



CA # 486-A-00-06-00011-00

## Quarterly Report

April 1- June 30, 2008

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# **BUILDING AGRIBUSINESS CAPACITY IN EAST TIMOR**

CA # 486-A-00-06-00011-00

## **QUARTERLY REPORT April - June 2008**

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**PROJECT OVERVIEW**  
**Building Agribusiness Capacity in East Timor**

**USAID CA# 486-A-00-06-00011-00**

**QUARTERLY REPORT**

**April1 – June 30, 2008**

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Dates of project: September 26, 2006 – September 21, 2008

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Since achieving independence in September 1999, East Timor has struggled to build a democratic government and economy around a limited amount of capital and human resources. Today, seven years after independence, the nation's economic development continues to be constrained by the limited number of technicians and managers available to the private sector and government.

The Building Agribusiness Capacity in East Timor project is designed to create a sustainable educational training program that will produce 150 entry-level agricultural extension specialists, agribusiness managers and/or entrepreneurs. The target beneficiaries will include three schools: Fuiloro, Natarbora and Maliana. Land O'Lakes and the Ministry of Agriculture, Forestry and Fisheries (MAFF) will develop a one-year post-high school agribusiness certificate program. Target output at each school is to graduate 50 students per year (starting on August 2008) with a certificate in agribusiness.

## 1. Executive Summary

During the 2nd quarter of 2008, Land O'Lakes and MAFF began transitioning BACET teachers from Land O'Lakes supervision at the school level to MAFF. During May and June, BACET teachers hired by Land O'Lakes began moving under the directorship of MAFF. The BACET teachers and school staff continue to train on site to better prepare them to perform at a desirable level of competency, and ensure sustainability under the direction of MAFF. After September, MAFF and the school directors will supervise all BACET program teachers. Financial responsibility for the teacher's salaries will shift to MAFF at that time as well.



Don Bosco Students in Fuiloro show off their first cabbage harvest.

During the 2nd quarter of 2008, the BACET program completed several school infrastructure projects. The Ag-Mechanics workshops in Natarbora and Fuiloro, as well as one computer room in Maliana, were completed and are now fully operational. Training on the use of each of these facilities took place in April and May. Also in May, Maliana completed the installation of the satellite and Internet systems. They are now connected to the other schools and Land O'Lakes in country office.

April and May were active months for the project, as many consultants continued to train teachers and present extensive hands-on lessons for students. Trainings in marketing, record keeping, cooperative management, agricultural mechanics, melon production and agribusiness were conducted. Volunteers were also brought in from Australia to assist



Jonathan Ford and BACET students supervise the installation of equipment for Natarbora's Ag Mechanic Workshop

and train the Fuiloro dairy cooperative on good dairy management techniques. After the project was awarded additional USAID support through the Small Grants Program, students received GIS/GPS equipment and underwent training on the software and agricultural application of these new tools.

The student agribusiness component was also successful during the 2nd quarter. For the first time, student groups organized into cooperatives in Fuiloro begin selling vegetables into the market place and earning profits for their members.

**Progress Indicators for Q2- 2008:****BACET PROGRAM ACHIEVEMENTS, 2007 AND 2nd QUARTER 2008**

Performance Indicator	Unit of Measure	Disaggregated by	Baseline	Year 1	Progress Year 1	Year 2	Progress Year 2	Total Achieved
<b>Building Agribusiness Capacity</b>								
1) Graduates with certificates	#	Gender	Zero	-		150	-	-
<b>Common Project Components</b>								
1) Common curricula	#	Total	Zero	1	0	-	0	0
2) Train teachers per subject per school	#	Gender	Zero	3	2	-	1	3
<b>Case Study</b>								
1) Library of case studies	#	Total	Zero	1	-	-	-	-
2) Develop local case studies	#	Total	Zero	3	-	3	-	-
3) Train teachers	#	Gender	Zero	9	-	-	-	-
4) Train Students	#	Gender	Zero	-	-	150	133	133
<b>School Infrastructure</b>								
1) Computer resource center	#	Total	Zero	3	2	0	1	3
2) Secure housing for consultants/ volunteers in campus	#	Total	Zero	3	2	0	1	3
3) Total capacity of dorms in campuses	#	Total	Zero	165	126	-	134	260
<b>Agribusiness Development</b>								
1) Develop business plans for agribusiness in campus	# days	Total	Zero	0	0	3	2	2
2) Prepare agribusiness infrastructure	#	Total	Zero	0	0	3	2	2
3) Operational agribusiness in campus	# days	Total	Zero	0	0	3	2	2
4) Train agribusiness manager	# days	Gender	Zero	0	0	3	2	2
5) Train teachers in running agribusiness	# & days	Gender	Zero	0	0	6	3	3
6) Train high school seniors to operate Agribusiness	#	Gender	Zero	0	0	30	0	0
7) Students enrolled	#	Gender	Zero	0	0	150	133	133

## 2. Project Activity Highlights

### 2.1 Monthly Activities

#### 2.1.0 Introduction

Land O'Lakes and MAFF continue to execute a plan to transfer current BACET teachers to work under the direction of the management at each school in the next school year. Meetings with the school directors and teachers will be conducted in July and August to smooth the transition and answer questions. Teacher training continues.



Curriculum Development Specialist Gene Kuntz discusses the importance of hands-on student-centered learning with Natarbora BACET teachers.

### 2.2 Lesson Plan Writing for Second and Third Trimester

#### 2.2.0 Introduction

During this quarter, lesson plan writing for the second and third trimesters began in Indonesia, with Land O'Lakes consultants working according to the following revised schedule:

#### 2.2.1 Lesson Plan Development

Consultant	Subject	Dates			Location
		Start	End	Training	
Jeff Gucker	Livestock and Horticulture	January 31, 2008	May 31, 2008	22-26 April 2008	Natarbora
Jonathan Ford	Agriculture Mechanics	January 31, 2008	May 31, 2008	6-19 April and 5-17 May 2008	Fuiloro and Natarbora
Matthew Trevatt	Agriculture Mechanics	January 31, 2008	May 31, 2008	13-19 April and 5-17 May 2008	Fuiloro and Natarbora
Tomy Perdana and Trisna Insan	Ag Business	January 31, 2008	May 31, 2008	30 March-13 April 2008	Fuiloro and Dili

Although lesson plans for the 2<sup>nd</sup> trimester have been completed, those for the 3<sup>rd</sup> have not. Without these lesson plans, teacher training during this quarter focused on hand-on exercises and student cooperative activities.

Per the request of both the students and MAFF, in July and August, further emphasis will be placed on practical real-life applications, field trips and cooperative activities. As the BACET project continues into the next three years, it anticipates that additional consulting will be needed to finish the 3<sup>rd</sup> trimester lesson plans and continue to provide in-depth teacher training.

## 2.3 Agribusiness Development Activities

### 2.3.0 Introduction

Main Activities:

- Agribusiness training and instruction
- Teacher training
- Cooperative training and instruction
- Don Bosco Fuiloro Multi Purpose Cooperative activities

#### Agribusiness Training

The training on agribusiness for the BACET teachers was conducted April 2-11 by Land O'Lakes consultants **Trisna Insan Noor and Tomy Perdana** at Don Bosco Fuiloro. Field visits to Los Palos and Dili were conducted to reinforce market analysis and marketing strategies, such as price, product selection and targeting customers. Hands on training consisted of marketing, profit-loss analysis, cash flow, and managing a balance sheet. Students also received training to understand the agribusiness component of their horticulture, dairy, pig and poultry enterprises. They were assisted by **Mr. Kusnandar** who taught the students record keeping.



Trisna Noor explains to students the procedures for calculating vegetable production cost

#### 2.3.2 Cooperative Training & Activities

For the first time, two groups of BACET students from the horticulture cooperative at Don Bosco Fuiloro earned income from the sale of their cabbages. One group harvested 200 heads and sold them in the market for \$.50 each. The second group harvested 144, but sold them for \$.75 each. Isaac Ximenes, Land O'Lakes agribusiness specialist, provided the marketing concepts and guided the business activity. Other crops being produced are eggplants, chilies and kangkong. The horticulture committee plans to plant green peas in the next new crop season.

The students in Fuiloro were further assisted when Cooperative expert **Elwin Guild** trained and taught BACET teacher staff, the Cooperative Management Team, and BACET students on farmer cooperative and association formation and management. From March 25 – May 16<sup>th</sup>, Elwin Guild focused his sessions on the formation of management committees, with emphasis on their functions. Through his consultancy, Elwin stressed that students must understand the basic concepts of cooperatives, their management and their operation as a business enterprise to be successful entrepreneurs in this area.

The Apiculture Agribusiness initiative in Natarbora suffered a setback during this quarter. Staff assembled the hives and transported them to their final domicile, but most bees did not remain in the hive or perished prematurely. Thus, opportunity to domesticate and retain these bees was lost for this season. However, the project may be revived during the next pollination cycle. Of further concern, a fire at Natarbora destroyed the 3500 seedlings donated by CCT. This will delay the potential cattle fattening cooperative planned there, as the trees were to provide an important food source for the cattle.

#### 2.3.3 Teachers Training on Learning Methods

**Jeff Gucker**, Curriculum Development specialist, returned to East Timor for one week in early May to assist teachers in promoting what he calls “an integrated learning mix.” His focus was on providing more practicum for the students. For instance, he suggested that a practical exercise on animal slaughtering is needed to relate all of the basic science learned in the classroom (i.e. muscular, respiratory and circulatory systems, etc) with bacteria, or with agribusiness concepts like carcass weight and meat cuts. To further the training component of this project, Teacher Trainer Gene Kuntz

worked with teachers in both Natarbora and Fuiloro on their methodology. Gene emphasized that teaching should be student-oriented, with teachers reaching out to the students with questions and discussion, rather than lecture from the podium.

### 2.3.4 Other Training

**Jonathan Ford and Matthew Travett**, Agricultural Mechanics Specialists, returned to East Timor to help BACET schools in completing the agricultural mechanics workshops and to train the BACET teachers on safety and use of the workshops.



Tropical fruit expert, Willopo Koeswardoyo demonstrates melon planting to Natarbora students

**Willopo Koeswardoyo**, Tropical fruit expert from Indonesia, taught students in Natarbora about melon production. Watermelons are one of the horticulture crops planted by BACET students at the Natarbora agricultural school.

To further support development of a strong livestock agribusiness, **Luisa Goncalo** has been hired on a long-term contract by the project to serve as a livestock consultant in Fuiloro. She works with BACET teachers and students and provides technical assistance in practicum exercises in the poultry, pig and dairy subjects. Her immediate duties are to alleviate problems with the basic

care of the animals in Fuiloro. She has setup watering troughs at each paddock and improved feeding of the animals. Luisa is focusing on tick removal from the dairy herd, and installing screens in the open walls of the piggery and poultry houses to reduce flies and other insects; and to provide partial shade to the animals. Her priority is to develop the schools ability to produce value-added dairy products at the schools processing plant, such as cheese, butter or yogurt. She has begun preparations to establish a microbiology laboratory for raw milk and finished product testing to ensure product safety and quality.

**Brandon Read and Robin Tomkins**, a husband-and-wife team of dairy volunteers, completed a 10-day assignment at the dairy farm in Fuiloro on from June 10 - 18. They were in Fuiloro in 2002 as members of the Australian Volunteers International when of the Kiwanis of Australia first started the dairy project, and return almost yearly. This time, they worked closely with Luisa Goncalo to treat parasites (ticks), repair items needed to run the milk pasteurizer, paddock management and developing a workable schedule for both the dairy herd management staff and the BACET students. They also presented exercises in attaching ear tags and improving record keeping.



Volunteer Brendan Read shows students the proper way to tag an animal

### Small Grant Award for GIS/GPS Training

In February, USAID's Small Grant Program awarded the BACET program a small grant for Fuiloro and Natarbora Agricultural high schools, aiming to instruct students and teachers at on the uses of GIS (geographic information systems) and GPS (geographic positioning system) software and hardware and their applications in agriculture. The twelve-day training and practicum was conducted June 2-14 at Don Bosco Fuiloro, by course trainer **Teten Avianto** from Bandung, Indonesia. The students received a basic understanding of spatial concepts, using compasses and hand held GPS receivers to gather data and to construct maps, determine land boundaries and land areas. The training was well

received by students and teachers. More computer skills will be required of the students in order to fully use the technology provided.

## 2.4 School Infrastructure

### 2.4.1 Dormitory Infrastructure

The women's dormitory at the FMA in Fuiloro with capacity for 35 girls was completed on May 12, 2008. The students, who were staying in another school building, now occupy the renovated space. Maliana completed remodeling for its dormitories and bathrooms in June 2008.

The following table summarizes the dormitory infrastructure improvements and progress completed to date:



Fuiloro BACET students doing an exercise during the 12-day GIS/GPS training by Mr. Teten Avianto.

Agricultural School	Dormitory Description	Number of Beds	Stage in Construction Process			
			Design Approval	Budget Approval	Contract Signature	Purchase Construction Materials
		Students				
<b>Natarbora</b>	Two New Buildings	64	▶	▶	▶	▶
<b>Fuiloro</b>	Remodeling two dormitories	140	▶	▶	▶	▶
<b>Maliana</b>	Remodel Current Structure	56	▶	▶	▶	▶

### 2.4.2 Land O'Lakes Staff and Consultants' Rooms

Renovation for an additional six rooms in Fuiloro is scheduled to start in July 2008. The renovations include new floor tiles, new bathroom facilities, new doors and furniture. In Natarbora, the Franciscan Sisters continued to provide consultants and staff rooms. The same will be true for Maliana. The following table summarizes staff room infrastructure completed or scheduled for completion:

Agricultural School	Dormitories Description	Number of Rooms	Stage in Construction Process			
			Design Approval	Budget Approval	Contract Signature	Purchase Construction Materials
		Consultants				
<b>Natarbora</b>	Franciscan Sisters Providing Space	4	▶	▶	▶	▶
<b>Fuiloro</b>	New Rooms Constructed	6	▶	▶	▶	▶
<b>Fuiloro</b>	Remodeling rooms	6	▶	▶	July 2008	July 2008
<b>Maliana</b>	Schools providing space	5	▶	▶	▶	▶

### 2.4.3 Computer Resource Centers

On Saturday May 10, 2008, **Anoop Rishin** of the Computer Consultancy Services (CCS) and vendor for Land O'Lakes' satellite dish, Internet and computer installation officially put the Moleana Agricultural School in Maliana on line. All three schools and the office in Dili are now connected. Maliana is now ready to offer computer classes in the BACET program next year. Training was provided to the Computer Specialist from Maliana in Natarbora during the month of April.



Anoop Rishin briefs Maliana computer course administrator, Carlos Amaral, on setting up the internet protocol.

The following table summarizes computer room infrastructure completed to date:

Agricultural School	Computer Center Location	Number of Computers	Stage in Construction Process			
			Design Approval	Budget Approval	Construction Remodeling	Computer Installation Scheduled
Natarbora	Library Building	21	▶	▶	▶	▶
Fuiloro	Computer Room	21	▶	▶	▶	▶
Maliana	New Computer Room.	15	▶	▶	▶	▶

## 3. Monitoring And Evaluation

### 3.1 Match Contribution

During the second quarter \$41,320 in match contribution was secured by the BACET program. The total to date to is \$227,071. The following table summarizes Match Contributions for the 2<sup>nd</sup> Qtr:

Match Contribution					
Volunteers	Staff & Consultants Housing	Other			TOTAL
\$15,320	\$26,000	0			\$41,320

The tables breaking down each Match Contribution section can be found in **Attachment A**.

## **4. Administrative and Related Activities**

### **4.1. Introduction**

The 2<sup>nd</sup> quarter administrative activities have centered on the coordination of consultant activities to effectively train the teachers and provide additional hands-on practicum for the students. Project management activities include completion of infrastructure projects, such as the agricultural mechanics workshop, computer labs and a satellite Internet connection. Student cooperative activities progress into business activities as students begin selling vegetable products.

### **4.2 Management and Administration**

During the 2<sup>nd</sup> Quarter, the Dili accounting staff, Marilou Cabili and Jose Godinho received weekly training by phone from Land O'Lakes headquarters accountants, Michelle Tanley and George Miles. Staff meetings and training sessions were held throughout the month of April in order to stream line processes and ensure staff compliance with USAID procedures.

### **4.3 Technical Staff**

A new live stock consultant, Luisa Goncalo, was hired April 16 to provide technical assistance and practicum exercises to the poultry, dairy and pig operations in Fuiloro. Three new BACET teachers were hired during this reporting period, two in Fuiloro and one in Natarboro. Joe Freach, Program Coordinator in Dili, left the program on June 30. Chief of Party, Rodrigo Brenes, had to be medically evacuated from East Timor on May 15<sup>th</sup>. The project is current recruiting for a new Chief of Party. Land O'Lakes has provided interim support by bringing in a senior level consultant, Mr. Dave Peters, to provide project management support.

### **4.4 Challenges**

During this quarter, students and their parents were upset to learn that this program is certificate-based. Although this had been communicated, the recent confirmation by MAFF that certificates, not diplomas, are to be awarded in September caused many students to protest and quit attending. However, MAFF has underscored that it is more appropriate for the BACET program to deliver certificates, as the goal is to prepare the students for securing employment, and not for continuing education at a university.



Last day of training with Mr. Elwin Guild on Cooperative Training

Management at the schools has not been strong enough to execute the program activities as originally planned in this first year. Lack of coordination for use of farm equipment and generators has been a problem, along with the lack of supplies for the teachers and students. The program recognizes that there needs to be a continuous on-site presence of a Land O'Lakes coordinator at each school. Moving forward, the project plans to address this.

