



**Kyrgyz Agro-Input Enterprise Development Project**

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**Sixteenth Quarterly Report**

**July 1 through September 30, 2005**

**USAID Cooperative Agreement 116-G-00-01-00034-00**

**Prepared for**

**United States Agency for International Development/Central Asia Region**

**by**



*An International Center for Soil Fertility  
and Agricultural Development*

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## Acronym List

AAK	Association of Agribusinessmen of Kyrgyzstan
ADB	Asian Development Bank
AED	Academy for Educational Development
AS	Agronomic Services—a support unit within KAED project
BDS	Business Development Services
BSAIDD	Batken-Sughd Agro-Input Dairy Development
COP	Chief of Party
CPP	Crop Protection Products—includes both chemical and biological
GTZ	German Agency for Technical Cooperation
IFDC	An International Center for Soil Fertility and Agricultural Development
JICA	Japan International Cooperation Agency
KAED	Kyrgyz Agro-Input Enterprise Development Project
KAFC	Kyrgyzstan Agricultural Finance Corporation
MOC	Memorandum of Collaboration
MS	Media Support—a support unit within the KAED project
PSES	Private Sector Extension Services
STC	Short-Term Consultant
TARF	Training Activity Request Funds
TES	Technical Extension Service Project
TTC	Technology Transfer Center—a field center featuring new practices and technologies to provide training to agro-businesses
USAID	United States Agency for International Development
VAT	Value-Added Tax

# **Kyrgyz Agro-Input Enterprise Development Project**

## **Quarterly Report—April 1 Through June 30, 2005**

### **Introduction**

For consistency and ease of understanding, the Kyrgyz Agro-Input Enterprise Development project's (KAED) quarterly reports largely follow the format of the work plan submitted to the United States Agency for International Development (USAID) in October 2004. Progress is reported for each of the four program areas (association development, business development services, media support, and agronomic services). Monthly and weekly reports to the USAID project manager contain more extensive and detailed information on KAED activities and progress.

### **Program Achievements**

The three program components drive nearly all the proposed result indicators with association development serving as the core of the entire project. The trade association of input dealers is the mechanism that provides the framework to facilitate access to credit and deliver communications, training, and advocacy on a sustainable basis. The supporting units of Business Development, Media, and Agronomic Services provide a value-added package that accompanies membership in the trade association and supports the project's goals to increase agricultural productivity. During the quarter, the project focused on planning for the Association of Agribusinessmen of Kyrgyzstan (AAK) General Assembly and the 2005 AgroExpo as well as AAK meetings and Demonstration Field Days.

### **Association Development**

Association activities for the quarter included:

#### ***Advocacy (Lobbying):***

- The quarter was quite busy on the advocacy for policy changes front. A round table was held at the AAK office with a coalition of nine additional agricultural associations and private businesses to discuss a response plan to the Presidential Decree on Agricultural

Produce dated July 4, 2005. The response was prepared and sent to the President, the Government, and the Jokorku Kenesh of the Kyrgyz Republic expressing the group's dismay and disappointment at many of the provisions found in the Decree.

- Aziza Yuldasheva, the Executive Director of AAK, was appointed spokesperson by the coalition. In September Mrs. Yuldasheva met with the Parliament's Chairman of the Committee for Agro Industrial Complex and Ecology to lobby against several aspects of the above-mentioned Presidential Decree.
- A complete review of the pending tax code regulation was completed by the AAK lobbyist. Last year AAK successfully reduced the value-added tax (VAT) on fertilizer and crop protection products (CPPs) from 20% to 0%. However, the new government has promised to review all taxes. As of this report, the 0% provision is still included.
- AAK's Agricultural Economist has begun research on the onerous impact a proposed increase in the registration fee for imported CPPs will have on AAK members and the industry in general.
- AAK and the Parliamentary Committee for Agro Industrial Complex and Ecology have agreed to the language on a Memorandum of Collaboration (MOC) between the two groups on agricultural issues. Essentially the MOC recognizes AAK as a leading expert organization in areas of agricultural development and pledges to work closely with the members on all future agricultural issues.
- AAK and KAED leadership continue to collaborate closely with other projects in common issues with regard to agricultural policy and law.

***AAK Board of Director Elections:***

- Elections for open seats on the board were held in the three Oblasts of Batken, Jalalabat, and Osh. Over 80% of eligible AAK members voted during the elections held throughout the three Oblasts.

***AAK Fourth Annual General Assembly:***

- AAK conducted its Fourth Annual General Assembly on August 18-20 in the Arslanbob resort. The affair was attended by 112 people including 87 AAK members and 25 guests. During the meeting, the delegation elected a Chairman of the Board, made committee

assignments, worked on policy position statements, and networked with each other in regard to common issues impacting agribusiness in Kyrgyzstan.

***AAK Success Plan:***

- On August 2-3, AAK staff, members and board members came together in a planning session to develop an AAK post-project success plan. The plan calls for more and more direct involvement of AAK-KAED staff during the upcoming year to ensure proper implementation of each of the elements. Several personnel job duties have been altered effective October 1, 2005, to reflect this new emphasis. The meeting was conducted by a seasoned facilitator in Russian without direct involvement of the project Chief of Party (COP).

***AAK Board Strategic Planning:***

- The 2005-06 AAK Board of Directors met for a strategic planning session to review the success plan and to narrow in on several specific goals for the upcoming year. Eight of the nine board members attended, as well as four staff members and the project COP. It was generally recognized that Kyrgyzstan farmers remain in a knowledge and value void with regard to the use of high-quality inputs and services. While great strides have been made, much work remains to be done. It was also concluded that one of the biggest constraints to agricultural development remains the high level of government corruption and sporadic enforcement of existing laws at all levels. Additional credit tools are also needed, as is a clarification of the laws regarding land rents.

The board re-affirmed its commitment to the A.C.E. agenda (Advocacy, Communications & Education) as the vehicle needed to promote the value of membership. In that vein, the following subtopics were outlined:

*Advocacy:*

- Agricultural taxation.
- Seed industry development.
- Enhanced seed registration system.
- Government (Ministry) support of certification programs for agronomy specialists.

- Reduced government interference in the matters of purchasing and selling agricultural products.

*Communications:*

- Continue the monthly publication of the Agribusiness Gazette.
- Develop television round tables to discuss important issues and promote the value of AAK.
- Update and produce new professional information crop management brochures (as needed).

*Education:*

- Create an information/consultancy center within AAK.
- Develop and launch a certified agribusiness professional development program.
- Work with agricultural universities and develop training modules on all aspects of crop management.
- Provide general legal services for members.
- Organize additional trade missions.
- Assist in the development of cooperatives to improve the purchasing power of farmers.
- Organize additional demonstration fields (Technology Transfer Centers [TTCs]) for 2006, with at least two of those in the northern Oblasts of Kyrgyzstan.
- Conduct additional farm store management training seminars.
- Conduct EXPO events as an opportunity to provide high-quality speakers and networking opportunities.
- Conduct additional training for the Oblast coordinators.
- Develop additional technical brochures on the value of the use of complex fertilizers.

***AAK Membership Grows:***

- Twenty-nine new members joined AAK during the period.
- Members paying full membership dues = 103.
- Members paying partial membership dues = 53.
- Total members year to date = 156.

- Total members year to date last year = 126.
- % gain (loss) = 24% gain.
- Membership in the northern Oblasts remains at just four, and this is included in the above totals.

***Membership Dues and Non-Dues Revenue:***

- During the 4<sup>th</sup> Quarter, AAK collected \$2,302.00 in membership dues, bringing the total since project inception to nearly \$60,000.00. The goal is to have at least \$70,000.00 in the AAK account by the September 30, 2006, project completion date.
- Non-dues revenue collected during the 4<sup>th</sup> Quarter totaled \$476.00.

***AAK Committee Meetings:***

- In an effort to relay the results of the Board's strategic planning session and to solicit input on future action from the various committees, the Marketing, Advocacy, Seed, and Fertilizer/CPP committees met in mid-September. Several new ideas emerged and will be incorporated into the plan.

***AAK Participation in AgroProdExpo 2005 (Bishkek):***

- The Association Manager, Assistant Manager, and the Executive Director of AAK worked the AAK booth during the AgroProdExpo held in Bishkek September 2-5. This provided an excellent opportunity to experience a trade show through the eyes of an exhibitor and will help them with the planning for the upcoming AAK Silk Road Expo. It also gave the team several leads for potential exhibitors and potential AAK members.

**Business Development Services (BDS)**

The BDS Unit is a direct support unit for input dealers; it addresses general training, marketing assistance, and specific product introduction as well as providing credit facilitation, where possible and feasible for AAK members. During the quarter, BDS staff monitored all loans and agreements involving AAK members, developed a modified credit program for members, and prepared AAK's financial reports. All loans received are current and installments are being paid on a regular basis. In addition, the following activities were conducted by the Business Development Unit during the quarter:

**AAK Member Credit:**

- The AAK Revolving Credit Fund continues to be a popular tool for AAK members. During the quarter \$4,692.00 was loaned mainly for the purpose of starting and stocking retail farm stores. As the quarter came to an end, we had only \$2,469.00 left in the fund for possible loans. Between the period of October 1, 2004, and September 30, 2005, loans in the amount of \$41,437.00 were made. All repayments are on schedule and there have been no defaults.

**Retail Farm Stores:**

- The latest two farm stores opened during this quarter—one in Nookat village in the Osh Oblast and the other in Bereke in the Batken Oblast. This brings the total opened during the year to seven. Since project inception 14 stores have opened for business.

**AAK Finances:**

**Funds Received July through September 2005 (som)**

No.	Type of Revenue	4th Quarter Total
1.	AAK Entrance fee	2,600.00
2.	AAK Membership fees	75,200.00
3.	<i>Agribusiness</i> newspaper	7,712.00
4.	Advertisements	675.00
5.	Assembly participation fee	15,200.00
6.	Spot production and equipment rental	2,475.00
7.	Brochures sales	125.00
8.	AgroExpo Booth rental	3,268.00
9.	Copying service	0
10.	IFDC Project assistance	7,284.00
11.	T-shirt sales	0
12.	AAK logo usage	500.00
13.	Affiliate membership dues	0
14.	Donated seed sales	750.00
15.	NPK fertilizer sales to BSAIDD project	3,750.00
	<b>Total (40 som = \$1)</b>	<b>119,539.00</b> <b>(\$2,988.00)</b>

*AAK Multiple Account Balance as of September 30, 2005:*

- 2,679,755.39 som (\$66,993.88) Note: \$6,000.00 is dedicated to a scholarship fund for agricultural students endowed by former COP Chan Sieben.

***Other Activities:***

- Surveyed AAK members who have products with export potential to China.
- Placed several phone calls to potential exhibitors for the AAK Expo in November.
- Assisted a member in production of a TV spot on the advantages of fertilizer.

**Agronomic Services (AS)**

The AS unit is a direct support unit for input dealers and an indirect support unit for AAK's farmer customers. Field demonstrations, publications, and training programs provide knowledge of "best management practices" through Private Sector Extension Services (PSES) and will improve AAK entrepreneurs' understanding of the value-added benefits of information and technology.

***AAK Demonstration Fields:***

- The AAK agronomy team successfully completed the final set of demonstration fields for 2005. Four field days were conducted at the TTCs. These events were attended by local farmers, AAK members, other project staff, and government officials. A total of 270 people were in attendance—198 men and 72 women.

***Private Sector Extension Service:***

- The agronomy staff organized a 4-hour seminar on the value of soybeans. This was attended by AAK board members and staff from other projects (conducted by Farmer to Farmer volunteer Mr. Bruce Bailey). This seminar was attended by seven males and one female.
- Mr. Bailey also conducted a seminar in the Osh Oblast for 32 people (25 males and 7 females) on soybean management, sales, and marketing.
- The agronomy staff assisted in the production of a TV spot that demonstrates new varieties of corn, sunflower, and cotton. This was filmed at one of the AAK-managed TTCs.

- With the assistance of the Winrock specialists, the agronomy team produced a new brochure on the benefits and production of soybeans.
- The agronomy team participated in a training session on public and private sector extension conducted by Dr. Stavros Androlidakis. This visit was made possible from the short-term consultancy budget of the KAED project. Stavros also met with the Agricultural University in Bishkek, the Osh Agricultural Institute, and conducted 14 extension seminars during his 2-week stay in Kyrgyzstan. IFDC—An International Center for Soil Fertility and Agricultural Development and USAID are exploring possible collaboration in our collective efforts to gain approval for a TEMPUS grant of 500,000 Euros that will be used by the agricultural universities and AAK to enhance public and private sector extension throughout Kyrgyzstan and northern Tajikistan.
- The agronomy team also facilitated the purchase and delivery of a new supply of pesticide from China for use on cotton.

***Sharing Experiences:***

- The AAK agronomy team provided a full-day seminar to their counterparts in the Batken-Sughd Agro-Input Dairy Development (BSAIDD) project on how to organize TTCs and how to conduct and manage field days.
- Mr. Bruce Bailey traveled to the north of Kyrgyzstan to cross train people from the Swedish-funded Sida project on the proper management of soybeans.
- AAK agronomists provided training at a Technical Extension Service (TES) Center cotton demonstration field on four different occasions during the quarter.

***Regulator Meetings:***

- The manager of the agronomy unit met with Mr. V. Katharov, the head of the Department of Crop Protection in the Ministry of Agriculture to discuss registration procedures for new CPPs being imported into Kyrgyzstan.

**Media Support (MS)**

The Media Support Unit is a direct support unit for AAK and an indirect support unit for AAK's member businesses. This unit handles all communication support activities for both the

KAED project and AAK on tasks such as public relations, media support, press releases, and newsletter/newspaper development.

The following table highlights project events that have been aired on television or reported in newspapers:

***Mass Media:***

- Prepared a 9-min program for AAK member OshKrustex (in conjunction with TV Pyramida).

Osh Watermelon Demonstration Day, August 4	Osh 3000	August 4	Program 5 min
	Osh TV	August 6, 8	Program 5 min
	Keremet TV	August 4	Program 5 min
	Newspaper Osh Janyrygy	August 6	Article
	Newspaper Echo of Osh	August 6	Article
	Newspaper Erkin Too	August 7	Article

*Agribusiness Monthly Articles:*

- Winrock water users Association Success Story.
- 1 article from German Agency for Technical Cooperation (GTZ)—Bishkek.
- 1 article from PRAGMA—Osh.

*Advertisements Sold:*

- “MAXIMUM” print house—Osh.
- AgroVita seed company—Bishkek.

**Agribusiness Monthly Distribution—April through June 2005**

Month	Subscriptions	Distribution
July	820	840
August	842	976
September	890	938

## **Cooperation and Leveraged Support**

KAED continued to develop, support, and build relationships with other donor programs and international companies operating in the region. Examples of this include:

- KAED and the Sida Seed Support Project continue their collaboration in planning joint activities, seminars, and information sharing.
- KAED, ACTED, BSAIDD, and GTZ have entered into discussion on how our collective, cross-border projects can facilitate the development of farmer cooperatives. The farmers are in need of a more organized structure for many reasons. Also, the formation of cooperatives should enhance their income and will make them potential member candidates in the future for AAK and the planned AAT in Tajikistan.

### ***Management and Operations:***

- Developed the Seed Congress Agenda in conjunction with Sida and finalized plans for this joint event.
- Attended the USAID Partners meeting in Bishkek.
- Met with representatives from the Embassy of India to discuss possible Training Activity Request Funds (TARF) and attendance of Indian companies in EXPO 2005.
- Met with the survey team from the CASE project based in Bishkek. The purpose of the meeting was to assess the performance of contracts between processors and producers.
- Met with Farmer to Farmer Cotton seed specialist to lay out plans for short-term consultant (STC) days in Osh.
- Met with Christoph Webber to discuss possible synergies with the GTZ project he is managing.
- Worked on TEMPUS proposal and meeting arrangements for upcoming August 24<sup>th</sup> meeting.
- Met with Robin Haarr (Winrock STC) to discuss gender equality performance of the KAED project.
- Met with members of an American firm, Adonai, who are interested in dried tomato contracts. This was meeting called by Ag-Fin Plus. AAK will supply inputs to the farmers as needed.

- Met with Martin West to discuss BSAIDD issues and AAK/KAED relationship with TES Center.
- Conducted joint BSAIDD/KAED annual planning retreat near Osh.
- Met with TES Center leadership to discuss enhanced AAK-KAED cooperation.
- Worked with local AAK staff to develop policy statement on upcoming elections.
- Met with Japan International Cooperation Agency (JICA) reps to review progress of the joint AAK-IFDC-TES Center agreements on cotton field test plots.
- Met with the Chairman of the State Seed Registration office to discuss progress on voluntary seed registration and to report on the progress of our TTC sites.
- Had a casual 10-minute coffee break meeting with the Minister of Agriculture to thank him for his support of the KAED Project.
- Met with Pragma TFI leadership to discuss joint cooperation of our projects on seed registration.
- Assisted in designing, reviewing, and approving all materials relevant to the upcoming EXPO. Also reviewed and approved the updated AAK website ([www.aak.org.kg](http://www.aak.org.kg)) and membership brochure.
- Met with business leaders and members of the Embassy of India to discuss trade possibilities with AAK members and participation in EXPO 2005.
- Met with the leadership of the Bishkek Chamber of Commerce to discuss synergies between EXPO 2005 and a show they will co-host in September.
- Worked on the USAID IEE report on the use of pesticides and fertilizers at our TTCs.
- Wrote and submitted TARFs for India trade mission and Turkey soybean conference. TARF was not approved.
- Completed contract clarifications with TES Center on JICA agreements.
- Worked with AAK and KAED staff on marketing blitz plan for upcoming EXPO.
- Met with Cliff Brown, USAID, on northern office proposal and association development; Jamila Amodeo, USAID, on end of the KAED year spending plans and general update on activities; the American Chamber of Commerce with Secretary of Commerce Gutierrez, the Krygyz Minister of Economic Development, the Ambassador, and several additional donor organizations as well as American businessmen.
- Attended a field day hosted by a northern AAK member who represents Agro-Vita seeds.

- Met with Dr. Rutger Hulsen, the project leader for the GTZ cooperative development initiative located in Bishkek. We discussed further joint cooperation in farmer group development as an essential component of building the value chain.
- Toured the soybean fields of the Sida project to assess progress and discuss potential of soy.
- Met with Dave Besch (USAID), Martin West (Ag-Fin), and Ylli Bicoku (BSAIDD) to provide input and insight into the development of the BSAIDD work plan.
- Organized with the AAK Executive Director a round table to discuss the pros and cons of a recent Presidential Decree on Agriculture.
- Visited with Mr. Michael Marx with the Food and Agriculture Organization of the United Nations on the availability of credit for our members and for farmers.
- Attended the grand opening of the Vegetable Processors Association's Osh office, and met privately with the managers to provide a short seminar on association management and strategy.
- Began preparation for a preseason ag partners conference "2006 Agricultural Outlook Conference" in an effort to develop an understanding of farmer input needs for the Spring of 2006.
- Met with Asian Development Bank (ADB) to discuss possible synergies in our two projects.
- Attended the annual EF coordinators meeting in Bishkek hosted by Mary Norris.
- Met with Academy for Educational Development (AED), USAID and Winrock to discuss possible TARFs on Chinese marketing, and for the November AAK EXPO.

### **Activities Planned for Next Quarter**

#### ***Association Development:***

- AgroExpo 2005.
- Continue the regular cycle of board, committee, and village-level meetings.
- Continue to work on and refine the seed policy registration position paper.
- Host 2006 Agricultural Outlook Conference.

***Business Development:***

- Staff preparation for AgroExpo 2005.
- Collect fees for services provided to AAK members.
- Monitor loan repayments under the Credit Guarantee Fund and develop the new Revolving Credit Fund with Kyrgyzstan Agricultural Finance Corporation (KAFC).
- Track market prices.

***Agronomic Services:***

- Staff preparation for AgroExpo 2005.
- Prepare TTCs and purchase seed and other inputs for the 2006 fields.
- Analyze TTC results and prepare reports on yield and economic analysis
- Provide one-on-one consultation with AAK farm stores.
- Prepare agronomic posters for AAK farm stores.
- Develop articles and brochures related to topical agronomic conditions.

**Appendix**

**Report**

**on**

**Cost Sharing and Leverages of KAED -Kyrgyzstan**

**Inception through September 2005**

**Report Prepared By:**

**IFDC/Kyrgyz Agro-Input Enterprise Development Project**

**Funded by**

**USAID Agreement No.: 116 -G -00-01-00034-00**

Note: The background information on computation of cost sharing has been included in prior quarterly and year-end reports. Henceforth, only the summary table will be included. Please contact the IFDC KAED project if there is any need to have this documentation. Cost share requirement totals \$684,000 by September 30, 2006.

**Cost Sharing Table—Value of Cost Sharing in US \$ – 2002**

No.	Activity 2002	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
1	Association meetings/ member visits	2,086	1,372	854	1,168	2,790	1,228	1,092	10,407	5,010	1,381	272	1,212
2	Field days/advisory meetings					111	575	430	270	81	220	100	
3	Trade missions/study tours			400			900						
4	Seminar attendance/ business counseling					100	380		400		329	6,272	270
5	Tenders, Trade Credit or Consignment												10,086
6	Media coverage		135		235		400		200		870	195	110
7	Credit obtained										2,174	2,118	3,260
8	Internships	750	1,500	1,500	1,500	1,500	750			7,000*	7,000	7,000	7,000
9	Grant obtained												
10	Domestic investment by entrepreneurs							235	251	1,804			467
11	Membership registration dues and fees for services			10	56	91	39	54	60	0	585	196	192
	<b>Total US \$</b>	<b>2,836</b>	<b>3,007</b>	<b>2,764</b>	<b>2,959</b>	<b>4,592</b>	<b>5,022</b>	<b>1,811</b>	<b>11,588</b>	<b>13,895</b>	<b>12,559</b>	<b>16,153</b>	<b>22,597</b>
	<b>Grand Total US \$</b>	<b>2,836</b>	<b>5,843</b>	<b>8,607</b>	<b>11,566</b>	<b>16,158</b>	<b>20,430</b>	<b>22,241</b>	<b>33,829</b>	<b>47,724</b>	<b>60,283</b>	<b>76,436</b>	<b>99,033</b>

\*Intern funded by Government of Netherlands, Mr. Dilshod Abdulhamidov.

**Cost Sharing Table—Value of Cost Sharing in US \$ – 2003**

No.	Activity 2003	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
1	Association meetings/member visits	3,359	1,500	96	1,449	2,487	115	320	5,961	885	1,602	507	594
2	Field days/advisory meetings					412	376	820		100		138	
3	Trade missions/study tours	18		1,006	2,520	8,000	6,050		36,000				
4	Seminar attendance/business counseling			2,636			1,836	178	432	672		3147	515
5	Tenders, Trade Credit or Consignment												
6	Media coverage	250	1,250	1,070	3,750	1,517	433	1190	135	950			
7	Credit obtained	6,000	8,000	14,000									
8	Internships	7,000*	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000
9	Grant obtained						4,000*						
10	Domestic investment by entrepreneurs											100	
11	Membership registration dues and fees for services	611	584	160	182	645	353	424	709	76	175	197	44
	<b>Total US \$</b>	<b>17,238</b>	<b>18,334</b>	<b>25,968</b>	<b>14,901</b>	<b>20,061</b>	<b>20,163</b>	<b>10,252</b>	<b>50,237</b>	<b>9,683</b>	<b>8,777</b>	<b>11,089</b>	<b>8,153</b>
	<b>Grand Total US \$</b>	<b>116,271</b>	<b>134,605</b>	<b>160,573</b>	<b>175,474</b>	<b>195,535</b>	<b>215,698</b>	<b>221,950</b>	<b>272,187</b>	<b>281,870</b>	<b>290,647</b>	<b>301,736</b>	<b>313,889</b>

\*TEMPUS grant.

**Cost Sharing Table—Value of Cost Sharing in US \$ – 2004**

No.	Activity 2004	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
1	Association meetings/ member visits	3,505	2,559	1,175	319	1,689	1,299	1,966	8,764	4,975	844	540	2,790
2	Field days/advisory meetings			235		63	725	594	408	136			
3	Trade missions/study tours			2,700			70	900	900	1,000			
4	Seminar attendance/ business counseling			14	7,344		672	189					23,400
5	Tenders, Trade Credit or Consignment												
6	Media coverage	730	180	45	390	845	345	240	370			1,794	475
7	Credit obtained			12,940		1,200	11,820		2,365	1,182			
8	Internships	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,375*	7,375*	8,875**
9	Grant obtained						4,000					9,050	6,200
10	Domestic investment by entrepreneurs												
11	Membership registration dues and fees for services	694	717	554	223	212	350	902	34	1,000	1,127	6,683	3,319
	<b>Total US \$</b>	<b>11,929</b>	<b>10,456</b>	<b>24,663</b>	<b>15,276</b>	<b>11,009</b>	<b>26,281</b>	<b>11,791</b>	<b>19,841</b>	<b>15,293</b>	<b>9,346</b>	<b>25,442</b>	<b>45,509</b>
	<b>Grand Total US \$</b>	<b>321,818</b>	<b>332,274</b>	<b>356,937</b>	<b>371,673</b>	<b>382,682</b>	<b>408,963</b>	<b>420,754</b>	<b>440,595</b>	<b>455,888</b>	<b>465,234</b>	<b>490,677</b>	<b>535,736</b>

\* = The media and public relations department has a U.S. Peace Corps Volunteer working on newspaper development on a part time basis (25% x \$1,500/month).

\*\* = AAK has a full-time Peace Corps Volunteer working as a Small Enterprise Development officer (100% x \$1,500/month).

**Cost Sharing Table—Value of Cost Sharing in US \$ – 2005**

No.	Activity 2005	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
1	Association meetings/member visits	1,146	1,084	687	1255	1762	1,380	273	5,971	1,041			
2	Field days/advisory meetings						2,562	140	250	122			
3	Trade missions/study tours				900								
4	Seminar attendance/business counseling	327	579	2,812			164	284	328				
5	Tenders, Trade Credit or Consignment												
6	Media coverage		560	1,145	708	364	985	176					
7	Credit obtained												
8	Internships*	8,875	8,875	5,375	6,360	5,720	3,800	1,500	5,000	5,316			
9	Grant obtained												
10	Domestic investment by entrepreneurs												
11	Membership registration dues and fees for services	523	818	1,300	774	109	1,201	748	1,694	336			
	<b>Total US \$</b>	<b>10,871</b>	<b>11,916</b>	<b>11,319</b>	<b>9,997</b>	<b>7,955</b>	<b>10,092</b>	<b>3,121</b>	<b>13,243</b>	<b>6,815</b>			
	<b>Grand Total US \$</b>	<b>546,607</b>	<b>558,523</b>	<b>569,842</b>	<b>579,839</b>	<b>587,794</b>	<b>597,886</b>	<b>601,007</b>	<b>614,250</b>	<b>621,065</b>			

\*= The Intern funded by the Government of the Netherlands (Mr. Dilshod Abdulhamidov) spent several days working with the Winrock AgFin<sup>+</sup> Project during these months. The cost share amount reflects a deduction from the base rate of \$7,000.00 per month according the number of days he worked there during any given month. Also included is the U.S. Peace Corps Volunteer working for AAK @ \$1,500/month).