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AGRICULTURAL LINKAGES PROJECT (AGLINKS)

FY 2009 WORKPLAN

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(AGLINKS)

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ACRONYMS

ADB	Asian Development Bank
BDS	Business Development Services
CIS	Commonwealth of Independent States
CPC	Crop Protection Chemicals
CPS	Crop Protection Services
Dekhan	backyard farm
DPP	Dynamic Planning Process
EU	European Union
FY	Fiscal Year
GOU	Government of Uzbekistan
ha	hectare (10,000 square meters, 100 meters by 100 meters, 2.47 acres)
HACCP	Hazard Analysis and Critical Control Points
ISO	International Organization for Standardization
JSC	Joint Stock Company
Khokim	provincial or district governor
Kholhoz	collective farm (during Soviet era)
LLC	Limited Liability Company
LOP	Life of Project
LSP	Local Service Provider
MAWR	Ministry of Agriculture and Water Resources of Uzbekistan
M&E	Monitoring and Evaluation
MERIT	Ministry of External Economic Relations, Investment and Trade of Uzbekistan
MOU	Memorandum of Understanding
NGO	Non-Governmental Organization
Oblast	province
PERSUAP	Pesticide Evaluation and Safe Use Action Plan
Pudrats	Family-based agricultural production units
Rayon	district
SDC	Swiss Agency for Development and Cooperation
Shirkat	production cooperative (Uzbek)
SME	Small and Medium size Enterprises
Sovhoz	state farm enterprise (during Soviet era)
TA	Technical Assistance
TTCC	Tashkent Testing and Certification Center
Tumani	rayon (district) in Uzbek
USG	United States Government
USAID	US Agency for International Development
Viloyat	Oblast (province) in Uzbek
WUA	Water User's Association
WUASP	Water User's Association Support Project

Agriculture provides more than 20% of gross domestic product (GDP), one-third of employment and half of total export earnings in Uzbekistan. Cotton is the major foreign exchange earner while wheat provides food security with the government heavily involved in the value chains of both crops. However, in other crop commodities, including fruits and vegetables, the Government of Uzbekistan (GOU), since independence in 1991, has pursued a steady and measured approach of structural transformation in the agricultural economy from state planning to private market-driven production. Output of both fresh and processed fruit and vegetable products have the potential to increase significantly with more investment, technology, and market opportunities. Increased demand is expected from both the domestic market, due to changing tastes and increasing incomes, and the world market for quality products.

The work plan that follows provides background and specific information on the approach undertaken by USAID's AgLinks Project in Uzbekistan during US fiscal year 2009 (FY 2009 – Oct 2008 thru Sep 2009). AgLinks project is mandated to increase productivity in targeted crop commodities in Uzbekistan. In collaboration with the major project stakeholders, USAID and the Ministry of Agriculture and Water Resources (MAWR) of the Government of Uzbekistan, the project has targeted specific geographic areas and client groups to support over the life of the project (LOP- thru July 2011). Given the geographic and client focus the project will begin activities in the targeted crops of stone fruits (ex., apricots, cherries, plums, peaches, etc.) and grapes. Project staff and the approach remain flexible to additional or replacement crops via targets of opportunity that may arise during the life of the project.

AgLinks Uzbekistan is focused on specific clients for the project's activities with emphasis given to agricultural producers. Individual crop producers are targeted via existing organizational structures in the form of restructured agricultural cooperatives (AgriFirms) and the farmer-members that make up Water User's Associations (WUA). Efforts at supporting these two categories of agricultural producers are complemented with assistance to both public and private entities involved in the crop commodity chains. Public institutions involved with research, extension, testing, food safety and environmental pesticide impacts will be assisted to increase the impact and sustainability of project activities on targeted production clients. Linkages to private sector concerns processing and exporting stone fruits and grapes will be improved to provide an outlet for the increased production from the primary AgLinks clients, AgriFirms and WUA farmer-members. The AgLinks client base is thus AgriFirms, farmer-members of WUAs, select public and private entities relevant to the targeted crop commodities of stone fruits and grapes.

A. INTRODUCTION

The Government of Uzbekistan has followed a steady and measured advance towards the transformation of Uzbek agriculture from a state command economy to one driven increasingly by market demand. The creation of AgriFirms provided a more favorable environment for private sector investment and production in these sectors. Farmer-members of these AgriFirms, along with their nascent management teams, are still determining the best means of organizing and running these private agribusinesses.

Since January 2006, the Government of Uzbekistan has instituted the concept of AgriFirms to further their policy of agricultural privatization. AgriFirms can be a group of individuals or enterprises and are the preferred model for agribusiness and encouraged by tax and other incentives. Specifically of interest to AgLinks Uzbekistan, the 210 specialized fruit and vegetable production cooperatives (“shirkats”) were converted to AgriFirms under Presidential Resolution 255 (11 January 2006, shirkat restructuring). The shirkats were restructured into a variety of new agricultural entities including AgriFirms, Water User’s Associations, Local Service Providers (LSPs) and private farmers. Restructuring and AgriFirm creation under Resolution 255 was implemented in a short timeframe and implementation uncertainties have arisen.

The newness of the AgriFirm concept and the continued restructuring of agriculture to a more market-based system have ramifications not fully anticipated by AgriFirm management, member-farmers, public and private sector stakeholders and other interests during this transition period. AgLinks proposes to assist this transition by working with a pilot group of AgriFirms which can serve as subsequent examples to others. Other rural organizations, such as WUAs, will also be leveraged to provide additional direct access to farmers. AgLinks will collaborate with USAID’s WUA Support Project (WUASP) to assure AgLinks technical assistance is complementary to their efforts. Public and private partners also have direct interest and impact on the targeted crop commodities and AgLinks will seek out the appropriate clients within these two categories to promote development of stone fruits and grapes.

Commodity or crop based private associations would be a natural vehicle for organizing AgLinks activities but these do not exist in Uzbekistan, although crop group councils to promote economic reforms were established within the MAWR via Presidential Decree (#3226 of 23 March 2003). Although the secretariat for the fruit and vegetable council is presently unmanned this council has the potential to convene producers, processors, exporters and public sector interests to promote the entire sector. In the absence of such a council AgLinks has opted to work directly with producers, processors, public and private entities involved in the stone fruit and grape sectors of the agricultural economy of Uzbekistan.

AgLinks Project. The AgLinks Project in Uzbekistan will be focused by geography, clients and crops to assure optimal results given the time, financial and human resources at its disposal over the course of 3 agricultural seasons (2008-2011). AgLinks proposes to undertake targeted, demonstration pilot activities for strengthening AgriFirms and broadening WUAs which can then serve as examples for lessons learned and further expansion. The existing community base of both AgriFirms and WUAs provides a natural avenue for disseminating lessons learned to a larger community of similar interests. Additionally, AgLinks will work with private agroprocessors relevant to the crop and geographic criteria to identify potential market outlets for increased output. Finally, public institutions for quality standards monitoring (ex., UZSTANDART), horticultural research (ex., Shreder) and plant protection will be engaged to provide improved varieties, inputs and accreditation of the resulting output.

Consistent with budget realities and the need to focus efforts on successful and sustainable models to disseminate, AgLinks proposes to work in FY 2009 with a minimum total of 15 partners. These 15 partners consist of 5 AgriFirms, 5 WUAs farmer-members, 2 processors and 3 public institutions. The project’s administrative, managerial and technical staffing will remain as small as possible to assure the largest budget possible for providing goods and

services to these targeted partners. Initial contacts have been made with each of the four categories of project clients and their input has informed the content of this work plan.

AgLinks will develop a document defining the nature of the relationship with each of the 15 clients within these four categories. These defining documents will be different in each case but all will outline the expectations and obligations of both parties. AgriFirms require significant institutional assistance and the defining document provides an optimal opportunity to engage AgriFirm management and farmer-owners in a dynamic planning process (DPP) to identify and address issues arising from the transformation from a state to a market economy captured in a traditional strategic plan for the AgriFirm. WUAs have received significant institutional assistance from the WUA Support Project and the defining document should be focused on agronomic assistance to their member farmers codified in a crop action plan (CAP). Both the private and public sector clients identified by AgLinks have existing strategic plans and the project will develop memoranda of understanding (MOU) between the client and the project outlining rights and responsibilities of both parties.

MOUs will be signed with each of the 15 clients but at diverse times due to the differing stages of planning development among the parties. Public and private institution MOUs can be signed almost immediately because they have plans in place. AgLinks expects to sign 5 MOUs with public and private partners before the start of the fiscal year 2009 (i.e., 01 October 2008). MOUs with the 5 AgriFirms will be signed after they have received training in strategic planning and developed their own internal plans. AgLinks-AgriFirm MOUs will be based upon the outcome of this planning process and are expected in late October to early November 2008. Crop action plans with the WUAs will be developed by the end of November 2008 and will be consistent with any existing plans the targeted associations have with their members. WUA member-farmers are heavily involved in the cotton cropping season in September and October.

Geographic Focus. Both USAID Uzbekistan and the Uzbek Ministry of Agriculture and Water Resources have agreed the AgLinks Project geographic focus should be limited to four regions (viloyat or oblast) and specific districts (tumani or rayon) within those regions. The four targeted regions consist of two within the Ferghana Valley (Namangan and Ferghana) and two outside the Valley (Samarkand and Tashkent). Tashkent Region is included because of the importance of both public and private entities within the region (ex., government ministries, agencies and institutes plus private agroprocessors). Another criteria used in selecting the regions and districts was to optimize overlap with the existing USAID Water User's Association Support Project. The overlap between these two USAID projects occurs in Samarkand and Namangan regions and directly impacts the selection of districts within these regions. The district level targeting, in turn, influences the commodity choice because of the specific agroclimatic zones and existing cropping patterns.

Client Focus. AgLinks Project proposes to work primarily with two specific groups that organize farmers within Uzbekistan. The first is the recently created AgriFirms which involved all former state fruit and vegetable production units. These farming entities are making a slow transition to the private market and need assistance and examples of how to successfully and sustainably orient services, production, post-harvest handling and marketing for their founder-members. AgLinks proposes to work with a select number of AgriFirms within the targeted geographic areas to serve as pilot program examples of how to provide services to their members and become viable agribusinesses.

The second main category of client selected by the AgLinks project is the farmer-members of the WUAs supported by the existing USAID WUASP. With geographic overlap in two regions between these two USAID funded projects the opportunity exists for AgLinks and WUASP to reinforce each other's efforts. WUASP's mandate for irrigation and drainage infrastructure rehabilitation, combined with institutional strengthening, is complementary to AgLinks' focus on agronomic and marketing best practices. Once the water user member-farmers have access to regulated and effective water use their farming output and incomes can be further enhanced by improved agronomic and marketing techniques and technologies.

AgLinks also proposes to work with both private and public agricultural entities to further the project objectives of increased volumes and values of produce. Enhanced local market opportunities will come from local agroprocessing interests; particularly within the targeted commodities. Establishing market linkages among these processors and the producers represented by the member-farmers of both AgriFirms and WUAs will enhance their selling options. Public institutions, particularly those falling within the remit of the MAWR, are also foreseen as project partners. Specifically, the agricultural research and tree nursery embodied within the Institute for Fruit Growing, Viticulture and Winemaking (often referred to as "Shreder Institute") can provide plant material for improved yields. The Plant Protection and Inspection Service within the MAWR will be an important project partner for implementing the Pesticide Evaluation Review and Safe Use Action Plan (PERSUAP). Finally, the national standards board (UZSTANDART), an independent agency reporting to the Council of Ministers, will also be a project partner as a third party confirmation of quality improvements for Uzbek produce to enter more demanding external markets.

Crop Focus. Crop selection was a function of the two prior criteria as the geographic selection and client identification processes resulted in specific agroclimatic zones and production regimes. Among the targeted clients with Samarkand and Tashkent regions the predominant crop with fresh and processed marketing opportunities is grapes. AgLinks proposes to work with multiple grape varieties with processing focused on raisin production for both internal and external markets. In the targeted regions of the Ferghana Valley (Namangan and Ferghana) AgLinks proposes to focus on stone fruits, including apricots, cherries, plums, peaches, and almonds. Agricultural production is not monolithic in these areas but each region's farmers have revealed preferences; Samarkand is predominantly grapes while the Ferghana Valley regions are mostly stone fruits. Trainings, technologies and techniques provided within the Valley will be used outside that area, and vice versa, to assure the widest possible dissemination.

B. GEOGRAPHIC FOCUS

The major agricultural feature of Uzbekistan is the Ferghana Valley which is often compared to California's Central Valley in terms of the fertility and variety of crops which can be produced. This fertility is also reflected in the Ferghana Valley being the most heavily populated area within Uzbekistan. Uzbek agriculture is further defined by the need for water management with over 4.4 million hectares (ha) under irrigation representing 97% of all agricultural land under cultivation. Cotton and wheat comprise 80% of this irrigated agricultural land. Prior to the 2006 restructuring shirkat production accounted for 39% and 51% of national fruit and grape output, respectively.

Discussions with USAID and the Uzbek Ministry of Agriculture and Water Resources have targeted geographic areas both within and outside the Ferghana Valley. This targeting provides overlap with previous USAID Uzbekistan investments in agriculture through the Water User’s Association Support Project. Ministry interests in exploring replicable models of sustainable AgriFirms (derived from the former Soviet-era agricultural cooperative shirkats) require a diversity of locales for comparison purposes. For these reasons the project selected two regions within the Ferghana valley (Namangan and Ferghana) and two outside the Ferghana valley (Samarkand and Tashkent) and further refined these choices to the district level (see Table 1).

REGION	DISTRICT
Ferghana	Quvasoy
Namangan	Pop
	Toraqorgon
	Payarik
Samarkand	Samarkand
Tashkent	Toyloq
	Parkent

Table 1 : Targeted Geographic Areas

C. CROP FOCUS

With geographic areas and client groups chosen, AgLinks Uzbekistan proposes to work within particular commodities. The choice of commodities is based upon the respective agro-climatic zones, relative importance of the crop, and prospects for mobilizing technical support and markets. The major crop focus within the Ferghana Valley will be stone fruits (ex., apricots, cherries, plums, peaches, almonds, etc.). Stone fruits consist of an outer fleshy part which surrounds an internal shell (pit or stone) which contains the seed. They include trees and shrubs of the *Prunus* genus and are often classified as part of the rose family. There will be some similarities in working with these fruits because of their similar structures and compositions that will allow leverage of project resources.

The targeted crop outside the Ferghana Valley is grapes. Grapes are a fruit growing on the perennial and deciduous woody vines of the genus *Vitis*. Grapevines are vegetatively propagated by cuttings, thus the lack of seeds does not present a problem for reproduction. Grapes are eaten raw or processed into jam, juice, jelly, vinegar, wine, and grape seed extracts, including oil. Dried grapes are universally known as “raisins,” although the European Union (EU) uses the term “dried vine fruit” in official documents. There are many varieties of grapes with the most common being the currant (a dried Zante grape) and the sultana. Sultanas are delicate and uniquely flavored grapes of Turkish origin especially known for their sweetness and golden color. Sultana grapes are cultivated as Thompson Seedless in the United States.

As a general rule for AgLinks, stone fruits are the focus within the Ferghana Valley and grapes outside the Ferghana valley. There will be individual exceptions to this general rule, particularly in Uzbek agriculture with its multiple microclimates within geographic areas, and trainings, technologies and techniques will be disseminated to all growers expressing interest, regardless of their physical locale.

D. LOCAL AND INTERNATIONAL MARKETS

Local fruit and vegetable markets are mostly provisioned by intermediary buyers (often called “brokers”) purchasing in the rural areas for sale in urban locales. Producers in the rural areas often sell to these brokers due to simplicity, time and cost constraints, lack of market information and skills, and lack of storage. These constraints generally lead to lower prices for farm producers. Urban based brokers have better access to market information,

understand administrative requirements, and generally have better education and marketing skills. These brokers sell to officially registered shops, trading companies and directly in the bazaars. AgLinks will work through the targeted partner organizations to improve access to market information and opportunities for farm producers, including direct links to agroprocessing partners with the ability to export (see Section F).

Since mid-2008 the export of fresh fruits and vegetables from Uzbekistan has been tightly controlled due to a resolution of the Council of Ministers (#93, 08 May 2008).¹ This decree created a duopoly which holds the rights for approved export of fresh fruits and vegetables. These two entities are an association, “Uzulgurzhisavdoinvest”, and a stakeholder company, “Matlubomsavdo”. The duopoly essentially enforces procedural and product requirements for fresh fruit and vegetable exports but frozen or dried fruits and vegetables can be exported by any legal entity. All fresh fruit exports must receive initial approval by one of the duopoly members and both have offices in each of the regions of Uzbekistan which, in turn, support subsidiary offices to facilitate access. Export requests are finally approved at the level of the Cabinet of Ministers. This system was established to ensure the quality of fresh produce exports in light of export phytosanitary problems to traditional Russian markets which resulted in a temporary ban on Uzbek produce. This duopoly is not an overwhelming obstacle because firms can get approval to export through either the associative or private duopoly entity, depending upon the legal status of the firm seeking to export (i.e., cooperative, association, AgriFirm, private firm, etc.). AgLinks will work within this system by funneling exports through existing entities that have established export channels. AgLinks will work with those firms either exporting dried products or the few firms which have received approval from the duopoly to export in developing export market opportunities.

The financial payment structure for exports does pose a significant problem because buyers outside Uzbekistan are required to provide 100% of the purchase cost prior to shipment from Uzbekistan. Few, if any, importers from other countries accept this arrangement because the risk of seller default upon full prepayment is too high. Hence, Uzbek export firms have established import houses in the importing countries through which they finance their own exports. This requires the exporting Uzbek firm to commit added capital to pre-finance their own exports which limits exporters to large firms with capital and discourages new and smaller entrants to the export market.

E. AGRICULTURAL PRODUCERS – AgriFirm and WUA Farmer-Members

AgLinks proposes to provide the largest share of its assistance to agricultural producers. To make the most efficient use of this assistance the project plans to work with organized groups of farming communities by leveraging the existing agricultural production structures represented by AgriFirms and Water User’s Associations (WUA). The project will provide institutional strengthening assistance to the nascent AgriFirms (newly transformed in 2006) but only agronomic and marketing technical assistance to the member-farmers of the water users associations. The targeted WUAs continue to receive institutional assistance from USAID’s WUA Support Project. AgLinks has and will continue to work closely with the WUASP to coordinate assistance to the WUAs and their member-farmers.

¹ “On measures for rational use of resources of fruit and vegetable products, melons and grapes in 2008”

1. AgriFirms and Their Farmer-Members

As part of the structural transformation of Uzbek agriculture in the post-Soviet era the shirkat restructuring decree created a mechanism for private farming in the fruit and vegetable sub-sectors. Previous farming co-operatives from the Soviet era were transformed into privately held farms, WUAs, LSPs and AgriFirms. Shirkats were transformed by open tender, usually won by former cooperative members. Title to land and 50 year usufruct rights were transferred to the winning bidder without the right to sell, sublease, exchange, or use land as collateral.

AgriFirm owners can be private farmers, processing companies, local service providers, and other private entities including foreign investors. Judicial status of AgriFirms can take one of two forms; either a Limited Liability Company (LLC) or a Joint Stock Company (JSC).² Limited liability companies require a smaller level of capitalization based upon the equivalent of 50 monthly minimum wages (approximately \$1,000 at 2008 exchange rates). JSCs require significantly more capital, on the order of \$50,000. Other advantages and disadvantages of these two judicial structures are presented in Table 2. Farmer-owners with shares in an AgriFirm are free to sell produce to entities outside the AgriFirm for local and export markets. AgriFirm farmers generally cultivate vegetables (1 to 2 hectares) and fruit orchards (2 to 20 ha), including grapes. There are no limits on land holdings, which can exceed 100 ha.

	Strengths	Weaknesses
Joint Stock Company	<p>Many shareholders (private and dehqan farms, processors, local service providers, and foreign investors)</p> <p>Shares can be traded on the Stock exchange</p> <p>Attractive for investment institutions</p>	<p>Typically a lack of experienced and professional management staff</p> <p>Shareholders do not understand their rights. Interaction between shareholders and AgriFirm is weak</p> <p>Management consensus is required</p>
Limited Liability Company	<p>Easy to establish</p> <p>Easy to change founding charter</p> <p>Simple structure - limited shareholders eases management burden</p> <p>Shareholder liability is limited</p>	<p>Limited attraction to farmers and entrepreneurs</p>

Table 2 : Advantages and Disadvantages of LLC and JSC Registration

The total number of registered AgriFirms in Uzbekistan is around 220 as some have dissolved, mergers have occurred, and new entrants arisen. A total of 82 AgriFirms are registered in the regions of Samarkand (40), Namangan (27) and Fergana (15). AgriFirms vary greatly in terms of their asset base, membership and management. AgLinks proposes to

² AgriFirm management can be organized as private companies under “The Law of the Republic of Uzbekistan on Limited Liability Companies (LLC)”, 6 December, 2001 and “The Law of the Republic of Uzbekistan on Joint Stock Companies (JSC) and Shareholders Rights Protection”, 26 April 1996.

initiate activities with 5 AgriFirms based on criteria that include project budget, geographic mandate (both project and AgriFirm), AgriFirm management capacity, the crop mix (grapes and stone fruit), and an adequate asset base (inherited from the shirkat or acquired). The targeted AgriFirms for FY 2009 are presented in Table 3. They demonstrate the pattern of grape production in Samarkand Region and orchard production in the Ferghana Valley regions (Ferghana and Namangan). AgLinks activities with these pilot AgriFirms will be the basis of promulgating best practices to other Agrifirms within their respective regions and crops.

Both the farmer shareholders and AgriFirm management teams have been transitioning to a market economy during the last two years. 2008 is only the third full season that fruit and vegetable producers in Uzbekistan have operated in a market economy. In addition to agronomic assistance on grapes and stone fruits, AgLinks project can assist this transition for both AgriFirm management and its member shareholders by providing a range of institutional support activities. AgriFirms require support in a number of areas including legal establishment, business management, finance and accounting to operate more effectively.

Local service providers (LSP) of business development services (BDS) can be used to provide this skill transfer. Over 100 BDS providers have been identified within the Ferghana Valley including those organized by the Chamber of Commerce, the Association of Farmers (RBAS - Rural Business Advisory Services) and private entities generally resulting from donor projects. There are 18 private firms (other than the Chamber of Commerce and Farmer Association entities) with over half located in Ferghana city and additional firms based in Tashkent. Services offered include sales and trade promotion, management training and business plan development services. AgLinks will subcontract with competitively chosen firms to provide institutional strengthening services to the targeted AgriFirms beginning with strategic business planning for the 5 targeted AgriFirms.

REGION	DISTRICT	NAME	Wheat & Cotton		Grapes		Orchard	
			ha	%	ha	%	ha	%
Ferghana	Quvasoy	Quvasoy Bekhizor	0	0	14	4%	365	61%
		Muyan Sokhibkor	0	0	24	3%	225	55%
Namangan	Toraqorgon	Sokhibkorlari	0	0	180	43%	223	55%
Samarkand	Samarkand	Isqiqlol Meva Sabzavot	0	0	11,000	48%	7,000	30%
	Toyloq	Dilkusho Sifat	0	0	794	70%	227	20%

Table 3 : AgLinks Targeted AgriFirms for FY 2009

AgriFirm organization must be consistent with the proposed activities of the founders, and the structure should ensure effective operation and member rights. Member-farmers must understand the ownership structure and their own rights and responsibilities. Similarly, management must understand how their new role differs from the shirkat model. AgLinks can assist this institutional strengthening process by providing technical assistance and training on business models, management structures, operations, ownership, managerial and operational systems, procedures and documentation, contractual arrangements with third party suppliers and customers, and facilitate access to commercial credit.

AgLinks plans to support the institutional strengthening process by providing training in a variety of areas during Fiscal Year 2009, including agronomic training, agribusiness

management and post-harvest handling. A significant effort will be expended to integrate crop protection service provision within the AgriFirms once the PERSUAP is completed. Finally, specific AgriFirms will be targeted to receive technical and financial assistance to procure stone fruit cold storage facilities and improved irrigation infrastructure. The latter will be explored in close collaboration with the WUASP to draw upon their experience and lessons learned. See the “AgriFirm Support” Gantt chart in annex for a full listing of the proposed AgriFirm support activities and their respective budgets. AgLinks will work to establish model AgriFirms that provide fee-based services aligned with market demand, have effective management and operational systems, and fully informed members. These AgriFirms will produce more fruit and increase AgriFirm and farmer incomes. They will serve as examples to other AgriFirms to become viable and sustainable agribusinesses.

2. Farmer Members of Water Users Associations (WUAs)

Water User’s Associations (WUA) are important organizations that promote the efficient, sustainably effective, and equitable allocation and management of water resources. WUAs can serve to both increase farm productivity, through the judicious use of limited water resources, but also promote sustainable land practices to reduce land degradation. Effective WUAs manage seasonal water supply variations, member needs, and sustainable infrastructure management. WUAs in Uzbekistan are both non-governmental and non-commercial organizations established on a voluntary basis by water users within a particular locality. Potential WUA farmer-members include leasehold farmers, former cooperative (shirkat) farmers, backyard (dekhan) farmers, and owners of home garden plots. The organizational structure of the WUA allows these disparate production units to pool their resources to efficiently manage their on-farm irrigation and drainage systems. This structure can also lend itself to the dissemination of best agronomic and marketing practices.

REGION	DISTRICT	WUAs
Bukhara	Jondor	9
Jizzakh	Zamin	5
Namangan	Pop	8
Samarkand	Payarik	8
TOTAL		30

Table 4: USAID Supported WUAs

USAID Uzbekistan and other donors (ex., ADB, SDC, etc.) have invested project support activities with WUAs throughout Uzbekistan. The USAID projects have focused on the four regions of Bukhara, Jizzak, Samarkand and Namangan (see Table 4). AgLinks’ project mandate, confirmed by project stakeholders, overlaps with two of these regions in Samarkand and Namangan. AgLinks proposes to work with select WUAs in these two regions to provide complementary assistance. For example, a WUA which has received assistance refurbishing and maintaining its canal system with resultant increased production could receive AgLinks member assistance in post-harvest handling to improve quality, packaging, and/or market identification. The latter AgLinks activities are outside the mandate of the WUA support project and complement the existing investment in these associations.

A total of 30 WUAs are supported by the USAID WUA project of which 16 are in the Namangan and Samarkand regions. Statistics provided by WUASP on area under cultivation from these WUAs indicate the major crops are cotton and wheat. The WUAs with the greatest crop diversity have less than 70% of their area devoted to cotton and wheat cultivation. Five WUAs in the regions of Namangan and Samarkand fit this criterion (see Table 5) and will be the initial target WUA clients of AgLinks. The crop mix of these 5 WUAs revealed significant interest in grape production, ranging from 2 to 29% of area

cultivated. The farmer-members of WUAs in Samarkand are major grape producers with fewer grapes produced in Namangan.

REGION	DISTRICT	NAME	Wheat & Cotton		Grapes		Orchard	
			ha	%	ha	%	ha	%
Namangan	Pop	Pungon	809	68%	300	25%	nr	nr
		Shirin Suv Yangier	2,087	61%	50	2%	182	5%
		Damkhasa Arigi	1,210	67%	258	14%	25	1%
Samarkand	Payarik	Hujabuston Suv Tarmogi	2,312	64%	631	18%	nr	nr
		Quarshiboy Mirob	1,929	61%	917	29%	nr	nr

Table 5 : AgLinks Targeted WUA Farmer-Members for FY 2009

AgLinks will not be involved in institutional strengthening, irrigation and drainage infrastructure repair with the associations, but rather the agronomic and marketing practices of their farmer-members. AgLinks may become involved with AgriFirm irrigation and drainage infrastructure rehabilitation, on a case-by-case basis, because AgriFirms are not presently targeted by WUASP. The distinction between AgLinks support to AgriFirms and WUAs is the latter will not receive institutional assistance from AgLinks while AgriFirms will. The existing WUA support project has the mandate for institutional support to WUAs and AgLinks will work in close collaboration with WUASP to assure complementary project activities.

For example, AgLinks has determined the Quvasoy Bekhizor AgriFirm in Ferghana Region has need for rehabilitated wells to feed its irrigation infrastructure. This AgriFirm inherited two non-functioning wells under the shirkat restructuring decree of 2006. The new ownership of this AgriFirm, consisting of a majority of member-farmers (holding 92% of founding capital), does not have the means to refurbish the wells. The WUA in the area is also a shareholder in the AgriFirm (1.5%). AgLinks proposes to rehabilitate the two wells and provide a third new well to service all the farmer-members of the AgriFirm. AgriFirm Quvasoy Bekhizor is the largest producer of apricots and peaches (both stone fruits) among all AgriFirms and AgLinks has identified buyers in the Tashkent Region. Well rehabilitation will increase output and the AgriFirm provides the basis for continual support to the local farmer-members.

3. Agronomic Support Activities for AgriFirm and WUA Member-Farmers

AgLinks proposes to provide agronomic and marketing support to the farmer groups that comprise both AgriFirms and WUAs (see the “Producer Support” Gantt chart with budgets in annex for details). The organization, physical facilities and similar agronomic assistance needs will allow AgLinks to provide technical assistance efficiently. Where geographic overlap occurs AgLinks intends to hold joint training sessions and establish demonstration plots that draw on AgriFirm and WUA members.

a. Improve Grape and Stone Fruit Production and Processing

The orchard fruit sub-sector accounts for 96,700 ha in the 3 rural regions of Samarkand, Namangan, and Ferghana, which is 45% of total orchard area in Uzbekistan. Many orchards are in poor condition following years of neglect, weak cultural practices, inadequate credit, and insufficient research and extension. Economic returns to fruit crops were low in the

Soviet-era and many farmers continue to take only minimal care of their orchards with inadequate pruning and pest control. Marketing is problematic during harvest with large supplies flooding the market resulting in falling prices. AgLinks proposes to improve fruit productivity to increase domestic and export sales of high quality fresh fruits and grapes, and to increase raw material supplies of medium and lower grade fruit to processors. This will require improvements in the technical and managerial skills of fruit producers and agribusiness managers, as well as financial support for modern equipment.

Grape Demonstration Plots. Farm production yields for grapes are comparable to other CIS countries, but are low compared to major horticultural producing nations, in part, because farmer knowledge of agronomic and post harvest technology is lacking. Meva Sharbat research station (the fruit and juice branch of the National Research Institute named after Shreder) achieves higher grape and cherry yields than on-farm - indicating an opportunity for knowledge transfer to farmers³.

AgLinks proposes to develop rehabilitated demonstration plots primarily in Samarkand which is a major grape production area (38,600 ha). Samarkand, Toylok and Payarik districts in Samarkand region will receive demonstration plots to cover the 2 targeted AgriFirms and 1 WUA. Four training sessions on trellising, pruning, pest control and post-harvest handling will be undertaken in concert with each demonstration plot. Training will be conducted by production and post-harvest technologists from Meva Sharbat (Shreder Institute) to demonstrate effective pruning and trellis installation during October-November; spring pruning and fertilizer/pesticide application during April-May; proper harvest timing and harvest methods in August and proper drying on paper trays; post-harvest handling and raisin storage in September. Improved storage techniques for raisins will extend product shelf life allowing farmers to extend their marketing season. We estimate that at least 840 farmers, buyers and input suppliers will receive exposure to these on-farm demonstrations.

The benefits from these demonstration plots and training sessions include:

- Healthier vines and better pest control
- Increased yield and better raisin quality by using paper trays
- Decreased product loss through improved post-harvest practices
- Reduced incidence of toxin contamination
- Longer on-farm storage periods for raisins resulting from proper moisture content

Trellising, which is uncommon in Samarkand, will facilitate pruning, control vine growth and limit contamination from the soil. Standard trellising raises the vines resulting in:

- Better aeration and sunlight exposure
- Decreased pest and disease problems
- More effective application of pesticides and micronutrients
- Higher yields and less quality degradation

³ Research stations suffer from reduced funding resulting in reduced staffing levels, research output, and technology transfer. With no access to private sector finance for public research, many research stations produce and sell planting materials to supplement their funding. With attention focused on producing planting materials, their research efforts and farmer outreach have declined.

Problems to address with trellising and other training and demonstrations extend to processing grapes into raisins because improper drying techniques and conditions give rise to toxins. Uzbek food exporters received a number of alerts and notifications concerning toxins in raisin shipments from EU buyers in 2006 which has prevented subsequent shipments to these high-value markets.

AgLinks will add trellising to the grape production training and provide technical assistance on 3 demonstration plots (0.5 ha each) in Samarkand, Toylok and Payarik districts. The demonstration plot sites will be determined based on:

- Water and machinery availability, soil structure, and suitable location
- Willingness of the farmer to commit effort and resources to the plot
- Technical capability of the farmer; openness to sharing new ideas and techniques

Stone Fruit Demonstration Plots. AgLinks will sponsor a series of stone fruit demonstration plots, distinct from the grape demos, to improve tree health, provide better pest and frost control, increase yield using state-of-the-art techniques, and reduce product losses (estimated at 30%-35%). These actions will reduce the incidence of fresh and processed product safety problems. The demonstration plots will be used as teaching aids for other farmers in the area, as well as research station staff, to learn improved agronomic techniques and increase access to improved planting material.

Fergana and Namangan regions will be targeted for stone fruit demonstration plots which include 3 AgriFirms and 2 WUA clients with 4 training sessions affiliated with each plot. Training will be conducted by production and post harvest technologists to demonstrate effective pruning, frost and pest control during February-March; pest control and thinning during March-April; summer pruning in August; and post-harvest handling during April-September. Improved post-harvest handling techniques for stone fruits will extend shelf life, increase quality and improve food safety. We estimate that at least 560 farmers, buyers and input suppliers will receive on-farm demonstration exposure.

AgLinks will announce a tender for private companies, entrepreneurs, and research stations to implement stone fruit trainings in Ferghana and Namangan. The tender will request estimated equity investment in the proposal. AgLinks will screen the proposals and conduct rapid one-day assessments of the selected demo plots from at least 5 clients in the 2 provinces.

Stone fruit demonstration activities will include the following:

- Establish plots in farmers' orchards to demonstrate improved production practices to farmers, buyers, and input and service providers. Improved practices will include dormant fall spraying, improved frost control methods, proper pruning, thinning, and proper harvest timing to optimize sugar and pulp content.
- Provide diagnostic and analytical equipment including temperature compensated brix testers to determine sugar levels, pressure testers to indicate fruit ripeness, pH testers to measure acidity and moisture testers for raisins.
- Produce and disseminate extension materials to inform growers in easily understood and effective formats focused on visuals of real farm needs. AgLinks will assist participating research station personnel to produce extension material.

c. Improve Nursery Production of Planting Materials

Improved agronomic practices increase productivity but better quality planting material from nurseries is required to revitalize orchards. AgLinks will increase the supply of planting material for new orchards by providing support to both public and private fruit tree nurseries. Stone fruit and grapes are the first priorities for nursery development due to low quality planting material that does not meet farmer needs. Farmers are further disadvantaged when acquiring planting material because they are uncertain whether their purchases represent true-to-type varieties (i.e., having the same characteristics as the parent variety). AgLinks proposes to establish a system to improve variety identification, characterization and multiplication of true-to-type varieties for sale to farmers.

AgLinks will initiate this system by documenting and cataloging existing nursery capacity in Samarkand and the Ferghana Valley. International consultants will be engaged to train local experts and nurseries owners to identify true-to-type elite varieties of stone fruits for the purpose of characterization, testing and multiplication of disease-free bud wood. This bud wood can then be distributed on a efficient, cost effective, fee basis to nurseries and to farmers for direct field budding. A similar system can be established for grapes.

AgLinks proposes to assist Shreder Institute and private nurseries in Samarkand, Fergana, and Namangan regions by training nursery staff on improved agronomic practices. This training will run concurrent with the technical assistance employed to implement the rapid assessment of nurseries in November. Elite varieties of stone fruit will be identified during the fruit production season of late spring and summer to improve nursery bud wood.

AgLinks activities will include the following:

- Provide a mix of technical assistance and in-kind, cost-sharing grants to procure improved planting material and make other productive improvements.
- Support increased production and sales to farmers of high quality bud wood.
- Evaluate existing planting stock to assess whether local planting material is sufficient.

F. PRIVATE AND PUBLIC SECTOR ACTORS

While the largest share (over two-thirds) of AgLinks Project programmable resources will be targeted to the agricultural producers described in Section E above (see Table 6), linkages must be made with the private and public sector actors influencing the performance of the targeted crop commodities. Private sector actors - farmers, traders, shippers, processors, and exporters - function in the largely open market for horticultural products within Uzbekistan. Many of these actors operate apart from WUAs or AgriFirms, while others are associated with these institutions but yet buy, sell, process, and ship products to and from agents external to these institutions. This group comprises the third set of AgLinks clientele. AgLinks proposes to begin work with two important private agroprocessors; one in grape processing for raisins (BERAD-AGRO) and the other for fruit and vegetable processing (DIONIS-AGROMIR). These two initial processors provide the project with experience processing the targeted crops of grapes and stone fruits.

Public sector actors also play a key role in development of commodity sectors within an economy. In addition to providing the policy framework and environment for economic actors to engage and exchange, they also provide access to public goods such as standards

testing, food safety detection and enforcement, research material and environmental protection. AgLinks proposes to work in concert with public institutions involved in each of these three areas;

- UZSTANDART for standards, testing and accreditation;
- Shreder research institutes for technology development and transfer; and
- The national plant protection service on crop chemicals via the PERSUAP process.

These three public institutions provide the fourth, and final, set of AgLinks targeted clients.

AgLinks activities targeted to these economic actors, including timing and budgeting, are presented in the “Private and Public Sector Support” annexes.

1. Private Sector Agroprocessors

The fruit and vegetable value chains function largely in a free market within Uzbekistan. Inputs are usually available at reasonable prices and output is sold directly to local fresh markets and to private processors. The limited Government role has benefits, but the limitations include inadequate research and extension.

Processing facilities are generally in poor condition and need improved equipment and processing techniques. Much of the market infrastructure including cold storage facilities, transportation, and postharvest handling facilities are also in a weakened state.

Domestic demand for better quality and increased production of fresh and processed fruit and vegetables is increasing with improving consumer incomes and changing taste preferences. Export opportunities offer greater potential but also require consistently high quality and volume. To meet this demand horticulture farmers and processors and other market chain actors require good quality planting materials, farm management improvements; improved cultivation practices, improved technology and processes, and farmer-based and commercial organizations with stronger linkages to the private sector.

Fruit Processors

Producers from AgriFirms, WUAs, or private farmers seeking to increase raw product sales to processors – a critical need for Uzbek processors suffering from low rates of capacity utilization - must be informed of volume and quality requirements. Processors such as BERAD-AGRO and Agromir (DIONIS) also face problems in the detection and prevention of food borne illnesses, contamination of dried fruits with toxins, and insufficient international marketing contacts.

Agricultural exports to European and Russian markets have traditionally been a major source of export growth for Uzbek producers. However, exporter capacity to enter these markets depends on their ability to meet increasingly stringent food safety standards now imposed by European countries, which are also being adopted by other countries, including Russia. Though quality standards in Russian markets are presently less demanding than Europe, chains like Wal-Mart, Tesco, and Carrefour are entering the Russian market. Their corporate standards will drive Russian stores to improve food quality and safety, traceability and supply reliability. BERAD-AGRO and Agromir (DIONIS) are ISO 9001-2000 certified which requires them to screen for the microbiological quality of raw material received from farmers.

At present, limited ability to trace locally procured raw materials to individual farmers or groups of farmers is a concern for continued certification and external market access.

The AgLinks team will work closely with these two important processors to alleviate their volume and food safety problems. We will develop MOUs with each firm that will outline the cooperative relationship with AgLinks and areas where AgLinks can support these firms' efforts. AgLinks will facilitate discussions between exporters, processors, assemblers and farmers to discuss food safety problems and determine processor quantity and quality requirements. We will use this feedback to shape project supported farm-level activities including agronomic assistance and the implementation of Good Agricultural Practices (GAP) with procurement records increasingly accessible to interested parties on the processors' web sites.

AgLinks will work with private sector processors to improve quality standards through HACCP and ISO oriented activities, marketing trips to targeted regional and international markets and potentially cost-share arrangements for equipment upgrades and affiliated staff training. AgLinks proposes to cost-share client attendance at specific and commodity relevant trade shows. Targeted trade shows for fiscal year 2009 will focus on Russian and regional (Kazakh) market development with attendance during the agriculturally less demanding winter months. The project also proposes to explore one new market for Uzbek exports of fresh and processed produce to South Asian and Arab markets by planning for Uzbek participation in the 2010 GulFood Show in Dubai. AgLinks will be responsive to requests to assist in marketing and strategic plan development by these private sector interests, but the need is unlikely as both firms have corporate departments that provide these functions.

2. Public Sector Entities Impacting Agriculture

Public-private partnerships are necessary to develop any commodity sector to its full potential. Conversations with sector actors in the targeted crops of stone fruits and grapes identified three important public sector entities requiring strengthening to support the entire value chain. The National Standards Agency must enhance their capacity to test for toxins and to achieve international accreditation to support increased access to international markets. Improved plant material and varieties are required to increase the quality and quantity of production which can be provided by the national public system of fruit research centers, as well as private nurseries. The need for up-to-date information on crop protection chemicals (CPC), their appropriate use and how to mitigate their environmental and health impacts requires a Pesticide Evaluation Report and Safe Use Action Plan (PERSUAP) in collaboration with the national plant protection service. Each of these three proposed activities are cross-cutting with potential impact on a wide variety of agricultural actors within the Uzbekistan agricultural economy.

a. UZSTANDART – National Standards Agency

The Center for Testing and Certification must be upgraded to help exporters meet international standards necessary to increase the competitiveness of exported fruits and vegetables. The Uzbek State Centre for Standardization, Metrology and Certification (UZGOST) was created, under the Council of Ministers, and the Law on Standardization was adopted in 1992. In 2002, UZGOST was reorganized into the Uzbek Agency for Standardization, Metrology and Certification (UZSTANDART) which runs a state enterprise

for quality testing and certification of food and agricultural products. The Center advises exporters on international market requirements and certifies agricultural and food products that meet Certificate of Conformity standards.

The Center has 17 operational laboratories employing 300 staff and 65 auditor experts. Seven laboratories have initiated activities to meet international standard requirements under ISO/IEC 17025, the main standard used by testing and calibration laboratories. The Center has some capacity to test but speed and accuracy are low. Much of the analytical work is done with antiquated equipment which samples singly, rather than in batches, limiting throughput. Crucially for grapes, the Center lacks capacity to test for toxins that have limited Uzbek raisin exports to the EU. The certifications issued by the Center are recognized in only 17 countries worldwide, mostly ex-Soviet and Eastern European states, and are not presently accepted as international standard certifications.

While AgLinks does not have the resources to support all 17 laboratories, targeted assistance to the laboratory responsible for testing pesticide residues, microtoxins and heavy metals in fruit and vegetable exports would relieve a barrier to increased exports as well as improve food safety on local markets. AgLinks proposes to support the Center by first commissioning a needs evaluation to determine the assistance required to bring the targeted laboratory to international standards with the goal of obtaining accreditation.

AgLinks proposes to enhance the Center's capacity to identify and analyze toxins, contaminants, and bio-hazards. AgLinks will work with the Center to upgrade the capacity of the Tashkent Testing and Certification Centre's (TTCC) laboratory. We propose a combination of a cost-share grant for laboratory equipment, technical assistance, and training to perform the following tasks:

- Train lab and the Center staff on International Standard ISO 17025
- Enhance the capacity of the TTCC laboratory on food and agricultural products
- Train lab staff in proper use of equipment, analysis and measurement techniques
- Accredite TTCC's laboratory by the internationally recognized and reputed accreditation body (ISO 17025)

b. Shreder – National Institute for Fruit Growing, Viticulture and Winemaking

The Uzbekistan National Institute for Fruit Growing, Viticulture and Winemaking is organizationally within the Ministry of Agriculture and Water Resources. This institute is more commonly referred to as the Shreder Institute after R.R. Shreder, a renowned Uzbek biologist, and has a network of subnational research and crop development stations. Initial contacts with Shreder Institute staff at both the national and subnational levels indicate a need for assistance in marketing their expertise to producers. AgLinks proposes to increase Shreder's visibility by incorporating their staff in farm-level activities. We will work with the Shreder institutes to improve production of high quality planting material for grapes and stone fruits⁴. AgLinks will also offer these services to private sector sapling nurseries.

⁴ AgLinks will be unable to import improved genetic material for nursery development due to the significant import quarantine requirements (3 years in most cases).

c. National Plant Protection Service within the MAWR and the PERSUAP

AgLinks proposes to work with the National Plant Protection Service within the Ministry of Agriculture and Water Resources and related parties to develop a Pesticide Evaluation Report and Safe Use Action Plan (PERSUAP) for targeted crop commodities in Uzbekistan. The project will build upon the experience and lessons learned developing a similar PERSUAP for Tajikistan during the spring of 2008. Once the Tajik PERSUAP is approved by the Bureau of Environment (BOE) at AID Washington (expected during September 2008), AgLinks proposes to employ a similar process for the Uzbek PERSUAP in the fall of 2008. Timing is crucial as the project needs an approved Uzbek PERSUAP for the 2009 agricultural campaign. Starting the Uzbek PERSUAP in October 2008 is the ideal timing to allow sufficient time for the required PERSUAP development, review and approval processes.

Once the Tajik PERSUAP is approved, AgLinks proposes to work with Dr. Uwe Schulz to develop the Uzbek PERSUAP because he gained regional PERSUAP experience implementing the Tajik version, has technical approval from the BOE, is familiar with the AgLinks Project, speaks both Russian and English, and is a Ph.D. plant pathologist. He is available to perform the Uzbek PERSUAP during the fall of 2008. Preliminary crops identified for the PERSUAP certainly include the stone fruits (apricots, plums, cherries, peaches, almonds) and grapes, and may also include apple, melon, pomegranate, tomatoes and cucumbers. There are significant similarities between the crop mix from the two PERSUAPs but the national pesticide and environmental situations are uniquely different in the two countries. Some efficiency can be gained from the Tajik PERSUAP experience on types of pests and chemical products to combat them.

G. PROJECT IMPLEMENTATION

Project implementation staff will be kept to a minimum to assure the largest amount of the AgLinks budget for technical activities. The AgLinks office is based in Tashkent and will consist of a Director, 4 technical staff, one administrative & finance officer, a receptionist and 2 drivers. One driver has English sufficient to serve as a part-time, non-technical translator. Each of the four technical staff have direct responsibility for a targeted client group (i.e., AgriFirms, WUAs, private sector processors, and public entities). Establishing one direct technical point of contact within the project for each client group will assist development of the business-level relationships required to establish effective rapport between clients and the project. Each technician will also assist the others in developing and planning activities but the project will have “one voice” to each of the four client groups. The technical expert responsible for public entity support will also serve as Deputy Project Director. Reconfiguration of AgLinks Tashkent requires more offices and the project negotiated for additional space within the same building with the move scheduled for early October.

The project intends to begin an internship program targeted at existing or recently graduated college students with requisite training but minimal work experience. Three to six month internships as assistants to both the technical and administrative staff will provide excellent work exposure for the students while providing additional project staff during peak periods. Interns will be paid a small stipend and, if successful, the program can be expanded to seconding interns to AgLinks clients to provide technical support services. Internships for students from both business schools and agricultural colleges will be explored. AgLinks will

be certain internship employment agreements are consistent with Uzbekistan law and labor code.

AgLinks has opted not to have subnational offices because the cost requirements of this approach significantly reduce programmable technical funds. The targeted geographic regions are all reachable within four hours time (by road or rail) and less time by air. Sufficient funds have been programmed in the budget to provide ample opportunity for the four technical staff to implement, monitor and oversee project activities in the field. As activities in the regions increase the project will engage locally-based consultants to provide regular interaction with client groups for specific technical needs. This presence can also be augmented by seconded interns to clients. The total programmable funds for fiscal year 2008 are estimated at \$484,375 (see Table 6). Programmable funds include grants, subcontracts, trainings and workshops plus short-term expatriate and local technical assistance.

#	CLIENT	BUDGET	SHARE
1	AgriFirm	217,600	45%
2	Producers	118,375	24%
3	Public	112,000	23%
4	Processors	36,400	8%
	TOTAL	484,375	100%

Table 6 : AgLinks Programmable Funds by Client (FY08)

Most activities will be implemented as local subcontracts with private firms, purchase orders for goods and services, in-kind grants for equipment or individual consulting arrangements. All of these contracting mechanisms for supplying goods and services to the targeted clients can be implemented within the existing project structure using human resources from both the Tashkent and Bethesda offices of DAI. The Tashkent office is presently registered as a “Representational Office” and will make an annual renewal of this status in November 2008. Any changes in this status, to a branch office (filial) for example, will await a legal review using local lawyers during October with the objective of including the project under the existing Cooperative Agreement of 1994 between the USG and GOU.

Annex : AgLinks Clients

CLIENT	REGION	DISTRICT	NAME	Wheat & Cotton		Grapes		Orchard	
				ha	%	ha	%	ha	%
Agribusiness & their Farmer-Members	Ferghana	Quvasoy	Quvasoy Bekhizor	0	0	14	4%	365	61%
			Muyan Sokhibkor	0	0	24	3%	225	55%
	Namangan	Toraqorgon	Sokhibkorlari	0	0	180	43%	223	55%
	Samarkand	Samarkand	Isqiqlol Meva Sabzavot	0	0	11,000	48%	7,000	30%
		Toyloq	Dilkusho Sifat	0	0	794	70%	227	20%
Farmer-Members of WUAs	Namangan	Pop	Pungon	809	68%	300	25%	nr	nr
			Shirin Suv Yangier	2,087	61%	50	2%	182	5%
	Samarkand	Payarik	Damkhasa Arigi	1,210	67%	258	14%	25	1%
			Hujabuston Suv Tarmogi	2,312	64%	631	18%	nr	nr
			Qarshiboy Mirob	1,929	61%	917	29%	nr	nr
Processors	Samarkand	Samarkand	Berad	grape processor in Samarkand & Namangan					
	Tashkent	Parkent	Dionis (AgroMir)	f&v processor in Samarkand & Namangan					
Cross Cutting	Tashkent & regions	All Districts	UZSTANDART	quality control standards & certifications					
			Institute for Fruit Growing, Viticulture & Winemaking (Shreder)	plant research, cuttings and seeds					
			Plant Protection and Inspection Service	plant pest control including pesticides					

Annex : AgLinks Client – Producers

AgLinks Uzbekistan - Producer Support

REGION	DISTRICT	#		AgriFirm or WUA	AgLinks Uzbekistan																Cost Estimate (USD)								
NAMANGAN	Toraqorgon	1	AF	Turakurgan Sokhibkorlari	Support to Producers on Grapes and Stone Fruits																								
	Pop	A	WU	Pungon																									
		B	WU	Shirin Suv Yangier																									
FERGHANA	Quvasoy	2	AF	Quvasoy Bekhizor	Timeframe (months-dekads)																								
		3	AF	Muyan Sokhibkor																									
SAMARKAND	Samarkand	4	AF	Isqiqlol Meva Sabzavot																									
	Payarik	C	WU	Damkhasa Arigi																									
		D	WU	Hujabuston Suv Tarmogi																									
		E	WU	Qarshiboy Mirob																									
	Toyloq	5	AF	Di kusho Sifat	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP													
ACTIVITY			TASK	1	2	3	1	2	3	1	2	3	1	2	3	1	2	3	1	2	3	1	2	3	1	2	3		
Grapes	4,5,E		Identify demo plots																								875		
			Install trellis																									7,000	
			Spring prune, apply fert., pest.																										11,000
			Picking & drying																										15,000
			Post-harvest handle & storage																										17,000
Stone Fruits	1,3		Identify demo plots																									600	
			Prune; frost & pest control																									22,000	
			Thin & pest control																									7,500	
			Prune (summer) w/int'l consult.																									21,000	
			Pick & post-harvest handling																										9,400
Nursery	na		Rapid nursery assessment																								3,000		
			Identify elite varieties																									4,000	

118,375

