

Kyrgyz Agro-Input Enterprise Development Project
Twenty-Fourth Quarterly Report
July 1–September 30, 2007

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By



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Acronyms and Abbreviations

AAK	Association of Agribusinessmen of Kyrgyzstan
AAT	Agribusiness Association of Tajikistan
ACTED	Technical Cooperation and Development Aid Agency
ADB	Asian Development Bank
BEI	Business Environment Improvement
BSAIDD	Batken and Sugd Agri-Input Dairy Development Project
CAMFA II	Central Asia Micro-Finance Alliance
CAP	Certified Agribusiness Professional
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
KAED	Kyrgyz Agro-Input Enterprise Development
LSP	Local service providers
NSVRC	National Seed Variety Registration Committee
PSES	Private Sector Extension Services
RAS	Rural Advisory Services
RI	Results Indicator
SIDA	Swedish International Development Agency
STC	Short-Term Consultant
SVTC	State Variety Testing Committee
TES	Training and Extension System
TTC	Technology Transfer Center—a field center featuring new practices and technologies to provide training to agribusinesses
PERSUAP	Pesticide Evaluation Report and Safety Use Action Plan
USAID	United States Agency for International Development

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Introduction

For consistency and ease of understanding, the quarterly reports largely follow the format of the work plan submitted to the United States Agency for International Development (USAID) in October 2006. Progress is reported for each of the six program areas:

- Strengthening Input Supply Systems and Markets.
- Technology Transfer and Private Sector Extension Services (PSES).
- Linking Farmers to Output Markets and Value Chain Development.
- Strengthening Business Skills and Services for Kyrgyz Entrepreneurs and Improve Access to Credit.
- Promoting Policy Changes that Benefit the Agricultural Sector and Build Public-Private Partnership.
- Strengthening Local Service Providers (LSP).

Annex 1 of this report contains more extensive and detailed information on the Kyrgyz Agro-Input Enterprise Development (KAED) project activities and progress.

Program Achievements

All of the proposed results indicators (RIs) for the project are encompassed by the six program areas described in the introduction section of this report. The main objective of the extended KAED project is to strengthen its focus on the entire agro-input sector in northern Kyrgyzstan via expansion of the Association of Agribusinessmen of Kyrgyzstan (AAK) and the strengthening of other local service providers (LSP) as a vital tool to promote democracy and

economic development. With AAK (an LSP) the project is working on advocacy, communication, and education along with providing support mechanisms such as access to credit, development of market linkages, and networking opportunities for the entire agricultural value chain. Importantly, in addition to AAK, other LSPs such as the Training and Extension System (TES) Center and Central Asia Breeding Services are partners in KAED in technology transfer and livestock activities. All LSPs are playing an important role in assisting KAED to accomplish its current goals and objectives as well as preparing themselves for sustainability beyond the life of the project.

During the 24th quarter, the KAED project conducted various activities that contributed to achieving each of the strategic objective areas in the work plan. Some of the more significant activities are highlighted in this report in the discussions for each of the program areas. Annex 1 contains specific actions directly related to the strategic objectives of the project.

Strengthening Input Supply Systems and Markets

In July KAED organized the opening ceremony for a farm store in Karabalta (north of Bishkek). More than 140 suppliers of agro-inputs, farmers, representatives of agricultural cooperatives, international organizations and Rural Advisory Services (RAS) trainers participated in the event. The total number of KAED farm stores reached 28 (21 in the south and 7 in the north). KAED estimates that in the next 3 months at least 10 additional farm stores will open in northern Kyrgyzstan.

In July KAED completed the final courses of the Certified Agribusiness and Association Management Professionals Program (CAP). Pat Shapiro, the USAID representative in the CAR, and Kambaraly Kasymov, Deputy Minister of Agriculture, awarded certificates to 24 participants during the official ceremony organized in Issyk Kul City.

AAK Jer Azygy member identified that the dealership's aggregate sales of fertilizers increased by 58% from 2006 to 2007. Equally as important, the AAK members identified a greater increase in sales (measured in nominal dollars) of 74%, due to higher input prices in 2007 than 2006, amounting to sales over \$26 million in the past 2 years. The amount of sales for both

hybrid and improved varieties of imported certified seed increased aggregately by 48% in 2007. A detailed report on the survey being conducted for dealers and farmers will be presented to USAID in December 2007.

The importation of compound fertilizer is a significant indicator of increased demand for quality inputs by market oriented farmers and producer groups because nitrogen fertilizer still remains the dominant fertilizer used by the most farmers

In September the Central Asian Breeding Services LLC introduced 15 new veterinarian products from the Holland Company, Inter Chem. Co. (The link with this international supplier was established during the trade mission to Kazakhstan organized last December by KAED.) Central Asian Breeding Services signed a EURO 30,000 contract with a company from Netherlands to supply the Kyrgyz market with high-quality veterinarian medicine. Additional business contracts are in the pipeline.

The total number of new agro-inputs introduced to the Kyrgyz market since the inception of KAED has reached 49.

Since October 2006, KAED has organized different types of events, namely, trainings, expos, meetings, seminars, presentations, farm store-opening ceremonies where AAK and its members promoted their products/services to more than 6,000 farmers and potential buyers/clients.

In July KAED organized a 2-day livestock workshop on epidemiology and dairy farm management for 25 owners of cattle farms and members of AAK Jer Azygy from the south of Kyrgyzstan and for 40 cattle farmers and veterinarians from northern Kyrgyzstan. Eran Raizman, the Short-Term Consultant (STC) from Purdue University, Indiana, (United States), conducted a series of trainings on these workshops. The participants were awarded certificates at the end of this training.

In August KAED organized technical trainings on alfalfa technology and guidelines for feeding dairy cows for 42 participants of cattle farms, veterinarians, AAK customers, and consultants of the German Agency for Technical Cooperation (GTZ), RAS, and CABS from the north of Kyrgyzstan.

Technology Transfer and Private Sector Extension Service

KAED announced a competitive bid for establishing a maize demonstration site in Batken Oblast. The contract was awarded to the TES Center. This activity is part of promotion of advanced technologies for livestock farmers. Twelve new varieties of maize from Moldova and Kazakhstan were introduced by the TES Center in Batken Oblast for livestock farmers and input dealers.

The Agronomy Unit staff devoted considerable effort in organizing nine field days for wheat, maize, potato, and fodder crops. Approximately 2,800 farmers, dealers, extension agents from the public sector, seed producers, and representatives of partner projects attended the events. Nearly 300 women were among the attendees.

KAED conducted demonstration plots with new varieties of potato for fresh consumption and chip production in the northern part of Kyrgyzstan (Issykul-Kul). Field data collected by KAED and the AAK agronomy staff are being processed. Preliminary results show a significant increase both in terms of productivity and profitability. Technical reports on the demonstration plots are under preparation and will be completed in December. Upon completion of these reports, KAED plans to organize a seminar with producers, input dealers, and processors to provide recommendations on the best management practices and to inform processors on the availability of suitable varieties for processing.

Demonstration plots, established in cooperation with AAK and Winrock International under the Agfin+ project, showed a significant yield increase for processing variety tomatoes. Packages of recommendations will be prepared for processors once the data are finalized by KAED and the AAK agronomy staff.

A KAED representative attended a meeting organized by German Agro Action where the issue of supplying of NORIKA potato seeds to the State Variety Testing Committee (SVTC) for testing purposes has been discussed. KAED is working with SVTC to accelerate the process of registration of new varieties especially vegetables that are in high demand by consumers and the processing industry.

The “CABS” company in Kyrgyzstan has signed a contract to supply 10 mt (5 mt of premixes and 5 mt of veterinary medicines) imported from “Inter-Chem” (a company based in The Netherlands). The linkage with this international supplier was established during the 2006 December trade mission to Kazakhstan organized by KAED.

A Canadian Company, Sustainable Soil Solutions Canada Inc., has expressed an interest in supplying 100% organic bio stimulants to the Kyrgyz Company, Holland Seeds. The representative of this company recently visited Kyrgyzstan to assess the possibility for further partnership with the Kyrgyz counterpart. The initial linkage with the Canadian company was established during a trade mission to China organized by KAED in April 2007.

.Linking Farmers to Output Markets and Value Chain Development

A seminar for vegetables growers, input suppliers, and processors of tomatoes and cucumbers is being prepared by KAED and will be held in November in the Sokolluk area. KAED established a large demonstration site with vegetables for processing in Sokuluk. More than 200 farmers that are linked to the processor received training by KAED on best management practices and post-harvest technologies.

KAED is working with the Local Market Development Project implemented by Helvitas (Switzerland) to facilitate linkages with processors from the northern oblasts through distributing information on the prices and product availability.

A trade mission to Germany to attend “The Greek Week” annual trade fair is being prepared for Kyrgyz input suppliers (including veterinary medicine) and processors of fruits and

vegetables. This will be an opportunity to establish business linkages with reputable European suppliers and explore the potential for exportation of agricultural Kyrgyz products.

Strengthen Business Skills and Services for Kyrgyz Entrepreneurs and Improve Access to Credit

One of KAED-supported entrepreneurs—the owner of the Sokuluk farm store—participated in the Agro-Input Marketing and Dealership Development Workshop organized by IFDC Headquarters in Pretoria, South Africa, July 30-August 3, 2007.

KAED is developing the curriculum for the next cycle of the Certified Agribusiness Professional (CAP) program which will start in November. The CAP program is an innovative program for professionals involved in agriculture that started in January 2007. From more than 50 applicants, 24 professionals, mainly from the private sector, have been selected. The program curriculum to date consisted of six compulsory and one elective block of courses that have been taught by local experts. Over a period of 7 months, associations' representatives, agribusiness professionals, agribusiness consultants, and students of agriculture have received intensive training in leadership and planning, financial management, personnel management, advocacy, and marketing. Participants have not only gained new knowledge but have increased their decision-making skills, enhanced leadership potential, and created a network of professionals working in agriculture that could further be developed into partnerships. Skills and abilities received at the training will help to build local capacity for agribusiness development and facilitate further association development in Kyrgyzstan.

During the quarter, KAED staff members have provided significant assistance in facilitating access to credit necessary for opening farms stores by AAK members and extending the production credit to AAK farmer customers.

Efforts are underway to broaden the sources of credit supply for AAK members willing to open new retail farm stores. Several partner projects, such as Technical Cooperation and Development Aid Agency (ACTED), Asian Development Bank (ADB), and Mercy Corps, have expressed serious interest in supporting the retail farm store network established by KAED.

Promoting Policy Changes That Benefit the Agricultural Sector and Build Public-Private Partnership

AAK, with technical support from KAED, started activities to introduce compulsory licensing for crop protection products (CPP) dealers. This initiative will be complemented by intensive training in the area of CPP safety use for dealers and farmers.

In January 2007 KAED held the first Agriculture Policy Summit in Bishkek. Thirty five association representatives (including eleven women) and six guests from USAID, the Agribusiness Association of Tajikistan (AAT), and the Business Environment Improvement (BEI), Central Asia Micro-Finance Alliance (CAMFA II), and Batken and Sugd Agri-Input Dairy Development (BSAIDD) projects participated in the summit. The AAK (with grant funding from KAED) together with the committee selected at the summit worked on developing positions papers for land reform together with Chemonics and an economic expert.

AAK members and agribusiness professionals are working with CPP suppliers to address the issue of labeling of their products in the Russian language, which is understandable to the majority of farmers. Wholesale companies, such as Agrohimiya, have started labeling all their products in local languages.

KAED and AAK are working with Chinese suppliers to provide labeling of CPP and sprayers exported to Kyrgyzstan in Russian. The result of this work to date is encouraging.

Strengthening Local Service Providers

In September KAED provided technical training on assessment of markets for service by LSPs. The technical training has been organized for 12 LSP organizations such as associations, social foundations, and service companies. For example, CABS LLC (an LSP) has been introduced to a new AgLinks project as a potential LSP for work in the area of veterinary medicine.

Miscellaneous

The KAED Chief of Party (COP), Hiqmet Demiri, met with representatives of the World Bank and the Asian Development Bank in Bishkek to discuss the opportunities of cooperation with new projects launched recently by Banks.

A meeting was held with the Business Environment Improvement (BEI) project to explore the opportunities of cooperation in the area of lobbying and advocacy. The AAK, which was established with support of KAED, has been instrumental in encouraging the Kyrgyz authorities to initiate progressive reforms in agriculture.

The KAED COP attended a meeting organized by the USAID office of Bishkek and Almaty in cooperation of KAED and BEI with the new AgLinks Project, which was launched recently. Hiqmet Demiri made a presentation of KAED achievements and highlighted the areas of potential cooperation with AgLinks. A follow-up meeting with AgLinks is planned for late October.

The KAED COP met several times with the staff of seed projects funded by the Swedish International Development Agency (SIDA) to discuss ways to complement the respective work on improving the availability of improved seeds for farmers.

KAED completed a Pesticide Evaluation Report and Safety Use Action Plan (PERSUAP) as part of USAID environmental requirements. PERSAUP was approved by Bureau Environmental Officer in Almaty and Washington, DC.

KAED developed a branding and marking strategy, which was recently approved by USAID in Almaty and Bishkek.

During the quarter, STC Eran Raizman from Purdue University and Ylli Bicoku from IFDC Albania visited KAED and conducted trainings on livestock feeding and disease management.

Dan Waterman, Director of the Training and Workshop Coordination Department, IFDC Headquarters, visited the project in August to assess the progress status and conduct training with local staff on technical writing techniques and developed a branding and marking strategy for KAED.

The project staff and its LSP continued to provide support to various activities that contribute to cost-sharing and leveraging of project funds (Annex 2).

Annex 1. KAED Extension Result Framework

KAED Extension Result Frame Work							
Program Activity Areas				Increase/Decrease in Proposed Extension			
Indicators	Unit of Measure	2001/2002 Original Baseline	Results to Date	Year 1	Year 2 (6 months)	End of Project Total	% Increase/Decrease Relative to Results to Date
1. Program Area I: Strengthening Input Supply Systems and Markets							
IR 1.1 Sales of agro-inputs nationwide increased 24th Quarter Results Will be report in the annual survey	\$ million	2.11	5.4	0.4	0.41	6	+15
IR 1.1.2 Sales of agro-inputs in northern project areas increased (baseline for this IR is 2007) 24th Quarter Results	\$ million	TBD	TBD	TBD	TBD	TBD	TBD
IR 1.2 Additional retail stores opened 24th Quarter Results In July KAED organized the ceremony of opening of a farm store in Karabalta (north of Bishkek). More than 40 suppliers of agro-inputs, farmers, representatives of agricultural cooperatives, international organizations and RAS trainers participated in the event. The Head of the Jayil Rural Council, Sakibaev Erkin, opened the ceremony and emphasized the role of retail farm stores in supplying farmers with quality inputs. The COP of the Kyrgyz Agro-Input Enterprise Development Project, Hiqmet Demiri, also addressed the participants. The total number of KAED farm stores reached 28 (21 in the south and 7 in the north).	#	0	21	4	6	31	+47
IR 1.3 AAK and other businesses that generate revenue increased more than \$10,000/year. 24th Quarter Results This will be reported in the annual survey which is being conducted.	#	9	19	2	2	23	+21

KAED Extension Result Frame Work							
Program Activity Areas				Increase/Decrease in Proposed Extension		End of Project Total	% Increase/Decrease Relative to Results to Date
Indicators	Unit of Measure	2001/2002 Original Baseline	Results to Date	Year 1	Year 2 (6 months)		
<p>IR 1.4 Dealers certified</p> <p>24th Quarter Results</p> <p>In July KAED completed the final courses of Certified Agribusiness and Association Management Professionals Program (CAP). The USAID representative in the CAR Pat Shapiro and Deputy Minister of Ag Ministry Kambaraly Kasymov awarded certificates to 24 participants during the official ceremony organized in Issyk Kul city.</p> <p>The CAP program is an innovative program for professionals involved in agriculture which started in January, 2007. Out of more than 50 applicants, 24 professionals mainly from the private sector have been selected. The curriculum of the program consisted of six compulsory and one elective block of courses which have been taught by local experts. Over a period of seven months participants of the program consisting of associations' representatives, agribusiness professionals, agribusiness consultants and students of Ag University have received intensive trainings on leadership and planning, financial management, personnel management, advocacy and marketing.</p> <p>Participants of the program have not only gained new knowledge but have increased their decision-making skills, enhanced leadership potential and created a network of professionals working in agriculture that could further be developed into partnerships. Skills and abilities received at the training will help to build local capacity for agribusiness development and facilitate further association development in Kyrgyzstan.</p>	#	0	0	10	7	17	+ 1,700

KAED Extension Result Frame Work								
Program Activity Areas		Unit of Measure	2001/2002 Original Baseline	Results to Date	Increase/Decrease in Proposed Extension		End of Project Total	% Increase/Decrease Relative to Results to Date
Indicators					Year 1	Year 2 (6 months)		
<p>IR 1.5 Average of compound fertilizer sales by AAK members and other entrepreneurs increased.</p> <p>24th Quarter Results During September 2006–September 2007, AAK members have sold 1,200 mt of compound fertilizer (e.g., “Oshkrasteks” one of the main wholesalers imported and sold 800 mt of ammonium phosphate).</p> <p>The importation of compound fertilizer is a significant indicator of increased demand for quality inputs by market oriented farmers and producer groups. Nitrogen fertilizer remains the dominant fertilizer used by the majority of farmers.</p>		mt	116	228	20	30	278	+22
<p>IR 1.6 New agro-inputs introduced to Kyrgyzstan market</p> <p>24th Quarter Results In August four bio stimulants supplied by Canadian company, Sustainable Soil Solutions Canada Inc., have been submitted for registration by Kyrgyz Company, Holland seeds, which represents the Canadian company in Kyrgyzstan.</p> <p>In September Central Asian Breeding Services LLC introduced 15 new veterinarian products from Holland company, Inter Chem. Co. (the link with this international supplier was established during the trade mission to Kazakhstan organized last December by KAED). Central Asian Breeding Services signed a EURO 30,000 worth contract with the company from Netherlands to supply Kyrgyz market with high quality veterinarian medicine. Additional business contracts are in the pipeline.</p> <p>Total number of new agro-inputs introduced to Kyrgyz market since inception of KAED has reached 49.</p>		#	0	22	3	3	28	+27

KAED Extension Result Frame Work								
Program Activity Areas		Unit of Measure	2001/2002 Original Baseline	Results to Date	Increase/Decrease in Proposed Extension		End of Project Total	% Increase/Decrease Relative to Results to Date
Indicators					Year 1	Year 2 (6 months)		
IR 1.7 Certified seed sold increased		mt	575	584	40	60	684	+17
24th Quarter Results Will be reported in the annual survey.								
IR 1.7.1 Certified seed sold increased (northern project areas)		mt	TBD	TBD	TBD	TBD	TBD	TBD
24th Quarter Results Will be reported in the annual survey.								
IR 1.8 Elite seed transaction cost reduced.		\$	0.17	0.25	0.0125	-0.0125	0	-10
24th Quarter Results Will be reported in the annual survey.								
IR 1.9 AAK customers' base increased		#	13,847	90,895	6,600	7,000	104,500	+15
24th Quarter Results Since October 2006, KAED has organized different types of events namely trainings, expos, meetings, seminars, presentations, and farm store opening ceremonies where AAK and its members promoted their products/services to more than 6,000 farmers and potential buyers/clients. The final number of AAK customers' base will be reported in the annual survey.								
IR 1.10 Milk production increased		l	TBD		TBD	TBD	TBD	TBD
24th Quarter Results In August the IFDC/KAED consultant Ylli Bicoku conducted a series of meetings with the owners of cattle, dairy and poultry farms and feed processing facilities in northern and southern Kyrgyzstan. These meetings were followed by a training seminar on <i>Guidelines for Feeding Dairy Cows</i> for 42 representatives of cattle farms, veterinarians, AAK customers and consultants of GTZ, RAS, and CABS from northern Kyrgyzstan.								

KAED Extension Result Frame Work								
Program Activity Areas		2001/2002 Original Baseline	Results to Date	Increase/Decrease in Proposed Extension		End of Project Total	% Increase/ Decrease Relative to Results to Date	
Indicators				Unit of Measure	Year 1			Year 2 (6 months)
<p>IR 1.11 Farmers exposed to advanced livestock management practices</p> <p>24th Quarter Results In July KAED organized 2 days of Livestock Workshops on Epidemiology and Dairy Farm Management for 25 owners of cattle farms and members of AAK from the south of Kyrgyzstan and for 40 owners of cattle farms and veterinarians from northern Kyrgyzstan. The Short Term Consultant (STC) from the Purdue University, Indiana (United States), Dr. Eran Raizman, conducted a series of trainings on these workshops. The participants were awarded training certificates at the end of this activity.</p> <p>In August, KAED organized technical trainings on <i>Alfalfa Technology and Guidelines for Feeding Dairy Cows</i> for 42 participants of cattle farms, veterinarians, AAK customers and consultants of GTZ, RAS and CABS from the north of Kyrgyzstan.</p> <p>The KAED agronomist prepared an article on advanced livestock management practices that was published in the newspaper of Regional Advisory Services project (Jalalabat RAS "Belek," Batken RAS "Ayil Turmushu," Osh RAS "Farmer").</p>		#		100	200	300		
<p>IR 1.12 Unit sales of certified seed from all sources will be increased</p> <p>24th Quarter Results Will be reported in the annual survey.</p>		mt	3,000	4,700	1,000	1,000	6,700	+42
2. Program Activity Area II: Technology Transfer and PSES								
<p>IR 2.1 Productivity of maize increased.</p> <p>24th Quarter Results KAED announced a competitive bid for establishing a maize demonstration site in Batken Oblast. The contract was awarded to TES Center. This activity is part of promotion of advanced technologies for livestock farmers. Twelve new varieties of maize from Moldova and Kazakhstan were introduced by TES Center in Batken Oblast for the livestock farmers and input dealers.</p>		mt (grain)	4.0	5.4	0.5	0.7	6	+22

KAED Extension Result Frame Work							
Program Activity Areas	Unit of Measure	2001/2002 Original Baseline	Results to Date	Increase/Decrease in Proposed Extension		End of Project Total	% Increase/Decrease Relative to Results to Date
Indicators				Year 1	Year 2 (6 months)		
<p>IR 2.2 Productivity of potato increased in project areas</p> <p>24th Quarter Results KAED conducted demonstrations plots with new varieties for potato for fresh consumption and chip production in northern part of Kyrgyzstan (Issykul-Kul). Field data collected by KAED and AAK agronomy staff are being processed. Preliminary results show a significant increase both in terms of productivity and profitability. Technical reports on the demonstrations plots are under preparation and will be completed in December. Upon completion of these reports, KAED plans to organize a seminar with producers, input dealers, and processors to provide recommendations on the best management practices and to inform processors on the availability of suitable varieties for processing.</p>	mt	9	14	3	4	21	+50
<p>IR 2.3 Farmers adopting cereal-legume production systems</p> <p>24th Quarter Results Will be reported in the annual survey</p>	%	N/A	TBD	TBD	TBD	TBD	+10
<p>IR 2.4 Yield of tomato for processing increased</p> <p>24th Quarter Results Demonstration plots established in cooperation with AAK and Winrock International under Agfin+ Project showed significant yield increase for processing variety tomatoes. Packages of recommendations will be prepared for processors once the data are finalized by KAED and the AAK agronomy staff.</p>	mt	N/A	TBD	TBD	TBD	TBD	+15
<p>IR 2.5 Potato varieties for chip production identified and submitted to National Seed Committee for registration and certification</p> <p>24th Quarter Results KAED representative attended a meeting organized by German Agro Action where the issue of supplying of NORIKA potato seeds to the State Variety Testing Commission (SVTC) for testing purposes has been discussed. KAED is working with SVTC to accelerate the process of registration of new varieties especially vegetables which are in high demand by processing industry.</p>	#	4 chip varieties have been registered according to the 2006 official list of varieties published by National Variety Testing Committee		1	1	2	+200

KAED Extension Result Frame Work							
Program Activity Areas				Increase/Decrease in Proposed Extension			% Increase/Decrease Relative to Results to Date
Indicators	Unit of Measure	2001/2002 Original Baseline	Results to Date	End of Project Total		End of Project Total	
				Year 1	Year 2 (6 months)		
<p>IR 2.6 Technology packages for three major commodities (e.g., wheat, maize, triticale, potato, and tomato) developed by KAED and introduced to farmers in project areas</p> <p>24th Quarter Results The KAED agronomist has completed collection of data on yield of winter and fodder crops in Jalalabat Oblast for the 2007 report.</p> <p>KAED agronomist in cooperation with the project team has organized and conducted Field Days in Issyk Kul and Chuy on potato and vegetables.</p> <p>KAED in collaboration with AAK has conducted field days on:</p> <ul style="list-style-type: none"> • Fodder and vegetable crops in Studencheskoe village of Sokuluk rayon. • Perennial grasses Kuntu village of Sokuluk rayon in cooperation with (SIDA, SAK, Livestock Institute, SVTC, etc.). • Potato and vegetable crops in Studencheskoe village and Kotormo village of Sokuluk rayon. • Vegetable crops in Karavan, Batken Oblast. • Potato and grain crops in Chelpek. • Vegetable crops in Karavan. • Vegetable crops for WINROCK in Kara Suu (KAED agronomist as consultant). • Vegetable crops for WINROCK in Bazar Korgon (KAED agronomist as consultant). • KAED agronomy staff completed winter wheat harvest and assessed the productivity. • Technical leaflets on field days organized by KAED have been prepared and distributed. • Phenological observations on crop growth have been conducted in demonstration sites. • A mini exhibition that displays 2007 season winter crops' samples has been renewed. • Technical materials in Russian and Kyrgyz on grain, potato, corn, sugar beet, and soy and recommendations on weed control and CPP management distributed • Compound fertilizer on vegetable crops for Karavan demo field applied. 	# of participants	100	3,000	1,000	1,000	5,000	+66

KAED Extension Result Frame Work							
Program Activity Areas Indicators	Unit of Measure	2001/2002 Original Baseline	Results to Date	Increase/Decrease in Proposed Extension		End of Project Total	% Increase/Decrease Relative to Results to Date
				Year 1	Year 2 (6 months)		
Program Activity Area III: Linking Farmers to Output Markets and Value Chain Development							
IR 3.1 New business linkages with international and regional input suppliers established. 24th Quarter Results CABS Kyrgyzstan has signed a contract to supply 10 mt (5 mt of premixes and 5 mt of veterinary medicines) imported from the “Inter-Chem ” Company based in Netherlands. A contract worth of EURO 30,000 was signed recently. The linkage with this international supplier was established during December trade mission to Kazakhstan organized by KAED.	#	0	8	3	4	15	+90
IR 3.2 Foreign companies assess the Kyrgyzstan market and express an interest in long term investment on quality input supply facilities 24th Quarter Results Canadian company, Sustainable Soil Solutions Canada Inc. has expressed an interest in supplying 100% organic bio stimulants to the Kyrgyz company, Holland Seeds. The representative of this company recently visited Kyrgyzstan to assess the possibility for further partnership with Kyrgyz counterpart. Linkage with the Canadian company was established during a trade mission to China organized by KAED in April 2007.	#	0	3	1	2	6	+100
IR 3.3 Smallholders linked to processors as a result of application of advanced technologies and high quality inputs. 24th Quarter Results KAED has organized 7 Field days with participation of 743 farmers, processors, consultants, and other interested parties. Demonstration field reports are being developed.	#	0	500	200	300	1,000	+100

KAED Extension Result Frame Work							
Program Activity Areas	Unit of Measure	2001/2002 Original Baseline	Results to Date	Increase/Decrease in Proposed Extension		End of Project Total	% Increase/Decrease Relative to Results to Date
				Year 1	Year 2 (6 months)		
Indicators							
<p>IR 3.4 Working with other USAID/international development agencies KAED will work with processing facilities to develop niche market commodities (e.g., tomato for industry, potato for chip production, baby red beets, peanuts) in an effort to link processors with small producers</p> <p>24th Quarter Results KAED is working with the Local Market Development Project implemented by Helvitas (Switzerland) to facilitate linkages with processors from the northern oblasts through distributing information on the prices and product availability.</p>	# of processing companies	0	3	1	2	6	+100
<p>IR 3.5 AAK members assets increased</p> <p>24th Quarter Results Will be reported in the annual survey.</p>	\$	23,000	26,000	2,000	1,000	29,000	+11,5
<p>IR 3.5.1 Northern business assets increased</p> <p>24th Quarter Results Will be reported in an annual survey.</p>	\$	2007 baseline will be established	TBD	TBD	TBD	TBD	TBD
Program Activity Area IV: Strengthening Business Skills and Services for Kyrgyz Entrepreneurs and Improve Access to Credit							
<p>IR 4.1 AAK member domestic investment in upgrading input infrastructure increased</p> <p>24th Quarter Results Will be reported in the annual survey.</p>	\$	13,000	17,000	2,000	1,500	20,500	+21
<p>IR 4.1.1 Northern domestic investment increased</p> <p>24th Quarter Results Will be reported in the annual survey.</p>	\$	2007 baseline will be established	TBD	TBD	TBD	TBD	TBD

KAED Extension Result Frame Work							
Program Activity Areas Indicators	Unit of Measure	2001/2002 Original Baseline	Results to Date	Increase/Decrease in Proposed Extension		End of Project Total	% Increase/Decrease Relative to Results to Date
				Year 1	Year 2 (6 months)		
IR 4.2 Input dealers upgrade business skills through trainings nationwide 24th Quarter Results One of KAED clients—owner of Sokuluk farm store—participated in the Agro-Input Marketing and Dealership Development Workshop organized by IFDC home office that took place in Pretoria, South Africa during July 30-August 3, 2007.	#	0	150	130	120	300	+100
IR 4.3 AAK members receive loans from commercial banking sector 24th Quarter Results Will be reported in the annual survey	\$	4000	30,000	13,000	17,000	60,000	+100
IR 4.4 AAK members extend loans to farmers customers 24th Quarter Results Will be reported in the annual survey.	%	30	33	5	5	43	+30
Program Activity Area V: Promoting Policy Changes That Benefit the Agricultural Sector and Build Public-Private Partnership							
IR 5.1 Input regulatory policy changes advocated 24th Quarter Results AAK Jer Azygy with technical support of KAED started activities on introducing compulsory licensing for CPP dealers. In January 2007 KAED held its first Ag Policy summit in Bishkek. With 35 association representatives (11 women) and 6 guests (USAID, BEI, CAMFA II, AAT (TJ), BSAIDD (TJ) participating at the summit. The AAK (financed with a grant from KAED) together with the committee selected at the summit worked on developing positions papers for land reform together with the Land Reform and Market Development Project and an economic expert.	#	0	1	1	1	3	+200
IR 5.2 Legal business transactions in project areas increased for agro-inputs 24th Quarter Results Will be reported in an annual survey	mt	40	4,500	500	850	5,850	+30

KAED Extension Result Frame Work							
Program Activity Areas Indicators	Unit of Measure	2001/2002 Original Baseline	Results to Date	Increase/Decrease in Proposed Extension		End of Project Total	% Increase/Decrease Relative to Results to Date
				Year 1	Year 2 (6 months)		
IR 5.2.1 Legal business transactions in northern project areas increased 24th Quarter Results Will be reported in an annual survey.	mt.	TBD	TBD	TBD	TBD	TBD	TBD
IR 5.3 New seed varieties from international companies submitted to National Seed Registration Committee 24th Quarter Results		0	8	3	3	14	+75
IR5.4 Input companies adopting international accepted labeling standards in the project areas increased 24th Quarter Results	#	N/A	2	2	2	4	+400
Program Activity Area VI: Strengthening Local Service Providers							
IR 6.1 LSP(s) supported by KAED 24th Quarter Results	#	N/A	1	3	3	6	
IR 6.2 Facilitated linkage discussions between LSP(s) and business enterprises	#	0	0	8	6	14	
IR 6.3 Agricultural partner projects introduced to LSP/LSP introduced to agricultural partner projects 24th Quarter Results CABS LLC has been introduced to a new AgLinks project. CABS is a potential LSP in the area of veterinary medicine to work with AgLinks Project. The employee of Aglinks contacted KAED employee with a request to provide contacts of CABS. KAED notified CABS director of Aglinks project' interest and got approval for sharing contact information.		N/A	0	2	2		

KAED Extension Result Frame Work							
Program Activity Areas	Unit of Measure	2001/2002 Original Baseline	Results to Date	Increase/Decrease in Proposed Extension		End of Project Total	% Increase/Decrease Relative to Results to Date
				Year 1	Year 2 (6 months)		
Indicators							
IR 6.4 LSP expands their market for services.							
24th Quarter Results In September KAED provided technical training on assessment of markets for service by LSP. The technical training has been organized for 12 LSP organizations such as associations, social foundations and service companies.	#	N/A	1	8	4	12	
IR 6.5 International company contracts services from LSP							
24th Quarter Results	#	N/A	1	5	3	8	

Annex 2. Cost Sharing and Leverages–2007

No.	Activity	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
		US \$											
1	Association meetings/member visits	3,185	284		350	290	450	760	480	710			
2	Field days/advisory meetings							1,200	1,043	2,300			
3	Trade missions/study tours				4,000				2,000				
4	Seminar attendance/business counseling	3,841	5,748	3,368		4,700	6,680	6,200	7,560	4,100			
5	Transportation	1,260	1,253	588	1,500	1,300	1,470	1,600	2,200	1,980			
6	Media coverage		70		120	250	360	654	446	612			
7	Credit obtained		11,315				19,200	22,400	17,800	17,000			
8	Internships									2,460			
9	Grant obtained												
10	Domestic investment by entrepreneurs												
11	Membership registration dues	140											
	Total	8,426	18,670	3,956	5,970	6,540	28,160	32,814	31,049	29,162			
	Grand Total			31,052			71,772			93,025			