up visits to seven washing stations to monitor all operational costs and collect all necessary data in order to be able to calculate the return cost per kilogram of coffee produced.

The consultant was particularly impressed by the accounting and administrative management of *Sake* and *Nkora* CWS. A report on the situation for each CWS with respect to estimation of operational costs will be examined in-depth when ADAR conducts its technical and financial analyses in the next quarter.

Training on “cupping tasting”

An intensive and long term (three month) course in cupping started on April 13, conducted by SCAA’s institute of Coffee Quality Coffee Corps program, and organized by OCIR Café, PEARL and ACDI VOCA for twelve participants. Four ADAR clients (future cuppers of *Masaka*, *Migongo*, *Nkora* and *COOPAC*) are benefiting from this program. Four one-week sessions of courses conducted for six hours per day have already been organized by American cuppers. Among them was Lindsey Bolger from Green Coffee Roasters Vermont who is considered one of the best cuppers in the industry.



Michael Lone from Atlas Coffee - Seattle participating in one of the cupping tasting session with William Boot the American cupper/trainer and one of the twelve participants at the training

Among others, the objectives of this program are to reinforce the tasting capabilities of the OCIR Café staff, to encourage Rwandan producers/exporters to produce exceptional quality, and assist them in planning on building or using a cupping laboratory. It was also was an occasion to test and to evaluate the coffees produced during the present harvest.

ADAR has proposed to *COOPAC* and *Nkora* to cost share the establishment of a cupping laboratory at their respective washing stations. To date, *Nkora* has submitted a formal request which needs to be finalized.

Marketing Activities

The ADAR Chief of Party, together with a client, attended the SCAA conference in Atlanta. Rwanda was present in three booths: OCIR Café/ADAR/PEARL, INZOZI coffee sponsored by RSSP, and EAFCA as a participating member. These groups prepared, organized, collaborated and carried out everything that was necessary to help make this event a success for Rwanda. OCIR Café had a decorative and attractive booth designed to express the uniqueness of Rwandan coffee: it was composed of banners with pictures of the processing used to produce the fully washed coffee along with a grass roof umbrella to be used as a decoration, and of other banners that were provided by roasters purchasing Rwandan coffee (*COOPAC* as an example) which added to the display. Rwandan coffees were served to visitors at the three booths.

Approximately 1,000 participants visited the booths of Rwanda; about 100 registered at the OCIR Café booth and around half of those 100 roasters and importers really expressed a strong interest and in some case a commitment to purchasing Rwandan coffee this year.

Mr. Patrick Bewley, Executive Director of SCAE, expressed his interest in Rwanda's being the host of the official SCAE coffee Origin Tour in 2005. An official invitation was sent to him upon return.

The participation of the COP to the “Cafeologie space” at the Ethnic Food Show in France in June was the occasion for him to propose a program for the introduction of a premium Rwandan coffee to a well established roaster in Paris.

The fact sheets elaborated by ADAR and updated for the fifteen washing stations presently operational were distributed at the conferences and were greatly appreciated by visitors in general.

The highly acclaimed Rwandan coffee continues to stimulate worldwide interest. Representatives from four American coffee roasting companies and three European coffee importers visited various CWS in June in an effort to grade Rwandan coffee and in effect decide whether or not to buy. ADAR either co-sponsored with PEARL the lodging and some extra expenses or organized visits to the field and meetings with the project clients. The four Americans included Lindsey Bolger, Duane Sorenson, Greg Hoyt and Michael Lone from Green Mountain Roasters, Stumptown Coffee Roasters, BullRun Roasting Co and Atlas Coffee Importers respectively. The three Europeans include John Schluter/Switzerland, Yves Tombeur Supremo/Belgium and Drucafe/London. Also present was William Foote, the President of Ecological Finance, a finance company which has shown an interest in investing in Rwandan coffee.



***Yves Tombeur,
the manager of
SUPREMO/Belgium
visiting the
coffee plantation of
Masaka washing station***

The Rwandan tours concluded with cupping tasting ceremonies at OCIR Café in which the buyers, who generally have had previous experience with worldwide coffee standards, tasted the coffee and rated it vis-à-vis other coffees worldwide. The groups generally revealed that there was “tremendous” quality in Rwanda, and that the rate of quality improvement is astounding.

At the end of June, Starbucks made an offer to *Sake* and *Nyandungu* for the purchase of two containers each, representing 72 tons of fully washed of Grade A at a fairly and very competitive price. They are presently under negotiation to finalize the offer.

ADAR also gave assistance for the conception and the design of the brochures of *Migongo*, *Sake*, *Nyandungu* and *Nkora*. The brochures are presently in the hands of the owners for approval, and should be printed during the next quarter.

Production Results

The following table provides a summary of production results for the 2003 and 2004 coffee seasons.

Washing Station	Coffee cherries (T)		Ratio (coffee) Cherries/Parchment		Parchment coffee (T)	
	2003	2004	2003	2004	2003	2004
<i>Gatare</i>	-	63.4	-	5	-	12.6
<i>Kamonyi</i>	-	11.3	-	5.1	-	2.2
<i>Masaka</i>	292	287.4	5.3	4.9	55	58
<i>Migongo</i>	236	518	5.9	4.9	40	104
<i>Ngenda</i>	-	0	-	-	-	0
<i>Nkora</i>	-	616.1	-	4.9	-	125.7
<i>Nyandungu</i>	181	401.6	5.1	5	35	79.4
<i>Sake</i>	88	278.2	5.1	4.9	17	55.8
Total/Average	797	2.176	5.47	4.97	147	# 438.0

à *Three out of four of the new clients did not achieve ADAR's expectations*

The three CWS of *Ngenda*, *Kamonyi* and *Gatare* have a production capacity of 500 tons and operated at only 3% capacity. The main reasons were:

Ngenda - Lack of financing. Despite the efforts of the promoter, who had invested large sums in the construction of the CWS, and even with the assistance of the ADAR cost sharing program for water supply, the banks in the end refused to provide the financing for the working capital - after initially promising to do so - claiming that the promoter could not provide them with an adequate guarantee. Banks in Rwanda are extremely reluctant to finance the agribusiness sector, and insist on a large guarantee for loan approval. The CWS thus was not able to become operational, and the Kenyan consultant who arrived in Rwanda on April 18 provided theoretical training for the future manager of the station on coffee processing, then moved on to the *Masaka* and *Nkora* CWS to provide additional hands-on training, as was needed.

Kamonyi - Lack of financing and good management. The support of ADAR for the UCAR cooperative, (owner of *Kamonyi* CWS) assisted by ACIDI VOCA, consisted of sharing a grant for water supply and purchase of equipment (water pump and generator). The lack of seriousness on the part of the management prompted the bank to cease the financing of the working capital. Only 2.2 tons of parchments were produced by the CWS, but the Kenyan master trainer took this opportunity to train six section chiefs. If ACIDI VOCA does not consider changing the management of UCAR, ADAR will discontinue assistance.

Gatare - Lack of involvement of the investor. *Gatare* CWS only produced 12.6 tons of parchment despite the fact that ADAR assistance was offered from the beginning of the coffee campaign through the local project technical advisor and the Kenyan master trainer. Since the owner did not pay his contribution to the cost sharing program on time, he experienced water supply problems which prevented him from being able to purchase and process a large amount of cherries.

à *Nkora, a performing cws*

Among the new (and usual clients) of ADAR, the CWS of Nkora is certainly the best performer.

This washing station is the oldest of Rwanda, and it was built and managed by the government in 1987 and handed over to the cooperative UPROCA in 2000 under the privatization process. Since 2003, the CWS has belonged to "Nkora coffee", a "cooperative-private" joint venture.

The pulping capacity of the cws is 500T/year, and it has its own power supply.



The superior performance of *Nkora* can be attributed to the organization put in place through the ADAR assistance and followed by the owner. The Rwandan manager of the station was committed to his job, and had the support of a quality control and administrative staff which helped to practice good management. Thirteen staff members were trained by the Kenyan consultant who arrived at the CWS on April 13.

In contrast to the 86 tons of parchment produced in 2003, in 2004 *Nkora* had 125.7 tons, despite experiencing a lack of available drying tables (this may affect the quality), which represents an increase of 46%. It is important to note that amount of coffee harvested was particularly high this year compared to 2003.

As previously said, ADAR is planning to cost share with *Nkora* coffee the establishment of a cupping laboratory to enable control of the quality, with roasting equipment to produce coffee for the local market as well as for export.

à ***Management to be improved for the four CWS assisted by ADAR since last year***

2004 is the last year of ADAR assistance for the CWS of *Sake, Migongo, Nyandungu* and *Masaka* which will be autonomous in 2005. These stations needed to follow a number of recommendations implemented last year by the Kenyan master trainers to have the total quality management required, but unfortunately the managers were not sufficiently committed to their tasks to achieve the desired level. This was mainly due to the fact that the owners are involved in other business activities and do not maintain strict control over the operations.

This lack of close management did not prevent them from doubling their production over that of last year, except for *Masaka* who had an increase of only 5% due to weak management. This is particularly unfortunate given that they had better control the processing (sorting of the cherries, pulping, fermentation, grading and drying) compared to last year.

Sake, Migongo and Nyandungu benefited from the use of moisture meters which ADAR put at their disposal for the present harvest.

à *The COOPAC case*

The cooperative of *COOPAC*, partly assisted by the project last year (logo and packaging design), is now totally self-sufficient.

It is important to note that *COOPAC*, which is “Fair Trade” certified, represents a model of total quality management, primarily due to the commitment of the president of the cooperative. Their production went from 70 tons of parchment in 2003 to approximately 200 tons in 2004. Five containers of fully-washed were sold before the harvest season.

Assistance to New Investors

ADAR has begun to assist five new investors in preparations for the 2005 coffee season in order to avoid a rush on demands for project support and problems of financing.

Topographical and hydrological analyses were conducted in the context of feasibility studies and business plan implementation for Dr. Chrysologue Kubwimana in *Kayove/Gisenyi*, Dr. Jean-Dieudonné Gatsinga in *Rusenye/Kibuye*, Mr. Alphonse Kayijuka in *Gatare/Cyangugu*, Coopérative COTECACYA in *Busozo/Cyangugu* and Association APROCAF in *Kamonyi/Gitarama*.



Kayove/Gisenyi

Topographical analysis for the implementation of the future coffee washing station

The Horticultural Sector

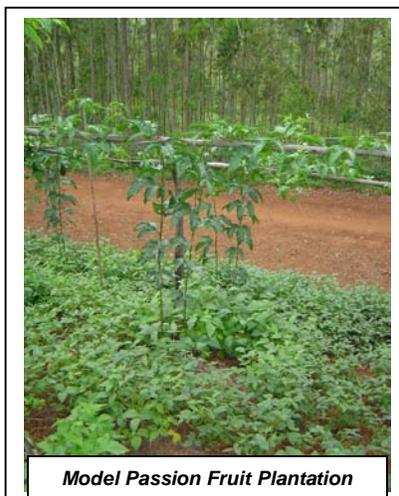
Horticultural programs in the second quarter of 2004 still remained active, particularly with respect to development of passion fruit exports including processed forms as well as existing ventures. A new investor became interested in Birdseye Chillies production for export, and a study to identify the sites of a specific Eucalyptus variety for the production of export quality essential oil was conducted.

Passion Fruit

Activities in Cyangugu

Following the program implemented for several producer cooperatives and groups in Cyangugu, trainings were conducted both at Gashonga and Cyimbogo on Integrated Pest Management (IPM), and then later on seed selection/extraction and nursery management, in preparation for the planting of this year's crop in September.

Visits to various plantations in Gashonga, including that of the assisted cooperative APROJUFUGI, revealed that these producers are successfully adapting improved production techniques. Barring any unforeseen problems (e.g. drought), a good harvest of export quality fruit may be anticipated in 2005.



Model Passion Fruit Plantation



Seed selection and extraction

The materials provided through the ACDI/VOCA funded initiative for the Gashonga producer associations will allow for a significant expansion in production, which should result in a large increase in the harvest of quality fruit by the 2006 season. The Cyimbogo producers are not progressing as rapidly in their mastery of improved production techniques, and the agronomist attached to the SONAFRUITs juice factory (who serves as their extension agent) is having difficulties finding enough disease free seed for this year's planting. The installation of the factory's equipment is nearly complete; the passion fruit harvest season is ending, however, and given the limited progress made by producers in the Cyimbogo area there is no certainty of adequate supplies of passion fruit for SONAFRUITs in the coming year.

Collaboration with Projects and Partners

Work was continued on the development of passion fruit disease management posters in conjunction with *CIAT*'s USAID-funded Agricultural Technology Development and Transfer Project (*ATDT*) program and researchers at *ISAR*. Draft copies should be ready some time during the third quarter; once they have been "tested" by farmers and revisions made, the final copies will be produced and distributed.

Also in collaboration with *ATDT*, the option was explored for engaging the International Center for Insect Physiology and Ecology (*ICIPE*) researchers specialized in passion fruit pest and disease management to develop an IPM program in Rwanda. This idea was discussed with representatives of the Rural Sector Support Program (*RSSP*), and it was agreed that if *CIAT* were to fund a fact finding mission by the researchers (with logistical support from *ADAR*), *RSSP* would consider funding the longer term study. Given that disease pressure is highest from January through to the end of May, and that the *ICIPE* researchers were not available until July, it was decided to postpone the fact finding mission until January 2005.

At the request of Rwanda's Ministry of Agriculture - *MINAGRI*, *ADAR*'s horticultural specialist participated in a passion fruit IPM discussion meeting in May. *MINAGRI* expressed concern that *ADAR*'S training programs may provide information conflicting with that of their own, specifically with respect to pesticide use. Given the lack of availability of effective, safe and acceptable (on EU markets) pesticides for use on passion fruit in Rwanda, it has been *ADAR*'s policy to advise growers to avoid use of synthetic chemicals and instead practice cultural control, and use of botanicals in the event of serious outbreaks. *MINAGRI*'s stand is that since the majority of passion fruit production is for consumption in Rwanda and neighboring Uganda, *ADAR* shouldn't let EU regulations influence its own recommendations. *ADAR*'s horticultural specialist subsequently contacted passion fruit pathologists around the world to get their recommendations on disease management under Rwandan conditions. The resulting response was a consensus that pesticide usage is not to be advised for passion fruit disease management in Rwanda, and that the cultural practices *ADAR* has been advising growers to use are the preferred route.

If *MINAGRI* insists that some pesticide recommendations be given, *ADAR* will limit itself to those which pose limited threat to users and the environment, namely copper oxychloride and plant activators.

Assistance to project clients

Following a request from SHEMA FRUITS, the ADAR client producing processed fruit products in Butare, the ADAR horticultural specialist and local consultant met with a group of farmers in Butare to discuss if they would be willing to grow passion fruit to supply the company. In the end, it was agreed that ADAR would provide the training and SHEMA the materials for a core group to establish a nursery this year. If the results are promising, a larger group will be trained in 2005 in order to expand production.

ADAR also assisted SHEMA with trial exports of tropical fruit purées to Europe, which are expected to take place in July. This venture came about as a result of technical assistance ADAR provided the company in 2003 in the form of Mr. Ribot, the French consultant who helped the company to produce new and improved processed fruit products.

Also towards the goal of exporting fresh fruit, samples of passion fruit and tamarillo were delivered to SUNRIPE, a company based in Nairobi which exports fresh produce to Europe. The samples were well received, and discussions are taking place about the possibility of SUNRIPE's commencing exports of Rwandan passion fruit and tamarillo when the crops come into harvest towards the end of the year.

An additional activity conducted during the second quarter was the completion of a business plan for passion fruit exports to Europe by a local consultant. According to his calculations, this could be a profitable venture with the higher quantities of export quality fruit anticipated in 2005 and thereafter.

Mini Proposal

At the request of USAID Rwanda, ADAR prepared and submitted to REDSO at the end of June a mini proposal for USD 225,000, competing against PEARL and IESC. ADAR developed a proposal to help SHEMA FRUITS with a project to build a new factory to produce passion fruit pulp for export to European and American ice cream, sherbet and pastry producers.

Given that even the best producers rarely achieve over 40% export quality fruit in East Africa, this will improve the prospects for passion fruit production in Rwanda, and can be expanded to other fruits in the future.

The proposed project would allow SHEMA to install pasteurization and a closed processing system which if used properly will meet the food safety requirements of developing countries, using technology from Brazil. ADAR would help them establish a furnace/boiler system that burns passion fruit husks and avoids the need for large quantities of fuel wood, and to compost organic waste for use as soil amendments by participating farmers. The project would also conduct a pilot project to develop irrigated fruit production to extend the period during which fruit is available. This would stabilize/help assure the supply of the raw fruit to SHEMA and increase incomes to participating cooperative members.

The results will be known in the month of July.

Bird's Eye Chillies

In the second quarter, a Rwandan business woman interested in producing vanilla requested ADAR's assistance. After considerable discussion, she decided to instead look into Birdseye Chillies (BEC), given this crop's greater suitability to Rwanda's climate than vanilla. Her proposed sites of production, in the Gitarama Province, were visited by the horticultural specialist and advice was given as to crop planning and nursery set up.

Given the importance of rotation to avoid pest and disease problems in BEC, she will plant some of the land to maize and soybean, both of which are currently in high demand in Rwanda. ADAR will work with her agronomists in nursery establishment in the third quarter, with the expectation of planting the BEC at the beginning of the rainy season in September.

Existing BEC crops planted in conjunction with the PEARL program were in many cases exhibiting serious disease problems. The horticultural specialist is working with pathologists specialized in *Capsicum* in the USA and at the Asian Vegetable Research and Development Center in Taiwan in order to identify the diseases and come up with appropriate management strategies.

Certified Organic Dried Fruit

As planned in the first quarter, a workshop on organic agriculture was held for agronomists from Catholic Relief Services (CRS) together with five staff from the Ministry of Agriculture/Kibuye Province. The principles and regulations of organic agriculture were explained, as were the requirements for setting up an Internal Control System (ICS), the mechanism for ensuring members of a large group of smallholders adhere to organic regulations.

Further progress on the development of project to produce organic dried fruit was set back, however, when the investor's application for financing from the *Banque Rwandaise de Développement* (BRD) was turned down.

The investor is presently gathering additional documentation to support the viability of his project and will submit another application to the BRD in July.

Essential Oils

As had been planned during the first quarter, ADAR identified and engaged a consultant to conduct a study to identify the sites of highest concentration of *Eucalyptus globulus*, the species of greatest interest for the production of export quality *essential oil*. The consultant, a botanist from Burundi currently working at IRST in Butare, completed the study at the end of June. Once she has submitted the final draft of her report, plans will be drawn to harvest the leaves in a sustainable fashion and begin distillation of the oil. These activities will be headed up by World Relief (WR) and a local NGO, Solace Industries, who have been working with the associations involved in the production of essential oils in Rwanda.

Samples will be sent to a buyer in South Africa who has expressed an interest in Rwanda's eucalyptus oil; should he be satisfied with the quality, larger scale production can be undertaken and regular exports commenced.

Following ADAR agreement to help design a trial for *geranium*, planting material of "Bourbon" was shipped to Rwanda from South Africa; unfortunately, the release of one of the two shipments was delayed by the government customs agent, and most of the cuttings died as a result.

The second shipment was released and planted in a more timely fashion, and will be monitored for its performance under Rwandan conditions.



A plantation of geranium.

ADAR continued to participate in Rwanda's ASNAPP activities, including in the preparation of a proposal for "Partnership for Sustainable Economic Growth through Natural Products Development", a USAID initiative to support private/public partnership in natural products for development and economic growth.

The proposal was submitted in mid June through Rutgers University's ASNAPP coordinator.

Honey

Results of the analysis of Rwandan honey samples were forwarded from ICIPE in early May. None of the samples were found to meet EU requirements for table honey, due to problems ranging from smoky flavor (too much smoke used in the harvest) to indications of overheating and premature harvest. ICIPE was of the opinion, however, that EU grade honey could be produced in Rwanda provided training is given to beekeepers on hive management, harvesting, processing and packaging of honey.

The ADAR client who is pursuing production of honey for export therefore requested that a study be conducted to determine where Rwandan beekeepers are erring in their current practices and to provide recommendations for improvements. A consultant specialized in beekeeping and honey production was identified and recruited by one of Chemonics' sub-contractors, and will be conducting the study in July. Following her recommendations, ADAR will proceed with the development of a business plan for the investor. Additionally, one or two Rwandans identified by the investor may be sent to ICIPE for their October beekeeping training course.

Other Sectors

Pyrethrum

The Kenyan marketing expert identified by ADAR to help SOPYRWA design and launch a business plan for the marketing of its pyrethrum products, started his mission in June.

He assisted SOPYRWA in the preparation and the organization of the visit in Rwanda of Valent Biosciences Inc. of the US (VBC), with participation in business discussions between the company and VBC. It should be noted that VBC, which is a subsidiary of Sumitomo Chemical Co Ltd of Japan, is SOPYRWA's largest customer purchasing over 95% of Rwanda pyrethrum every year, and it operates in North America which is also the largest market for natural pyrethrum in the world. The consultant therefore advised both parties on the best way of utilizing Rwandan pyrethrum in the control of malaria in Rwanda within the context of Sumitomo requirements and Rwanda's national Malaria Eradication Program.

He also assisted SOPYRWA to strengthen its ties with VBC, and to raise SOPYRWA's profile in the eyes of VBC.

The consultant's activities will intensify once the upgrading of SOPYRWA factory is implemented in August 2004. He will then assist in the promotion of SOPYRWA's refined pyrethrum extract to prospective customers in the US, Europe and South-East Asia.

Cut Flowers

The company "Rwanda Flora", which acquired the former "Highland Flowers" following its liquidation in the latter part of 2003, has been following many of the recommendations provided in a study financed by ADAR for rehabilitation of the company's operations. The farm has gone from having no flowers to sell even locally to once again exporting to Europe on a regular basis, and has plans for expanding. The owner of Rwanda Flora has been in contact with ADAR, soliciting both technical and financial assistance.



Rehabilitation of the rose plantation

Cross Cutting Activities

Business Development

This past quarter has been active for the project's business development activities in finalizing the preparations for the coffee season for the existing clients, reviewing and updating a study for a Unimix production factory, and advising new individuals interested in agribusiness. A considerable amount of time was spent on working with these groups in order to promote their investment in agribusiness.

Improving Access to Finance

The ADAR Business Development Advisor (BDA) was again involved in assistance provided at the level of coffee washing stations: project clients benefited from support in access to finance which was needed for operations of the season. Among nine of the clients who were supposed to be active in the coffee sector this year, eight - *Migongo, Sake, Nyandungu, Masaka, Kamonyi, Nkora, Gatare* and *COOPAC* - were successful in obtaining financing thanks to ADAR's support, combined with their own efforts. It is worthy to note that two of these clients - *Gatare* and *COOPAC* - undertook it upon themselves to source their loans. This is a good example of how the impact of ADAR will be sustainable beyond the life of the project. As previously stated, the owner of *Ngenda CWS* was not successful in accessing the financing he needed to start up his station during this year's coffee season. The reason for this failure was his inability to provide adequate guarantees against risks to satisfy the lending institutions.

ADAR provided a second assistance to African Food Products Co. (AFP), the investor in a Unimix (a maize-soybean food supplement) production factory, for whom the project completed a feasibility study and business plan in 2003. The investor seeking to establish the factory encountered difficulties, however, when he approached local and US financial institutions for the necessary funding in that they felt the business plan needed additional information and to be presented in a different format (English rather than French, with all costs in US dollars and with new projections based on capacity utilization and different interest rates). The consultant who had prepared the original business plan was therefore engaged to produce a document which met all the necessary requirements. He is still working on this and expects to submit the first draft in July. AFP is presently in contact with an investment fund in Colorado who is interested in financing part of the project.

Management of the Small Grant Cost Sharing Program (SGCSP)

Meetings of the committee overseeing the Small Grants Cost Sharing Program were held regularly, and were generally concerned with one of two topics: evaluation of new requests and follow-up supervision of already-approved grants. In the case of the former, a request was submitted by the company NYACO s.a.r.l. (Nyandungu CWS) for the acquisition of a generator to enable their operations to continue during Rwanda's frequent power cuts. This request was approved for a total sum of US\$17,498 and the equipment has since been furnished to the client. With respect to previously approved grants, several required amendments (e.g. UCAR and SHEMA FRUITS) while others needed to be released.

Up until the end of June, 43% of the budget was committed, for the total amount of US\$166,970.51, of which 28% (US\$110,830.91) was released. Some of the contracts - ENAS/*Migongo*, *Sake*, NYACO/*Nyandungu* and SLTC/*Masaka* - were completed. Details concerning the situation by the end of June 2003 are outlined in the attached annex (Annex II).

In June the project was approached by three new potential applicants in the coffee and horticultural sub-sectors. One of the requests concerned the implementation of a cupping laboratory and the introduction of a roasting department for *Nkora* CWS. The second was from the new investor in BEC - as described above - for the purchase of a solar tunnel dryer: with this equipment, the promoter would be relatively certain to produce microbe and aflatoxin free chillies, which could be competitive on the higher value food market. The third request came from an existing client, Sina Gérard, who succeeded in exporting passion fruit in 2002 thanks to ADAR assistance; his request was for the development of improved packaging and labels for his processed fruit products.

Follow-up will be conducted in July.

Market Information

The four computers with Internet access and the diverse documentation in agribusiness continued to be frequently utilized by the members of the AgriBusiness Centre (ABC), and the e mail distribution of its timely market information and newsletter is still successful, providing individualized research in response to demands from more clients. With 125 visitors coming to the ABC during the last three months, visitation targets were surpassed, primarily by 28 members using Internet.

Following the three-day training that the ABC Information Specialist had at the IDEA/ADC project in Uganda in March, the ABC members were informed that the informative ADC Commercialization Bulletins in Fresh Cut Roses, Papaya, Mushrooms, Vanilla, Fresh green beans and Hot pepper, developed by the Uganda IDEA project, were available at the ABC. They attracted to ADAR three clients interested in investing in vanilla, as an example.

Towards the objective of helping ADAR clients access the market place and to keep them updated on coffee prices, the ABC is now sending to coffee clients via e-mail a daily bulletin on the latest developments in the coffee market. The coffee prices are also being posted every day on the board located at the entrance to the ADAR office.

Other Technical Activities

During the past quarter, the project participated in a series of meetings and workshops as a key partner of the agribusiness community.

The ADAR BDA conducted a seminar on the coffee sector for bankers, an event hosted at the ADAR training room, and he also followed up on collaborative activities with certain partners (On the Frontier, financial institutions, etc.) on the mechanics of financing agribusiness investments. The project's contribution consisted of participating in meetings held to discuss implementing a practical approach to coordinating all the financial loan services available to investors in Rwanda.

While participating at the RIPA's Investment Conference in May, the COP was put in contact with Rob Fogler, who heads up a Denver-based agribusiness interested in Rwanda. His company is contemplating forming an equity investment fund to invest in Rwandan agribusinesses, and seeking investment opportunities for investment amounts of US\$100,000 each, the aggregate size of the first fund being \$500,000. Several meetings were held with Mr. Fogler to discuss investment opportunities with African Food Products (ADAR's client seeking to set up a soy bean processing plant) and in coffee washing stations.

ADAR was also represented in a workshop on the development of agribusiness in Rwanda, organized by CRS and held in Butare in April, and one organized by the Rwandan Private Sector Federation (RPSF) on the promotion of the private sector, held in Kibuye in June.

The project continued to participate in the cluster meetings organized by USAID on "financing the coffee sector" and on the program of reduction of poverty.

ADAR was active in the preparation of an April visit to Rwanda by Frederick Scheick, Deputy Administrator USAID, and in June by Tim Reiser, US Democratic Clerk Foreign Operations Subcommittee. The elaboration of scene setters for SOPYRWA and *Masaka* CWS were useful to the visitors during the presentations in the field conducted by ADAR.

During the month of June, ADAR launched its first two hour monthly program on a local radio, Radio-10. The objective of this program is to expand information about ADAR all over the country. One hour was presented in English and one in Kinyarwanda by the technical staff together with a Rwandan entrepreneur invited by the radio station to be introduced to the project. The following week, he came at the office to be registered as a client in vanilla production. The program will be presented once a month per sector: July will be on “ADAR and coffee”, August “ADAR and passion fruit”, etc

In collaboration with the Government of Rwanda and the World Bank - through its Competitiveness and Enterprise Development Project - the RPSF launched in June a Business Plan Competition targeted at young and start-up entrepreneurs with innovative and profitable business ideas. The Business Plan funding should not exceed US\$20,000 per applicant. ADAR is a member of the jury which will select up to ten of the finalists to win the awards, and the application forms are at the disposal of candidates at the ABC. An e-mail message was sent to all the ADAR clients, informing them of this opportunity as eligible candidates for a project in agribusiness.

Monitoring and Evaluation

As per the project contract, ADAR is required to report on monitoring and evaluation of project progress twice yearly, in June and December. June reporting concerns progress towards achieving Project Performance Indicators (PPI) which measure outputs such as the number of persons trained. In December, the project reports on meeting Project Intermediary results (PIR) which evaluate the impact of ADAR activities on the project goal.

During the first two quarters of 2004, ADAR achieved substantial success in meeting project PPI objectives elaborated in the 2004 work plan.

Of the fourteen PPI, four have already been achieved during the first six months of 2004. Five hundred and fifty three people used ADAR facilities out of an annual target of 500, 1,210 people participated in workshops/training/foreign study tours/forums, surpassing the yearly target by 21%.

The project has already met the target number of stakeholders receiving market information and service providers assisted.

Concerning the PPI in financing/banking issues, and particularly the number of financing seminars sponsored by ADAR, a target which is far from being achieved, it is important to note that the ADAR BDA spent considerable time with partners and financial institutions on the mechanism of financing agribusiness investments, and specifically on the implementation of a practical approach to coordinating all the financial services available to investors. The financing seminars are not presently a priority and should be considered as potential activities in 2005.

Please refer to the Results Tracking Table annexed to this report for further details.

Administration

The Administrative unit continued to provide effective backstopping for efficient project activities. The unit deployed considerable effort, especially in the coffee sector due to the presence in Rwanda of eight Kenyan master coffee trainers and the visits to their respective washing stations. Visas were obtained for five Kenyan master trainers after a long and complicated process, and the work permits for the three Kenyans who were newly contracted for the present harvest. The lack of the fourth vehicle (that was supposed to arrive in April, and now scheduled to be in Kigali in July) posed a particularly difficult problem for the administration, and resulted in the drivers often having to work seven days per week.

ADAR recruited a new accountant, and at the end of June he commenced working on a short term contract while waiting for the CO approval.

Additional administrative activities included a visit from the Home Office of the vice-president of the Africa region who reviewed the activities of the project, visited a client in cut roses and met with the USAID mission director and project staff.

The project faced many persistent problems with the old PC which was working as the server when its hardware failed, and with increased Internet security threats such as viruses and worms. A new server was ordered to replace the existing PC, and it should be installed by the end of July.

Looking Ahead

A full menu of technical assistance and training activities is programmed for the third quarter. The Expat STTA will be more important in the upcoming months, catching up (almost) the time on LOE which the Program Management Unit in Washington might help present.

Over the next three months, ADAR will continue to provide assistance to the seven CWS which produced coffee for export. Training on coffee pruning to coffee growers will continue to be conducted by four Kenyan master trainers; *Nkora Coffee*, *COOPAC*, *UCAR* and *Masaka* will terminate their intensive and long term course in cupping conducted by SCAA's institute of Coffee Quality Coffee Corps program. ADAR will assist exporters in coffee dry milling and in preparation and shipment of samples of fully washed coffee to US and European importers, and in contacting buyers for the sale of their coffee. Feasibilities studies and Business Plans conducted on behalf of new CWS investors will be finalized. Three to four cupping tasting of Rwandan coffees will take place in the US to introduce it to local roasters, and the ADAR coffee expert may assist with one of these presentations if he travels to Coffee Lab International Vermont to reinforce his skills on cupping tasting during a one-week session in September.

In the horticultural sector, ADAR will continue to train passion fruit growers in the Cyangugu region, and the passion fruit disease management materials being prepared in conjunction with ISAR should be finalized and distributed to producers and extension workers. The zoning study for *Eucalyptus globulus* and the study for passion fruit export will be finalized. A reviewed and updated report will be produced for African Food Products, the Unimix maize-soybean project assisted by ADAR. A mission will be conducted on honey to determine where Rwandan beekeepers are erring in their current practices and to provide recommendations for improvements.

On other technical activities, the marketing expert on pyrethrum will go on with his 40 day non-continuous mission, and a consultant should come to conduct risk assessment of banks and borrowers in the context of a Development Credit Authority (DCA) loan portfolio guarantee facility in Rwanda. Another consultant will conduct a study on how to incorporate HIV/AIDS initiatives into the outreach program of ADAR. Additionally, the project accountant for ADAR will travel to Kigali to train the accountant recruited by the project in June.

ANNEXES

Annex I: Studies concluded / Reports published during the first quarter of 2004.

N°	Report Title	Date of visit/Date of contract	Date of report	Report status	Author
107	Final report of first contract	February 2004	May 2004	Final	Christian Kaningu
108	Feasibility Study for the Construction of a Coffee Washing Station for APRPCAF at Kamonyi/Gitarama	May 2004	June 2004	Draft	François Sihimbiro
109	Feasibility Study for the Construction of a private Coffee Washing Station at Kayove/Gisenyi	May 2004	June 2004	Draft	François Sihimbiro
110	Feasibility study for the construction of a private Coffee Washing Station at Rwamatamu/Kibuye	December 2003	-	Ongoing	François Sihimbiro
111	Feasibility study for the construction of a Coffee Washing Station for COTECACYA at Bukunzi/Cyangugu	May 2004	-	Ongoing	François Sihimbiro
112	Feasibility study for the construction of a private Coffee Washing Station at Gatare/Cyangugu	May 2004	-	Ongoing	François Sihimbiro
113	Feasibility study for passion fruit export	March 2004	-	Draft	José Habimana
114	Identification of zoning Eucalyptus Globules for essential oil	June 2004	-	Ongoing	Marie Joée Bigendako
115	Reviewed and updated study of food product for the implementation of a UNIMIX factory	June 2004	-	Ongoing	Théogène Kayiranga

Annex II: Workshops/meeting, seminars/trainings and forums organized during the first quarter of 2004

Description	Facilitator	Participants			Date
		M	F	Tot	
Workshops/Meetings					
Meeting on collaboration between ADAR and STABEX Projects on Coffee Washing stations	ADAR	3	-	3	April 5
3 Debriefing meetings with Kenya coffee technicians (2004 coffee Season)	ADAR	14	-	14	April 5, May 10, June 22
Fully Washed Coffee sector partners' meeting	ADAR	9	1	10	April 6
Information session for ADAR new investors in coffee sector	ADAR	6	-	6	May 19
Meeting on organic coffee production	ADAR	7	-	7	May 28
Sub-total		39	1	40	
Trainings					
Coffee Washing Station Cost Accounting at Masaka	Célestin Nizeyimana	2	5	7	April 1
Banks' staff on coffee sector	ADAR	7	2	9	April 2
Coffee Washing Station Cost Accounting at Nyandungu	Célestin Nizeyimana	3	3	6	April 2-3
Agronomists of Butare and Kibuye on organic agriculture	ADAR	12	6	18	April 29
Techniques of coffee processing at Nyandungu CWS	Johnson Kanyi	1	3	4	April-June
Techniques of coffee processing at Gatara CWS	John K. Kimani	9	14	23	April- June
Techniques of coffee processing at Kamonyi CWS	James Nganga	4	2	6	April-June
Techniques of coffee processing at Masaka CWS	Eugenius Warui K.	3	1	4	April-June
Techniques of coffee processing at Migongo CWS	Hesbon Gachogu	4	3	7	April-June
Techniques of coffee processing at Sake CWS	Gerard Njoroge M.	4	-	4	April-June
Cherry sorting for farmers	John K. Kimani	81	17	98	May 3-4
Cherry sorting for farmers	John K. Kimani	62	13	75	May 12-13
Techniques of coffee processing at Ngenda	Charles Thuo	1	-	1	May
IPM for APROJUFUGI at Gashonga	ADAR	26	3	29	May 5
IPM for SONAFRUITs and Caritas at Cyimbogo	ADAR	15	2	17	May 6
Use of moisture meter model 920 for Nkora CWS personnel	J.O. Wasambla	5	1	6	May
Techniques of coffee processing at Nkora CWS	J.O. Wasambla	13	-	13	May
Coffee cupping at OCIR Café	Jean Bahizi & J.O. Wasambla	3	2	5	May-June
Seed selection and preparation of nurseries for APROJUFUGI at Gashonga	ADAR	27	2	29	June 10
Seed selection and preparation of nurseries for SONAFRUITs and Caritas at Cyimbogo	ADAR	22	-	22	June 10
Seed preparation and realization of nurseries for Shema Fruits at Butare	ADAR	9	9	18	June 25
Pruning at Migongo CWS	Hesbon Gachogu	13	8	21	June
Sub-total		326	96	422	
Forum					
IPM working group meeting		3	-	3	April 27
Meeting on mainstreaming transportation in agribusiness		14	2	16	May 17
Sub-total		17	2	19	
Study Tours					
Ethnic food exhibition in Paris		-	1	1	June 15-16
SCAA conference & exhibition in Atlanta		-	1	1	April 23-27
Sub-total			2	2	
<i>Total 1st quarter report</i>		<i>382</i>	<i>99</i>	<i>481</i>	

Annex III: Grant Commitment Tracker**COST-SHARING PROGRAM ACTIVITIES (Last updated: May 2004); December SER: 555.48**

GRANT #	DATE SIGNED	BENEFICIARY	PROJECT	TOTAL COST (FRW)	GRANT AMOUNT APPROVED (FRW)	GRANT AMOUNT PAID OUT \$ (using monthly SER at time of booking disbursements)	ESTIMATED GRANT AMOUNT REMAINING \$ (using current SER)	ESTIMATED GRANT AMOUNT IN \$ (using SER of approval date)	GRANT PAID %	REMARKS
G0002; CII-47100-01	17-Mar-03	ENAS	Valley Dam Construction for water collection to use in Coffee washing Factory and Coffee Plantation	28,620,441	13,300,000	24,746.05	0.00	24,746.05	100.00	The dam needed to be lined with clay to retain water but this operation proved to be much more complicated than expected.
CII-47100-02	17-Mar-03	SAKE COFFEE PLANTATION	Water pump for Coffee washing factory	19,900,791	12,478,300	22,338.78	0.00	24,089.38	92.73	The operation was accomplished and a final report has been submitted to ADAR
G0001; CII-47100-03	17-Mar-03	SEVEN LAKES TRADING CO.	Construction of well and installation of water pump for use in coffee washing station and plantation.	20,155,363	12,739,573	23,558.18	0.00	24,269.23	97.07	Water was finally pumped from the well to the tank. We are waiting for the final report.
CII-47100-05	24-Jul-03	SHEMA FRUIT	Fruit juice processing equipment	41,510,800	12,500,000	0.00	22,503.06	23,719.17	0.00	A new proforma invoice has been submitted and the importation process is on-going.
CII-47100-04	7-Jul-03	UCAR	Water supply for coffee washing factory	16,114,729	11,236,810	13,506.76	6,616.52	21,322.22	63.35	The only remaining tasks are connecting the equipment (pump and generator).
CII-47100-06	22-Mar-04	Eugène Ntagengerwa	Water supply for coffee washing station.	15,951,440	11,000,000	11,387.04	7,974.51	19,784.17	57.56	The client is still searching for the water pumps to be purchased.
CII-47100-07	3/30/2004	Théobald Bavugamenshi	Water supply for coffee washing station.	14,091,366	6,792,358	0.00	12,227.91	12,194.54	0.00	The promoter is still realizing his contribution.
CII-47100-08	14-May-04	NYACO sarl	Generator to supply power at a coffee washing station.	16,199,970	9,720,000	17,498.38	0.00	16,845.75	103.87	The equipment was delivered and we are waiting for the final report.
		Total		172,544,900	89,767,041	113,035.19	49,321.99	166,970.51		
		Total Grant fund available		\$390,000						
		% disbursed		29%						
		% promised		43%						
		Amount remaining		\$223,029.49						
		% promised disbursed		68%						

NB. Following the monthly SER changes, the % of grant paid is more or less the grant approved. Note that the grant is always approved in **RwF**

ANNEX IV: 2nd Semester 2004 Results Tracking Table

PIR 1. a Increased access to information and improved information exchange	1 st Semester			Target 2004	%
	W	M	T		
Number of visitors using ADAR facilities; by gender	86	467	553	500	110.60%
Number of registered ABC clients	1	9	10	15	66.67%
N° of participants - sessions at ABC - sponsored:					
Workshops:	13	107	120		
Seminars/training-ABC	100	363	463		
Foreign Study Tours	5	10	15		
Forums:	10	39	49		
Total:	215	995	1210	1000	121.00%
N° of stakeholders participating in ADAR-sponsored price information models*			164	120	136.67%
PIR 1. b Expanded access to markets and increased client sales					
N° of clients using ADAR direct assistance to access markets	3	9	12	30	40.00%
N° of clients using the Internet to access markets; by gender	7	109	116	50/25F	(free access)
N° of new market contacts established by selected ADAR client	Reportable in Nov.			35	0.00
PIR 1. c Improved Agribusiness Management skills					
N° of person-modules of ADAR training courses completed; by gender	30	128	158	350	45.14%
N° of clients applying ABC training in business practice	Results programmed for end of 2004				
PIR 2. a Increased awareness of Product Quality Management strategies					
N° of operators assisted by ADAR to upgrade product quality standards	2	9	11	15	73.33
PIR 3. a Expanded Options available to Agribusiness. Firms for Financing					
N° of firms requesting directories of financing sources and /or borrowers handbook	1	8	9	50	18
N° of finance seminars sponsored by ADAR			1	8	12.50%
PIR 3.b Improved Receptivity of Banking community to Agribusiness Borrowers					
N° of bank agribusiness clients assisted by ADAR	1	12	13	20	65.00%
N° of bank participant-sessions trained through ADAR; by gender	1	8	9	30	30.00%
PIR 3.c Enhanced and Integrated Agribusiness Professional Support Services					
N° of service providers assisted by ADAR	6	12	18	15	120.00%
N° of service providers training session conducted			1	4	25.00%

Notes: W = Women; M = Men; T = Total

* Info largely distributed once a term

Numbers justification**PIR1.b****N° of clients using ADAR direct assistance to access markets**

Coffee sector: ENAS, SAKE, NYACO, MASAKA, NKORA, UCAR, COOPAC, GATARE

Others: SHEMA FRUIT, Antoine MUNYANEZA, APPROJUFUGI, Donatien MURENZI

N° of new market contacts established by selected ADAR client

Coffee sector: 7 buyers x 8 exporters: 56 new market contacts.

Others: Shema Fruits, Antoine MUNYANEZA, APROJUFUGI: 3 x 1 buyer : 3 market contacts.

N.B. To be reported in November.

N° of operators assisted by ADAR to upgrade product quality standards

Coffee sector: ENAS, SAKE, NYACO, MASAKA, NKORA, UCAR, GATARE

Others: SHEMA FRUIT, Antoine MUNYANEZA, APPROJUFUGI, MURENZI

PIR 3. a: Expanded Options available to Agribusiness Firms for Financing**N° of firms requesting directories of financing sources and /or borrowers institutions**

APROCAF, COTECACYA, A. KAYIJUKA, C. KUBWIMANA, E. NTAGENGERWA, E. MUSHIMIYIMANA, N. NDAGIJIMANA, APCDKA, J.NSABIMANA

N° of bank agribusiness clients assisted by ADAR

Coffee sector: ENAS, SAKE, NYACO, MASAKA, NKORA, APROCAF
UCAR, GATARE, COOPAC, E.NTAGENGERWA, J. NSABIMANA,
C.KUBWIMANA.

Others: APPROJUFUGI.

N° of operators assisted by ADAR to upgrade product quality standards

Coffee sector: ENAS, SAKE, NYACO, MASAKA, NKORA, UCAR, GATARE,
E.NTAGENGERWA.

Others: SHEMA FRUIT, APPROJUFUGI, D. MURENZI.

N° of service providers assisted by ADAR

Agronomist of Butare and Kibuye trained on organic production.

N° of service providers training session conducted

Organic production training session.