

CITIZENS NETWORK AGRIBUSINESS VOLUNTEER PROGRAM
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Special Initiative for the NIS*

FY1995 ANNUAL REPORT
(October 1, 1994 -- September 30, 1995)

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This report documents the Citizens Network Agribusiness Volunteer Program's activities during the 1995 fiscal year from October 1, 1994 to September 30, 1995. This report also serves as the documentation of fourth quarter activities for FY1995 from July 1 to September 30, 1995. The Agribusiness Volunteer Program is being implemented under Cooperative Agreement Number FAO-0705-A-00-2094-00 of the United States Agency for International Development's Farmer-to-Farmer Program Special Initiative for the NIS. This report is submitted in compliance with the guidelines for Quarterly Reports set forth in Section 1E.2(b) of the Cooperative Agreement.

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I. SUMMARY

During the Farmer-to-Farmer grant period of Fiscal Year 1993 to Fiscal Year 1995, The Citizens Network Agribusiness Volunteer Program (AVP) fielded 280 volunteer assignments to 25 projects, at a cost of \$13,478 per assignment (total program expenditures divided by number of assignments), and exceeded the original volunteer target by 55%. The volunteers provided a total of 244 person-months of service, with an average of 3.5 person-weeks per assignment. Of the total assignments, 169 (or 60%) were in Russia and 111 (or 40%) were in Ukraine. In Fiscal Year 1995, the Agribusiness Volunteer Program fielded 130 volunteer assignments, accounting for a total of 80.45 person-months of effort. Of the 130 assignments, 79 were in Russia and 51 in Ukraine. In the period from July 1 to September 30, 1995, there were 27 volunteer assignments.

As a result of Farmer-to-Farmer funding, The Citizens Network was able to form long-term partnerships between the Russian and Ukrainian Farmers Associations and the American Farm Bureau. The Citizens Network also helped create 494 new jobs in Russia and Ukraine and 8 non-governmental organizations. Through these initiatives, The Citizens Network successfully introduced 57 new crops to Russia and Ukraine, 51 new farm and processing technologies, and 51 new products and services.

The Citizens Network utilized funds from ACDI and the Eurasia Foundation to develop a Reverse Exchange Program. Over the course of the Farmer-to-Farmer program, 71 Russian and Ukrainian agricultural leaders were brought to the US for 302 person-days of management training related to the 25 Farmer-to-Farmer projects. In FY95, 35 agricultural leaders received training in the US.

Public outreach and the dissemination of information on the AVP and the Farmer-to-Farmer Program continues to reach new audiences in the United States, Russia and Ukraine. Upon return to the United States, more than 70 percent of AVP volunteers conduct public outreach. To date, volunteers have addressed more than 12,000 people face-to-face and made hundreds of thousands of Americans aware of the agricultural developments through newspapers and radio and television programs.

During FY1995, newspapers and magazines covered 109 volunteer assignments in 112 articles. Most significantly, the videotape "Harvest of Hope," describing the situation of woman farmers in Ukraine, was shown at the UN Women's Conference in Beijing in August 1995. Also, WorldNet broadcast a program about the Podderzhka-Nationwide Insurance partnership, and a major presentation was made during the annual general meeting of the Citizens Network Agribusiness Alliance. Citizens Network also took the lead in convening a gathering of all Farmer-to-Farmer implementors to prepare documents highlighting the success of the overall program.

PROJECT OVERVIEW

The Agribusiness Volunteer Program now has a total of 25 focal projects, 24 of which have been formalized with protocols of understanding or partnership agreements with farm bureaus, and 1 partnership awaiting formal signature. The list of focal projects has changed during the past year as some organizations were not performing in regard to the protocols or agreements established. The status of focal projects will constantly monitored to ensure volunteer resources are utilized most effectively in line with the program objectives.

The current list of AVP focal projects is listed below.

Russia

Joint Ventures (5)

Feed Mills in Siberia
Giant Supermarkets in Russian Far East
IFBC Dairy Partnership
KATA Popcorn Project in Southern Russia
Open Spaces Farm Partnership

Farm Bureau Partnerships (5)

AFB Women's Committee/AKKOR Women's
Committee
Krasnodar Farmers Association/Texas Farm Bureau
Rostov Farmers Association/Kansas Farm Bureau
Russian-American Farmers Video Project
Russian Farms Community Project/Minnesota
Farm Bureau

Economic Development Partnerships (5)

Arigus Processing in Buryatia
Nakhodka-Des Moines Chamber of Commerce
National Mushroom Growers Association
Podderzhka Insurance-Nationwide Insurance
Sierra-Caucasus Economic Development Corp.

Ukraine

Joint Ventures (4)

EKKO Labelling
Freedom Farm International
Kiev Atlantic Farm Supplies
Western Foods

Farm Bureau Partnerships (3)

Crimean Farmers Association/California Farm
Bureau
Kherson Farmers Association/Kansas Farm Bureau
Lviv Farmers Association/Wisconsin Farm Bureau

Development Partnerships (3)

Farm Equipment Service Centers
Ivano-Frankivsk Agricultural Development
Women's Initiative

III. PROJECT IMPACT

The Agricultural Volunteer Program now has 25 focal projects that have experienced, over the course of grant period, significant changes as a result of involvement with the Farmer-to-Farmer program. This section provides a brief overview of each project and highlights some of the program-related impacts on the project. A more detailed impact assessment for each project is included as an attachment.

A. PROJECTS IN RUSSIA

Women's Committee of the Russian Private Farmers Association

CNFA invited the American Farm Bureau Women's Committee to enter a five-year agreement with the AKKOR Committee in April 1995 to help strengthen and broaden the organization and program of the AKKOR Committee and to help women succeed in agriculture and business. The AKKOR Committee currently includes about 60 women farmers from 51 regions of Russia. Of the 300,000 households in private farming, 20% are headed by women, while 50% of the farmer's movement are women.

- Provided 338 person-hours of training on the American Farm Bureau structure and programs including organization and program of the women's committee, membership, dues, lobbying, young farmers committee, fund-raising, and how local-state-national farm bureau relationships work.
- Conducted workshops for 169 participants on government relations, young farmers committees, fund-raising, and agricultural marketing at the 1995 St. Petersburg Agriculture Fair.

ARIGUS

ARIGUS is a private Buryat company, headquartered in Ulan Ude east of Lake Baikal in Siberia. It is owned by its employees and several other companies. ARIGUS has divisions in farming, construction, fertilizers, milling, building materials and minerals. CNFA is helping with two projects: (1) producing polypropylene bags for the storage and transport of food and raw materials; and (2) revitalizing the flour milling and baking industry of Buryatia.

- Helped set up milling relationship with Irkutsk company which will process 26,000 tons of wheat per year.
- Advised the CEO and vice presidents of ARIGUS on how to start the first polypropylene bag plant in Russia.

Feed Mills in Siberia

In May 1993, CNFA, Ibberson International and Russian partners AGROSIB and Iskitim, a former missile factory, created a partnership to set up two modular feed and flour mills, create a grain supply system for those mills, thereby establishing a local source of high quality animal feed. The first plant in Irkutsk is operational and the second is under construction in the Altai Province on the Mongolia border. The partnership also seeks to create a system for manufacturing additional mills out of Russian and American components

and setting up those mills around Siberia.

- Helped create the Irkutsk feed mill which will provide 30,000-tons of feed per year.
- Helped secured a \$528,000 loan from the Russian Government for the project.

Giant Supermarkets in the Russian Far East

The Giant project is a Russian-American joint-venture in Vladivostok and Nakhodka. The objective is the construction of two wholesale/retail supermarket operations. The project receives FSRP funding and the Agribusiness Volunteer Program has provided assistance on a variety of aspects of the distribution system, construction and advice to Russian suppliers to the supermarket system. The two stores will be the largest food operation in the Primorskii region and have already created a self-sustaining privatized market supply system.

- Helped create supply system for stores in crucial first year of program by identifying and establishing relations with 1 dairy, 1 greenhouse, 2 bakeries, 1 meat plant, 7 vegetable producers, and 3 animal feed producers.
- Introduced 19 new crops for the project, including new varieties of tomatoes, cucumbers, cabbage, and popcorn, as well as animal feed like alfalfa.
- Helped create 37 new jobs and planned system for creating an additional 350 jobs. Compiled recruiting database of 700 people and have interviewed 450.

International Food & Beverage Corp. Partnerships

International Food & Beverage is a four-person Maine company formed in 1993 to help rebuild dairy and beverage industries in Russia. It has started partnership operations with dairies in St. Petersburg, Novgorod, Archangel, Severomorsk, Novosibirsk, Ekaterinburg, and Omsk. The product lines are milk, fruit juices, cheese, and dried prunes. The partnerships are considering expanding into peanut butter, other dried fruits, and nuts.

- Introduced curd cheese as a product in Russia. Cheese named "Tony Kutter Corfu Cheese" after volunteer who initiated project.
- Introduced cran-raspberry and lime punch flavors into the Russian market. Currently conducting market testing for cran-orange flavored fruit drink, also new to Russia.

Kansas Farm Bureau/Rostov Farmers Association

The Kansas-Rostov partnership was established in May 1993 with the main objective of increasing the effectiveness of the Russian Private Farmers Association (AKKOR) as a representative of private farmers in the Rostov region of Russia. The partnership focuses on building organizational capacity, establishing mini-bakeries, enhancing membership services, developing agricultural banking and insurance, lobbying, and communications.

- Farmers Association became more politically active in representing farmers' interests.
- Provided in-depth understanding of operations, services and structure of a farm bureau. Rostov AKKOR uses Kansas Farm Bureau as an active model.

KATA Popcorn Project in Southern Russia

KATA is a joint venture between a small California ("KA") company called Cornerstone International and 350 farmers in Adigea ("TA") in Krasnodar in southern Russia. Cornerstone contracts with the farmers to grow popcorn which it sells in various Russian cities.

- Set up a popcorn processing facility and trained 47 individuals to run it.
- Introduced US-style "contract growing" with built-in incentives to five farms.

Nakhodka-Des Moines Chamber of Commerce Partnership

In August 1994, CNFA, the Des Moines Chamber of Commerce, and the Nakhodka City Council joined to create a free economic zone and a chamber of commerce to stimulate business and agricultural development in Nakhodka, 50 miles east of Vladivostok. The chamber has 20 members and is expanding.

- Helped establish a free economic zone and a chamber of commerce in Nakhodka, which now serve as models for the Russian far east.
- Counseled 30 Nakhodka bankers and business leaders on the value and purpose of a chamber of commerce. Explained structural, financial, and legal aspects of running a chamber.

National Mushroom Growers Association

With the help of CNFA, the Russian Mushroom Growers Association was founded by private farmers in 1995 to transform traditional mushroom gathering into a mushroom cultivation industry throughout Russia. The association seeks to introduce new mushroom varieties and cultivation techniques, improve business management and marketing, create private labs for spore germination, make Western technology available to members, disseminate technical literature, and represent growers' interests. There are 30 founding members who operate button and oyster mushroom farms throughout Russia. These farms give jobs to 360 families.

- Helped found the Russian Mushroom Growers Association. United a group with common interests who had never worked together before.
- Trained 114 farmers on mushroom marketing, specialized production techniques, small business management including effective methods of labor management, and employee safety issues.

Open Spaces Farm Partnership

CNFA, ConAgra, University of Minnesota, Kuban State University and Open Spaces farm have created a partnership located in the Province of Krasnodar on 40,000 acres in southern Russia. The objective is to produce high quality potatoes, livestock, and corn for sale in cities.

- Planted 700 acres of new potato varieties raising the quality to western standards.
- Selling 24-tons of potatoes per day during growing season to the Moscow market.

Podderzhka Farmers Insurance Company

Podderzhka was established in October, 1991 by AKKOR, the Russian private farmers

association. The company has affiliate offices in 41 cities throughout Russia. It sells crop, vehicle, property, casualty, life, and health insurance. It is ranked first among the one thousand new Russian insurance companies servicing farmers. CNFA created a long-term technical assistance partnership between Nationwide Insurance and Podderzhka in July 1994 with the objective of building the company.

- Conducted 3 workshops for 200 employees on policy contracts, computerization, financial services, accounting, premium rates, mutual insurance, reinsurance, investment, risk management, and exchanging information between branches.
- Helped increase employment by 28%, for a total of 386 employees at 41 affiliate offices.

Russian-American Farmers Video Project

In 1994, CNFA created a 3-year partnership between American Farm Bureau Communications Unit and the Russian Farmers Association Communication Unit (AKKOR-Video) with the objectives of producing videos in the partner country on agriculture in that country, producing videos for the partner country on agriculture in own country, and establishing a simultaneous, live satellite bridge between Russian and American farmers and agricultural leaders.

- Designed a 90-minute interactive satellite bridge between Russian and American farm associations during the 1996 Annual Congress of AKKOR to discuss the system that should emerge in Russia beyond the end of collectivization. The bridge will be broadcast simultaneously as a national television program in both countries.
- Produced a 12-minute videotape on how the American Farm Bureau represents farmers interests politically and shown to 50 people in Russia.
- AKKOR-Video produced 10 program segments on American agriculture, based on filming in Texas, which was shown 6 times on "The World Program" on Channel 1 of Russian national television, reaching 300 million people in the former Soviet Union each time.

Russian Farms Community Project

Begun in 1994, the Russian Farms Community Project is a partnership between CNFA, a group of private Americans and Russian agriculturalists, the Timiarozony Agricultural Academy, the Minnesota Farm Bureau and regional private farmers to revitalize the rural communities in the Dmitrov area, 60 miles north of Moscow. The primary objectives are to help new private farmers get started, help former collective farms restructure, create an extension service that will introduce new crops and improve productivity, and develop the social services of the region, including dentistry, baking and marketing. An estimated 1,077 farm families (4,200 people) benefit from this project.

- Helped create an agricultural extension service through Timiarozony Agricultural Academy with 20 Russian professors and researchers.
- Helped start training center with ag-business curriculum utilizing Russian and American faculty to conduct seminars and fully-equipped with computers.
- Helped triple potato yields in two years from 10 to 30 tons per hectare.

Sierra-Caucasus Economic Development Project

The Sierra Caucasus Economic Development Project is located in the Kabardino-Balkaria Republic of the Caucasus region in southern Russia. It seeks to create sustainable businesses to rebuild the agricultural foundation for the region, beginning at the genetic level, for grains, livestock, vegetables, and fruits; modernize the food and feed processing facilities and operations; increase agricultural productivity and employment substantially; and raise the standard of living in the region.

- Helped transform a former state facility into a functioning private seed company. Imported 4 tons of alfalfa seed to replace non-nutritious fodder. 11 farms are now raising alfalfa on 16,500 acres and have doubled their fodder production.
- Started 5 Russian-American joint ventures. One is an overall development company and four are in seeds, livestock, timber, and tourism. Designed four additional joint ventures in dairy, beef, breeding, and genetics to be launched when registered.

Texas Farm Bureau/Krasnodar Farmers Association

The Texas Farm Bureau established a partnership agreement with the Krasnodar Farmers Association in November 1993. The Krasnodar Farmers Association (AKKOR) is one of the largest and strongest private farmers associations in Russia with 21,000 members in 44 districts. CNFA created a 5-year partnership with the Texas Farm Bureau in 1993 with the main objectives of strengthening private farming, furthering privatization by establishing co-ops, developing agricultural banking and insurance, improving the communications, introducing new crops, and enhancing livestock operations. Current focus is working with district associations to develop member services.

- Provided in-depth understanding of operations, services and structure of a farm bureau. Krasnodar AKKOR uses Texas Farm Bureau as an active model, putting member service as top priority.
- Helped form partnership between Belorechensk County Farmers Association and Terry County Farm Bureau. Belorechensk developed a membership database - the first of its kind in Krasnodar.
- Trained 20 Skaz Bank officials on ag-banking practices. 40% of bank's customers now farmers.

B. PROJECTS IN UKRAINE

California Farm Bureau/Crimea Farmers Association

In March 1994, CNFA created a five-year cooperative partnership between the California Farm Bureau and the Crimea Farmers Association. The central objectives are to strengthen private farming, build the farmers association, and introduce western food-processing practices. The Crimean Farmers Association started in 1991 and has a membership of 480 private households (1,872 people).

- Following volunteer recommendations, the farmers association submitted 6 resolutions to the Crimean Parliament on land reform, land payments, types of property ownership, and tax policy.
- Made videotape of California Farm Bureau Operations, food processing and California agriculture practices and showed film to 500 farm members in Crimea.

EKKO Labelling Joint-Venture

The US company International Venture Management (IVM), CNFA, and Ekko a new Ukrainian private company in Lviv located in western Ukraine have formed a partnership. Ekko produces paper labels for food and other products. The company, which is in the start-up phase, will make high quality western style labels for sale to other companies in western Ukraine.

- Developed Technical Assistance Protocol between CNFA, IVM, and Ekko with the objective of company development.
- Identified first volunteer that will provide 120 hours of training on a Flexographic labelling machine, and general management skills.

Farm Equipment Service Center

In 1994, CNFA and Counterpart started a farm equipment repair project with the private farmers associations in Lviv, Lutsk, and Ivano-Frankivsk. The plan is to set up seven farm repair service centers outfitted with surplus US military machine tool and repair shop equipment brought in from US bases in Germany. The farmers will run the centers for the following purposes: (1) keep farm machinery running; (2) improve transportation of produce, fuel, and supplies; (3) increase refrigeration available to farmers; (4) expand lab services to farmers; and (5) raise revenue for the farm associations.

- Helped farmers design a market-oriented farm repair and distribution system for 3 districts.
- Helped create operational policies and procedures for the project, such as staffing, method of payment, charges for services, planned growth, and profit generation.

Freedom Farm International

In 1992, four privatizing collective farms in Kherson province of southern Ukraine formed a joint venture with Freedom Farm International, a small Illinois/Ohio company. The 10-year

joint venture is introducing soybeans, hybrid corn, new equipment, proper use of chemicals, post-harvest storage and handling of grain, marketing and modern management practices. Of 44,000 total acres on these 4 farms, 9,600 acres are being utilized as the Freedom Farm model to demonstrate a private agribusiness enterprise operating under the principles of a free market economy works.

- Introduced no-till farming in 1992 where none existed previously. In 1995, over 39,000 of the 44,000 acres now uses no-till method of planting.
- Serves as a model for a free market system in the region.

Ivano-Frankivsk Agricultural Development Project

In 1994, CNFA began working with the Ivano-Frankivsk Province Ministry of Agriculture with the objectives of improving the milk and meat processing systems in the province, providing management training, identifying organizations for potential joint-ventures and identifying alternatives to the state purchasing and procurement system.

- Recommended the development of a regional agricultural commodity market.
- Helped to organize structure and draft by-laws for *Association of Private Producers and Private Processors* of 8 newly formed local organizations consisting of 25 people, serving 120 private farmers.
- Helped organize system of 6 milk collection points throughout the region. Planned establishment of 3 milk and cheese processing plants.

Kansas Farm Bureau/Kherson Farmers Association

The Kansas-Kherson partnership was established in June 1993 to strengthen the Kherson Farmers Association. The focus of the partnership is to strengthen private farming, build the farmer's association, and stimulate agribusiness development. The Kherson Association started in 1991 and has a membership of 1,900 private households (7,410 people).

- While in Kansas, 5 reverse exchange participants learned about farm bureau member services, policy formation, communications, governance, federation structure, lobbying, finances, insurance, property, employment. Kansas now serves as a model for developing the farmers association.
- Helped build confidence and belief in ultimate success of private farming. Provided moral support for association members in face of severe constraints.

Kiev-Atlantic Processing Center

Kiev-Atlantic Processing Center was established as a US-Ukrainian joint venture in 1993. The overall objective is to establish a regional marketing, supply, and processing center in the Myronivka District, one hour south of Kiev. Local farmers exchange their produce for fuel, grain, and equipment with Kiev-Atlantic which in turn sells the products on the international market.

- Helped 270 farms gain independence from the state grain elevator system by exchanging grain for fuel. Increased scarce farm fuel supplies substantially.
- Former volunteer became in-country project manager and helped design a 30,000-ton grain elevator.

Western Foods

Western Foods is a US-Ukrainian joint venture meat processing company established in 1993. Its key objective is to establish a modern meat-processing system based on western health and safety standards, producing 17 different quality cuts of meat and new meat products for the Kiev market. There are processing facilities in Kiev and Khmelnytsky, six hours west of Kiev.

- Five marketing and sales specialists have provided over 240 hours of training to 10 employees in sales techniques and reporting, marketing strategies, and business plans.
- Created 15-page training manual and implemented procedures for 20 employees.

Wisconsin Farm Bureau/Lviv Farmers Association

The Wisconsin Farm Bureau established a partnership with the Lviv Farmers Association in October 1993. The objective of the partnership was to improve the effectiveness of the private farmers association in Lviv Province in western Ukraine. Wisconsin volunteers have provided technical assistance on the development of on-farm milk-processing, farm management, soil analysis and on the organization and management of private farmer organizations. Implementation of the partnership has moved forward with both the Ukrainians and Americans gaining more and more interest in working together.

- Trained 5 district presidents in farm bureau operations, member services and business planning preparation in Wisconsin.
- Helped establish farmers newspaper with 3,000 subscribers. Introduced advertising as method to pay paper expenses, improved newspaper layout, and contributed articles.

Women's Initiative

The Women's Initiative was begun to bring together a range of women-organized businesses and associations, along with other women-oriented groups in the Ukraine that had been identified by CNFA staff in the field. CNFA staff in the U.S. organized teams of women from the American Farm Bureau's Women's Committee to undertake assignments throughout Ukraine in an attempt to provide guidance and generate support for the initiatives of Ukrainian women's groups and associations. AVP has supported the project by helping formulate business plans for a baby-food processing facility, holding seminars on American farming and extension activities, working with elected officials on policies supporting women and extending a great deal of moral support to Ukraine.

- Produced a powerful 25-minute documentary entitled "*Harvest of Hope*" about the struggle and progress of women in business and agriculture in Ukraine. Viewed by 500 people at American Farm Bureau Annual General Meeting and 7,000 people at UN Conference on Women in Beijing, and 10,000 Ukrainians on national television.
- Helped start the *Union of Women in Agribusiness* and provided information on product sourcing, marketing channels, and trading partners.

See attached documents for cumulative project progress and breakdown of impacts.

IV. VOLUNTEER STATISTICAL SUMMARY

Below is a statistical summary of the volunteer program during the period from October 1, 1994 to September 30, 1995. In Russia, volunteers carried out 38.4 person-months of effort on 71 assignments. In Ukraine, 41 person-months of effort were directed to 50 assignments.

Total number of volunteers	130
Number in Russia	79
Number in Ukraine	51
Male	121
Female	9

Assignments by Primary Objective

1	Farmers	8
2A	Farm Associations Organizational Development	37
2B	Farm Associations Business Operations	7
3A	Agribusiness Enterprises Organizational Development	13
3B	Agribusiness Enterprises Business Operations	54
4	Agricultural Credit/Financial Institutions	4
5	Government and Policy	2
6	Educational Institutions	2
7	Miscellaneous	3

U.S. States Represented

Arkansas	1	Nebraska	1
California	11	Nevada	2
Colorado	3	New Jersey	4
Georgia	1	New York	6
Florida	3	North Carolina	1
Idaho	2	North Dakota	5
Illinois	6	Ohio	3
Indiana	6	Oklahoma	2
Iowa	15	Pennsylvania	1
Kansas	9	Texas	6
Kentucky	1	Utah	3
Louisiana	1	Virginia	4
Maryland	2	Washington	3
Michigan	8	Wisconsin	9
Minnesota	11		

V. FOURTH QUARTER VOLUNTEER ASSIGNMENTS

In the reporting period from July 1 to September 30, 1995, a total of 27 volunteer assignments were carried out, 16 in Russia and 11 in Ukraine. Individual assignments averaged 25.8 days in length. Below is a brief summary of assignments undertaken in the July 1 to September 30, 1995 reporting period. Additional information on individual assignments is incorporated in the attached Volunteer Impact Statements.

A. Assignments in Russia

ARIGUS Processing Center: *Brad Fishman, Wake Warthen and Tom Sowden* did systems design and planning for establishing a mini-bakery system and for mass producing polypropylene bags in region for transport and storage of farm produce.

Giant Supermarkets in the Russian Far East: *Michael Randall and Tony Gembrowski* are still on assignment in Novosibirsk at the Giant Food Center. Randall serves as the model for the Russian directors, instructing them on western management systems. Gembrowski trains the department heads at the Center, focusing on personnel management, cost-efficient operating procedures, customer service and health and safety management.

International Food and Beverage Corporation: In a follow-on assignment, *Anthony Kutter* trained the staff of St. Petersburg Dairy #2 in cheese production, including quality control, packaging, and marketing. *John Tarr* trained personnel on packaging operations and helped establish packaging lines for juice and milk in Novosibirsk, St. Petersburg, Ekaterinburg, Omsk, and Novgorod.

Krasnodar Farmers Association/Texas Farm Bureau: *Tony Dill*, president of the Terry County Farm Bureau, met with the president of the Krasnodar Farmers Association and discussed farm insurance and its link to increasing membership, elections, and farm bureau input on creating legislative policy. He also met with regional farms and discussed improved harvest and storage techniques for vegetables and conducted follow-on activities with 5 reverse exchange participants.

REAP: *Roger James and Dick Traver* conducted training seminars on business plans for the development of a new dairy operation and on western dairy processing methods. They also began a 4-H program for local young people.

Russian Farm Community Project: *Dr. J.T. Scott* worked with the Timiarozony Agricultural Academy to develop a series of farmers seminars at the recently established training center and also examined the results of test plots of potatoes and corn. *Gary Buttermore* reviewed the operations, management and employee skill level of a joint-venture sawmill and will present a business plan to the mill director recommending improvements.

Russian Farmers Association (AKKOR) Women's Committee: *Martha Ahrent, Lori Hughes, and Maxine Bell* conducted 3 seminars on the farm bureau structure, government

relations and Young Farmers organization at the Fourth Annual St. Petersburg Agriculture Fair. They also were part of several round-table discussions on extension and fundraising.

Sierra-Caucasus Development Project: *John Henry* trained project participants on new methods of apple orchard and nursery management and western grafting methods.

B. Ukraine

Farm Equipment Service Centers: *Norman Illsley*, a repeat volunteer, drew up a plan for cooperation between CNFA and Counterpart to transport excess US military equipment in Germany to repair and service centers in Ukraine organized and run by local farmers associations.

Kherson Farmers Association/California Farm Bureau: *Ron Claybrook* met with the farm associations in Kherson, Crimea and Kakhovka to discuss cold-storage methods and initiated the process whereby the Kherson City Council will decide whether to allow private farmers access to a mechanical cold-storage facility.

Kiev-Atlantic: *Matthew Floyd*, *Kurt Gashler*, and *Larry Crandall* assisted with the construction of an agricultural service and processing center and introduced western methods of agricultural construction, tools, work ethic, and computer skills to the construction crew. *Richard Balse* met with local farm educators and leaders to discuss the importance of farming inputs and regular soil testing to increased outputs.

Lviv Private Farmers Association/Wisconsin Farm Bureau: *John Marquart*, a repeat volunteer, returned to identify future project areas involving farm structure construction, concrete seminars, soil testing labs and further development of a farmer's newspaper.

Lybid Farmers Association: *Dan Hetrick* and *Bud Miller* advised the farmers association on infrastructure development and on improving grain storage and handling.

Western Foods: *Dr. Gary Frank* worked with Western Foods management to develop the financial forecasts for a business plan. Western Foods will use the plan to attract investors. *Rudolf Stoysich* worked on resolving technical questions concerning small sausage manufacturing, meat formulation, recipes, and processing methods.

IV. REVERSE EXCHANGES

In FY1995, The Citizens Network Agribusiness Volunteer Program concluded its grants with ACDI, AED and the Eurasia Foundation for reverse-exchanges. Over the course of the year, 35 Russian and Ukrainian agricultural leaders received training at their American partner institutions. Eleven of the participants were women (31.4%). Training topics included: farm building design and construction, agricultural insurance, radio programming and production, farm bureau operations at the national and regional levels, formation and development of women's committees, agricultural banking, and vegetable and fruit production and processing. Of the twelve reverse exchange trips, 5 involved farm bureau partnerships created under the Agribusiness Volunteer Program, 5 involved the partnership between the American Farm Bureau and the Russian Farmer's Association (AKKOR), and 2 involved the partnership between Nationwide Insurance and Podderzhka Insurance, the first insurance company for farmers.

FY 1995 Reverse Exchange Trips

October, 1994 Four top officials of the Lviv Farmers Association in Lviv, Ukraine received training in farm building design and construction and the sale and distribution of farm inputs and services at the Wisconsin Farm Bureau. In the course of their visit, the participants made several contacts with members of the Ukrainian/American community in Chicago. They also developed a plan of action for the Lviv/Wisconsin partnership in 1995. (Eurasia)

November, 1994 Four representatives of the Podderzhka Insurance Companies received training in agricultural insurance operations from their American partner, Nationwide Insurance, and affiliated companies. Training focused on life insurance policies, claims adjustment, underwriting, and the relationships between affiliated companies. Nationwide and Podderzhka drafted an action plan for cooperation in 1995. The Podderzhka representatives expressed a special interest in developing a Moscow training center for Podderzhka employees similar to Nationwide's center in Columbus, Ohio. (AED)

November, 1994 Two representatives of the Kherson Farmers Association received training in radio programming and production at the Kansas Farm Bureau. The Kherson Farmers Association acquired air time on the state radio system for agricultural news programs. The participants worked primarily with Bob Newton, a former AVP volunteer and radio broadcaster at the Kansas Agricultural Radio Network. They also spent a few days at Kansas Farm Bureau headquarters in Manhattan, KS where they received an introduction to farm bureau operations and the Kansas State University Extension Service. (Eurasia)

January, 1995 Vladimir F. Bashmachnikov, President of AKKOR, participated in the American Farm Bureau (AFB) annual convention in St. Louis, Missouri, where he met with many key AFB leaders and discussed further cooperation between the two farm bureau associations. In the course of his visit, Mr. Bashmachnikov and Dean Kleckner, President of the American Farm Bureau, drafted a "Spirit of Cooperation" Agreement which formalized

and vows to continue the partnership between AKKOR and AFB. (Reverse Farmer-to-Farmer/ACDI).

January, 1995 Two representatives of the Ukrainian Farmers Association, Mykola Shkarban, President of the Ukrainian Farmers' Association (UFA), and Tatiana Khrapchoun, a leader of UFA's women's movement, received training in Farm Bureau operations from national and regional levels of the American Farm Bureau. After addressing the AFB annual convention in St. Louis, they visited the Illinois Farm Bureau, AFB headquarters in Chicago, and the Nevada Farm Bureau. Training focused on farm bureau management skills and the role of women's committees within the Farm Bureau system. (Reverse Farmer-to-Farmer/ACDI)

February, 1995 Three Ukrainian agricultural leaders received training in the formation and development of women's committees by the American Farm Bureau Women's Committee. Participants traveled to the annual AFB Women's Committee meeting in Chicago, IL and visited county and state farm bureaus in Arkansas, South Carolina, and Maryland. As a result of this exchange, Ukrainian farm leaders are designing a women's committee for the Ukrainian Farmers' Association. (Reverse Farmer-to-Farmer/ACDI)

March, 1995 Four officials from the Martinovskii bank system in Rostov, Russia received training from three rural bankers affiliated with the Kansas Farm Bureau. Martinovskii Bank has been active in supporting private farming throughout Rostov. Dick Nichols, retired Chairman of a bank in McPherson and former Congressman, Kansas returned to Russia with the group and explored the possibility of creating a banking partnership between Kansas and Rostov. The bankers also visited Kansas Farm Bureau headquarters in Manhattan, KS where they were introduced to the overall structure of the Farm Bureau. (Eurasia Foundation)

March, 1995 Four leaders of the Crimean Farmers' Association received training in vegetable and fruit production and processing from the California Farm Bureau. After an initial orientation at the San Diego County Farm Bureau, the group visited several fruit and vegetable operations. They also met with livestock and dairy operators as well as vineyard owners and flower producers. (Eurasia Foundation)

April, 1995 Ludmilla Smirnova, national chairwoman of AKKOR Women's Committee, and Marya Blagorasumova, organizer of prospective AKKOR Young Farmers' Committee, received training from the American Farm Bureau Women's Committee. Ms. Smirnova and Ms. Blagorasumova visited the Kansas Farm Bureau and the South Dakota Farm Bureau. Also, they participated in the AFB State Women's Chair Conference in Washington, DC. The goal of this exchange was to strengthen AKKOR Women's Committee and the new AKKOR Young Farmers' Committee. (Eurasia Foundation)

May, 1995 Three senior managers from Podderzhka Insurance company participated in a two-week reverse exchange. Hosts included: Amalgamated Life Insurance Company, New York City; CUNA Mutual Group, Madison, Wisconsin; Farmland Insurance Companies, Des Moines, Iowa; and Nationwide Insurance, Columbus, Ohio. The purpose was to train the

three Russians in insurance management and familiarize them with the various types of insurance available in the U.S. as well as exposure to the organizational structure of U.S. insurance companies. (Reverse Farmer-to-Farmer/ACDI)

September, 1995 Three representatives of Russian Farmer's Association (AKKOR) Women's Committee spent 18 days with members of the American Farm Bureau Women's Committee in New Mexico, Indiana, New Jersey and Washington, DC. This program was designed as a follow-on to an exchange trip by 3 members of the American Farm Bureau Women's Committee to the Fourth Annual Russian Farmer's World Fair in St. Petersburg, Russia. The objective was to provide organizational background to further develop the women's committees within the Russian Federation by studying the American Farm Bureau Women's Committee system. The participants received an understanding of the role and effectiveness of the American Farm Bureau Women's Committee at the local and national levels. They also received an in-depth look at the US agriculture system, from planting and production to processing and marketing products. (Reverse Farmer-to-Farmer/ACDI)

September, 1995 Three private farmers from Krasnodar, Russia spent 2 weeks with the Texas Farm Bureau receiving a thorough and in-depth understanding of the Texas agriculture system and the operations of the Texas Farm Bureau at the county and state level. This program was designed with a follow-on Farmer-to-Farmer Agribusiness Volunteer assignment by a member of the Texas Farm Bureau whom the participants met in Texas. The objective of this program was to train private farmers in state farm bureau operations and strengthen the partnership between the Texas Farm Bureau and the Krasnodar region. (Reverse Farmer-to-Farmer/ACDI)

V. PUBLIC OUTREACH

AVP Public Outreach

The Agribusiness Volunteer Program staff and volunteers conducted a vigorous campaign of public outreach through the mediums of newspaper, radio, and television. During FY95, newspapers and magazines covered 109 volunteer assignments in 112 articles. For example, the Fort Collins Review featured an article describing volunteers Ruth and Roger Skogerboe's trip to Russia, where they advised local farmers and stockgrowers. The St. Louis Dispatch covered volunteer Linda Reinhardt's trip to Ukraine, in which she worked with Ukrainian farmers to improve agriculture.

American Farm Bureau/ Russian Farmers Association Agreement

AVP Director Jerry Leach traveled to Moscow to coordinate the signing of a landmark agreement between the American Farm Bureau and the Russian Private Farmers Association (AKKOR). AKKOR President Vladimir Bashmachnikov and American Farm Bureau Federation President Dean Kleckner signed the agreement which provides for exchange visits to Russian and American farming operations by Farm Bureau and AKKOR members.

This landmark event received considerable media coverage in the United States and Russia. The Russian paper, Rossiskii Fermer (Russian Farmer), covered the entire event, going so far as to print a copy of the agreement in the March 14-20 editions. Back in the States, many farm bureau publications, from the Arkansas Farm Bureau Press to the American Farm Bureau, covered the event.

Public Outreach in Russia & Ukraine

Volunteer Mike Orso created a video describing the art of lobbying in America. The video demonstrated the importance of the lobbying effort for American agriculture. Furthermore, the video illustrated the strength of the agricultural constituency in America through farm members exercising their right to vote. This video was introduced at the AKKOR National Congress on March 1-2 and copies were distributed to regional farm authorities.

American Farm Bureau Women's Committee members traveled to Ukraine to work with the Ukrainian Farmers Association. Volunteers worked with Ukrainian women to teach them about the intricacies of private farming and the market system in America. Their trip was documented in the video "Harvest of Hope," which is being distributed throughout Ukraine, and was also shown at the UN Women's Conference in Beijing in August, 1995.

AVP Public Outreach - Cumulative to Date

Upon return to the United States, more than 70 percent of AVP volunteers conduct public outreach. To date, volunteers have addressed more than 12,000 people face-to-face and made hundreds of thousands of Americans aware of the agricultural developments via radio, television, and newspapers. The volunteer program has generated coverage by approximately 29 radio and 17 television programs and a total of 263 articles have been written in local, state, and national papers, not to mention hundreds of presentations, speeches, and letters.

VI. EXPENDITURES

Financial expenditures during the quarter under review have remained consistent with the budget plan. The number of volunteers during the reporting period was slightly lower than during the previous quarter.

Total cumulative program expenditures at the end of the current reporting period amount to \$3,516,904. Program costs for travel and per diem are much less than the previous quarter due to reduced numbers of volunteers in the field.

Our total per capita program costs to date: \$13,478 per volunteer assignment (total expenditures divided by number of assignments).

Line Item expenditures for the quarter under review are:

Line Item Category	Cumulative Expenditures	Actual This Qtr
Direct Labor	632,833	63,223
Fringe Benefits	186,430	18,185
Travel & Per Diem	817,056	202,765
Subcontracts/Subagreements	0	0
Other Direct Costs	1,168,311	47,819
Indirect Costs	712,274	84,846
TOTAL	\$3,516,904	\$416,838

In-Kind Contributions: American volunteers, farm associations and companies made in-kind contributions in the form of staff time, homestays for training exchange participants and volunteer time estimated at \$350,293 for FY95, or 9.9% of the total value of the program.

IX. CONCLUSION

The Citizens Network Agribusiness Volunteer Program will operate on a budget of approximately \$1.5 million and expects to field 100 volunteers. The program will continue to emphasize impact for each of its 25 projects. Additionally, The Citizens Network plans to maintain its activity in reverse exchanges and is currently seeking funds.

X. ATTACHMENTS

A. Project Impact Statements

INTERNATIONAL FOOD & BEVERAGE PARTNERSHIPS

Project: International Food & Beverage is a four-person Maine company formed in 1993 to help rebuild dairy and beverage industries in Russia. It has started partnership operations with dairies in St. Petersburg, Novgorod, Archangel, Severomorsk, Novosibirsk, Ekaterinburg, and Omsk. The product lines are milk, fruit juices, cheese, and dried prunes. The partnerships are considering expanding into peanut butter, other dried fruits, and nuts.

Participants: Over 24 months, 18 assignments have been carried out by 9 volunteers, for a total of 18 person-months of work. CNFA staff have made 8 project assessment visits encompassing .5 person-months of work.

Reverse Exchanges: Principal Russian administrator spent 2 weeks in the US in the Cochran program.

Beneficiaries: Person-to-person technical assistance provided to 69 people, including 30 dairy plant workers, 21 managers, and 18 dairy farmers. Approximately 1.5 million consumers have used the products.

Principal Impacts to Date:

- Sold over 3.5 million units of juice and milk in five Russian cities.
- Introduced curd cheese as a product in Russia. Cheese named "Tony Kutter Corfu Cheese" after volunteer who initiated project.
- Undertook a comprehensive study to determine the availability, quality and cost of milk in St. Petersburg.
- Instructed 30 cheese producers on the techniques and technology of cheese making, using small-scale used cheese equipment from the United States.
- Introduced cran-raspberry and lime punch flavors into the Russian market. Currently conducting market testing for cran-orange flavored fruit drink, also new to Russia.
- Helped preliminary planning for introduction of cheddar cheese, soft spread cheeses and chip dips into the Russian market.
- Installed water purification systems at Petromilk No. 2 Dairy in St. Petersburg and at Kirov Dairy in Novosibirsk.
- Introduced new packaging technology and materials into 7 Russian dairy plants.
- Provided marketing and management training to 21 managers.
- Introduced Western quality control practices in 7 Russian dairies.
- Helped make \$1.5 million worth of purchases and exports of U.S. goods and equipment to Russia.

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AGRIBUSINESS VOLUNTEER PROGRAM
Project Impact Statement

OPEN SPACES FARM PARTNERSHIP

Project: CNFA, ConAgra, University of Minnesota, Kuban State University and Open Spaces farm have created a partnership located in the Province of Krasnodar on 40,000 acres in southern Russia. The objective is to produce high quality potatoes, livestock, and corn for sale in cities.

Participants: During 30 months, 16 volunteers carried out 16 person-months of work. CNFA staff made 3 project related trips, representing 1 person-month, and maintained regular communication.

Reverse Exchanges: 4 persons received 3 person-months of training in management and agronomy.

Beneficiaries: Person-to-person assistance provided to 350 people of whom 129 are women.

Principal Impacts to Date:

- Planted 700 acres of new potato varieties raising the quality to western standards.
- Selling 24-tons of potatoes per day during growing season to the Moscow market.
- Tested over 1,000 plants of two different potato varieties to demonstrate pest control fundamentals.
- Identified pest problems that require immediate attention and recommended control strategies for Colorado potato beetle and other pests.
- Established a plant virus diagnostic laboratory.
- Tested 1,064 plants for viruses and metal content, provided 80 hours of laboratory instruction to 2 researchers in this method.
- Introduced a systematic routine to improve the cleanliness of the livestock facilities. Workers now accept the idea that sanitary conditions are directly linked to healthy animals.
- Re-designed a layout for the calf barn and made recommendations for their handling.
- Introduced a new ear tag system and tagged 400 calves.
- Assessed the performance of potato varieties planted in 1995 and made recommendations for 1996 and beyond on the basis of agronomic and processing quality for non-irrigated and irrigated production.
- Proposed a strategy for self-sufficiency in seed potato production.
- Recommended storage needs for both seed and commercial production and made recommendations for post-harvest treatments and air circulation.

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AGRIBUSINESS VOLUNTEER PROGRAM

Project Impact Statement

FEED MILLS IN SIBERIA

Project: In May 1993, CNFA and Ibberson International along with Russian partners AGROSIB and Iskitim, former missile factory, created a partnership to set up two modular feed and flour mills, create a grain supply system for those mills, thereby establishing a local source of high quality animal feed. The first plant in Irkutsk is operational and the second is under construction in the Altai Province on the Mongolia border. The partnership also seeks to create a system for manufacturing additional mills out of Russian and American components and setting up those mills around Siberia.

Participants: During 24 months, 2 volunteers spent 1 person-month. CNFA staff made 8 project visits, representing 2 person-months.

Reverse Training: Provided training for 8 AGROSIB employees, representing 2 person-months.

Beneficiaries: Person-to-person assistance provided to 40 people of whom 8 are women.

Principal Impacts to Date:

- Helped create the Irkutsk feed mill which will provide 30,000-tons of feed production per year.
- Helped secured a \$528,000 loan from the Russian Government for the project.
- Helped create the partnership.
- Helped develop a business plan for the first 2 feed mills.
- Helped start the construction of a second feed mill.
- Counseled 16 private farmers on financial issues and the benefits of a feed mill.
- Helped prepare a funding resource presentations to 14 organizations with over 60 participants.
- Helped improve the quality of soybean and sunflower oils at 2 plants in Siberia, which will improved the quality of animal feed.

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AGRIBUSINESS VOLUNTEER PROGRAM
Project Impact Statement

ARIGUS

Project: ARIGUS is a private Buryat company, headquartered in Ulan Ude east of Lake Baikal in Siberia. It is a product of the Russian privatization program and is owned by its employees and several other companies. ARIGUS has divisions in farming, processing, construction, fertilizers, milling, building materials and minerals. CNFA is helping them with two projects: 1) producing polypropylene bags for the storage and transport of food and raw materials and 2) revitalizing the flour milling and baking industry of Buryatia.

Participants: During 6 months, 7 assignments were carried out by 4 agribusiness specialists who spent 3 person-months in Ulan Ude. CNFA staff has made no trips to date, but is in regular contact.

Reverse Exchanges: None to date.

Beneficiaries: Person-to-person assistance provided to 30 people including 13 women.

Principal Impacts to Date:

POLYPROPYLENE BAGS

- Advised the CEO and vice presidents of ARIGUS on how to start the first polypropylene bag plant in Russia.
- Helped construct proposal to IFC for \$10.8 million for financing bag production.
- Surveyed and identified local and regional supplies and sources of input for production.
- Assessed production capabilities, raw materials, supply routes, and distribution channels.
- Located guaranteed customers for 40% of output.
- Helped design business structure by which the plant will operate. Introduced the new concept of a share-holders agreement.
- Trained 6 managers in western financial accounting.

MILLING

- Advised wheat millers on how best to obtain raw wheat to match production outputs.
- Helped set up milling relationship with Irkutsk company which will process 26,000 tons of wheat per year.
- Recommended ways for company to improve flour quality and milling operations.

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GIANT SUPERMARKETS IN RUSSIAN FAR EAST

Project: Begun in 1993, Giant is a joint-venture between CNFA, Seattle-based TPC Foods, the KRPS Retail Cooperative System of the Primorskiĭ region, the Russian Pacific fishing fleet, and Delkam, a Vladivostok bank. The objective of the project is to open 2 western-style supermarkets, 1 in Vladivostok and 1 in Nakhodka, thereby creating the model for comprehensive, integrated, market-driven and privately-owned food systems in Russia. The 90,000 square-foot Vladivostok store opened warehousing and distribution sales in January 1995. Its retail opening is scheduled for January 1996. The Nakhodka store is still under construction. The two stores will be the largest food operation in the Primorskiĭ region and have already created a self-sustaining privatized market supply system.

Participants: During 30 months, 9 American agribusiness specialists spent 6 person-months in Vladivostok and Nakhodka. CNFA staff has made 10 project assessment visits for 3 person-months, and is in regular contact.

Beneficiaries: Person-to-person assistance provided to more than 500 local farmers, employees, and local suppliers.

Principal Impacts to Date:

- Helped create supply system for stores in crucial first year of program by identifying and establishing relations with 1 dairy, 1 greenhouse, 2 bakeries, 1 meat plant, 7 vegetable producers, and 3 animal feed producers.
- Introduced 19 new crops for the project, including new varieties of tomatoes, cucumbers, cabbage, and popcorn, as well as animal feed like alfalfa.
- Helped create 37 new jobs and planned system for creating an additional 350 jobs. Compiled recruiting database of 700 people and have interviewed 450.
- Helped provide training for 91 farmers on pesticide safety, environmental issues, harvesting techniques, production and storage methods, and equipment maintenance.
- Designed the warehousing and inventory systems for the Giant supermarket stores.
- Introduced modern greenhouse techniques at 1 regional food supply farm.
- Recommended improved herbicides and pesticides for use at local farms.
- Introduced western methods of planting, including row-spacing and herbicide application, and new seed varieties and transplants to region resulting in improved crop yields.
- Provided training in management and food processing to 200 employees and store suppliers.
- Trained 50 members of construction crew on western construction methods.
- Helped develop curriculum at Ussuriisk Agricultural Technical College on how to run profitable agribusinesses.
- As a result of volunteer involvement, 4 volunteers were later hired by Giant.

AGRIBUSINESS VOLUNTEER PROGRAM
Project Impact Statement

RUSSIAN - AMERICAN WOMEN'S COMMITTEE PARTNERSHIP

Project: The Women's Committee of the Russian Private Farmers Association (AKKOR) was established in 1993 to represent the interests of women within the farmer's movement, 50% of which are women. CNFA invited the American Farm Bureau Women's Committee to enter a five-year agreement with the AKKOR Committee in April 1995 to help strengthen and broaden the organization and program of the committee and to help women succeed in agriculture and business. The AKKOR Committee currently includes about 60 women farmers from 51 regions of Russia. Of the 300,000 households in private farming, 20% are headed by women.

Participants: During 7 months, 4 American women farm leaders spent 10 person-weeks in Russia. CNFA staff made 2 project assessment visits, representing .75 person-months, and maintained constant contact with the women's committees.

Reverse Exchanges: 5 women farm leaders visited farm bureaus in Kansas, South Dakota, New Mexico, Indiana, Missouri, and New Jersey as well as visiting Washington DC for 2.5 person-months of training delivered by about 100 individuals.

Beneficiaries: Person-to-person assistance provided to 200 people, of whom 140 were women.

Principal Impacts to Date:

- Provided 338 person-hours of training on the American Farm Bureau structure and programs including organization and program of the women's committee, membership, dues, lobbying, young farmers committee, fund-raising, and how local-state-national farm bureau relationships work.
- Conducted workshops for 169 participants on government relations, young farmers committees, fund-raising, and agricultural marketing at the 1995 national farmers fair in St. Petersburg.
- Helped start Russian Young Farmers Committee. After in-depth contact with the Women's Committee, the AKKOR Young Farmers Committee called an organizational meeting, elected a president, and began forming a program.
- Set the stage for the recognition of the women's committee by the 1995 AKKOR Annual Congress, the first time the farmers association had recognized the women's committee as an important part of the organization.
- Established working relationships between leaders in the Russian and American farm movements.
- Helped stimulate the formation of the first province-level women's committee with 15 members in the St. Petersburg region in August 1995.
- Designed a program of business plan training for women farmers.

KRASNODAR FARMERS ASSOCIATION - TEXAS FARM BUREAU

Project: Krasnodar Farmers Association (AKKOR) is one of the largest and strongest private farmers associations in Russia with 21,000 members in 44 districts. CNFA created a 5-year partnership with the Texas Farm Bureau in 1993 with the main objectives of strengthening private farming, furthering privatization by establishing co-ops, developing agricultural banking and insurance, improving the communications, introducing new crops, and enhancing livestock operations. Current focus is working with district associations to develop member services.

Participants: During 22 months, 12 volunteers spent 6.75 person-months in Krasnodar. CNFA staff made 9 project assessment visits, representing 3.6 person-months, and maintained regular contact.

Reverse Exchanges: 11 farmers, AKKOR officials, bankers and businessmen have visited Texas and received 77 person-weeks of training by 385 individuals in co-op formation, farm bureau operations and member services, agricultural banking and insurance, communications, cotton production, and livestock management.

Beneficiaries: Person-to-person assistance provided to an estimated 168 people (48 AKKOR leaders, 120 private farmers), of whom 41 were women.

Principal Impacts to Date:

- Provided in-depth understanding of operations, services and structure of a farm bureau. Krasnodar AKKOR uses Texas Farm Bureau as an active model, putting member service as top priority.
- Helped form partnership between Belorechensk County Farmers Association and Terry County Farm Bureau. Belorechensk developed a membership database - the first of its kind in Krasnodar.
- Helped 1 farmer establish a 1-acre test plot of cotton.
- Trained 20 Skaz Bank officials on ag-banking practices. 40% of bank's customers now farmers.
- Conducted training for 84 people on farmers' association management and forming co-ops.
- Taught 27 farmers livestock selection methods and suggested improvements for feeding systems.
- Conducted seminar for 50 farmers and 20 farm association leaders on how processing and marketing coops work using cotton co-ops in Texas as an example.
- 5 people who visited Texas were among first in region to construct storage facilities for purpose of selling farm products when prices are higher.
- 3 exchange visitors mill own wheat into flour and make into cookies for market.
- Recommended feeding sorghum to increase protein intake to 20 livestock farmers.
- Advised 20 farmers to expedite harvest by filling trucks while harvesting, rather than stopping to load, and building additional storage facilities. Expect to improve efficiency by 75%.
- Recommended 20 farmers improve chances of receiving bank loan at lower interest rate by maintaining complete records demonstrating history of profitable operations.

KANSAS FARM BUREAU - ROSTOV FARMERS ASSOCIATION

Project: Rostov Private Farmers Association (AKKOR), founded in 1991, is one of the most successful and "independent-minded" farmers associations in Russia with 15,000 farm families 35 districts. CNFA created a 5-year partnership between the Kansas Farm Bureau and Rostov AKKOR in May 1993 with the goals of building organizational capacity, establishing mini-bakeries, enhancing membership services, developing agricultural banking and insurance, lobbying, and communications.

Participants: During 29 months, 10 Kansas volunteers spent 7.5 person-months in Rostov. CNFA staff made 10 project assessment visits, representing 2 person-months, and maintained regular communication.

Reverse Exchanges: 3 association officials and 4 bankers visited the Kansas Farm Bureau. They received 14 person-weeks of training in agribusiness management, agricultural lending, and farmer's association management.

Beneficiaries: Person-to-person assistance provided to 140 people (100 farmers and 40 farm association officials), of whom 39 were women.

Principal Impacts to Date:

- Farmers Association became more politically active in representing farmers' interests.
- Provided in-depth understanding of operations, services and structure of a farm bureau. Rostov AKKOR uses Kansas Farm Bureau as an active model.
- Conducted an extension workshop for 100 farmers on starting an extension service and information dissemination.
- Introduced 25 new small-scale bakeries and flour mills and successfully negotiated credit terms. Bakeries and mills provide a local market for wheat and produce bread.
- Assisted with funding applications to create 70 additional flour mills and 40 bakeries.
- Helped train 50 employees of 4 small town branches of Martynovsky Bank. Bank is now making sounder agricultural loans and has better credit and collateral systems.
- Trained 42 Rostov farmers on more economically sustainable production practices, including reduced tillage practices and efficient fertilizer usage, resulting in a lower private farmer drop-out rate.
- Helped increase number of private farmers in Rostov region by 3,000 households over 2 year period. Private farming essentially stopped growing elsewhere in Russia.
- Helped Rostov AKKOR gain trust and respect of private farmers and government officials.

RUSSIAN-AMERICAN FARMERS VIDEO PROJECT

Project: In 1994, CNFA created a 3-year partnership between American Farm Bureau Communications Unit and the Russian Farmers Association Communication Unit (AKKOR-Video) with the objectives of producing videos in the partner country on agriculture in that country, producing videos for the partner country on agriculture in own country, and establishing a simultaneous, live satellite bridge between Russian and American farmers and agricultural leaders.

Participants: During 15 months, 5 volunteers provided technical assistance to their Russian counterparts during 1.75 person-months. CNFA staff made 3 trips, representing 0.7 person-months, and maintained regular contact.

Reverse Exchanges: 2 AKKOR-Video members visited the Texas Farm Bureau. They received 2.5 person-months of training on the role of information services for the American Farm Bureau in farm bureau operations and met 140 people in Texas and Washington.

Beneficiaries: Person-to-person assistance provided to 165 people (150 farmers and agricultural leaders and 15 video lab technicians), of whom 68 were women. Additionally, 300 million viewers received assistance from the video materials created.

Principal Impacts to Date:

- Designed a 90-minute interactive satellite bridge between Russian and American farm associations during the 1996 Annual Congress of AKKOR to discuss the system that should emerge in Russia beyond the end of collectivization. The bridge will be broadcast simultaneously as a national television program in both countries.
- Produced a 12-minute videotape on how the American Farm Bureau represents farmers interests politically and shown to 50 people in Russia.
- AKKOR-Video produced 10 program segments on American agriculture, based on the Texas filming, which was shown 6 times on "The World Program" on Channel 1 of Russian national television. This 15-minute program reaches 300 million people in the former Soviet Union.
- Agreed to produce 3 videos by joint American-Russian teams on agreed-upon agricultural issues for dissemination in Russia and the United States.
- Produced 3 reports for WGN-TV in Chicago and the Russian Channel 2 on the St. Petersburg Food Supply and US Agricultural Assistance based on the 1994 St. Petersburg Fair.
 - In Russia, the program was aired on the "Farmer Question" program 3 times, reaching 60 million people each time, of which 108,000 were private farmers.
 - In US, it was broadcast by the American Farm Bureau and was a 2-part series on "US Farm Reports." It reached 2.5 million farmers, or 95% of US farmers.
- Produced a 3-part radio series on Russian agriculture disseminated to 295 American stations.
- Demonstrated how farm bureau video work serves farm bureau interests.

NAKHODKA - DES MOINES CHAMBER OF COMMERCE PARTNERSHIP

Project: In August 1994, CNFA, the Des Moines Chamber of Commerce, and the Nakhodka City Council joined to create a free economic zone and a chamber of commerce to stimulate business and agricultural development. The chamber has 20 members and is expanding. Nakhodka is fifty miles east of Vladivostok.

Participants: Over a 13-month period, 2 Des Moines Chamber of Commerce representatives spent 1 person-month.

Reverse Exchanges: The Des Moines Chamber of Commerce provided training to 3 Russians, representing 2.5 person-months.

Beneficiaries: Person-to-person assistance provided to 34 business and government leaders of whom 4 are women.

Principal Impacts to Date:

- Helped establish a free economic zone and a chamber of commerce in Nakhodka, which now serve as models for the Russian far east.
- Counseled 30 Nakhodka bankers and business leaders on the value and purpose of a chamber of commerce. Explained structural, financial, and legal aspects of running a chamber.
- Helped design program to bring 3 Nakhodka leaders to Des Moines for training on running a chamber of commerce.
- Helped recruit into the chamber the Construction Society, which has 10,000 employees, and the Feed Consortium, a commercial fish export company.
- Helped design fund-raising program for chamber of commerce.

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RUSSIAN FARMS COMMUNITY PROJECT

Project: Begun in 1994, the Russian Farms Community Project is a partnership between CNFA, a group of private Americans and Russian agriculturalists, the Timiarozony Agricultural Academy, the Minnesota Farm Bureau and regional private farmers to revitalize the rural communities in the Dmitrov area, 60 miles north of Moscow. The primary objectives are to help new private farmers get started, help former collective farms restructure, create an extension service that will introduce new crops and improve productivity, and develop the social services of the region, including dentistry, baking and marketing. An estimated 1,077 farm families (4,200 people) benefit from this project.

Participants: During 14 months, 4 volunteers spent 3 person-months. CNFA staff made 7 project assessment visits, representing 1.5 person-weeks, and maintained constant contact.

Reverse Exchanges: 10 farmers visited the United States and worked with 55 people in Iowa and Minnesota. They received 7.5 person-months of training in agribusiness management and rural development.

Beneficiaries: Person-to-person assistance provided to 160 people, of whom 43 were women.

Principal Impacts to Date:

- Helped create an agricultural extension service through Timiarozony Agricultural Academy with 20 Russian professors and researchers.
- Helped start training center with ag-business curriculum utilizing Russian and American faculty to conduct seminars and fully-equipped with computers.
- Conducted 5 training workshops for 134 people on farm management, extension service, marketing, business plans and credit programs.
- Helped triple potato yields in two years from 10 to 30 tons per hectare.
- Helped start sawmill and developed plans for a dental clinic, bakery and marketing center.
- Established a \$1.5 million credit fund for agricultural loans. RFCP has already made \$70,000 in loans to date.
- Helped stimulate expansion of private farming. 5,000 acres of additional land will soon be privatized.
- Helped 20 farmers and 6 agribusinesses develop and implement business plans.
- Taught 8 sawmill employees to produce finished timber more efficiently.
- Recommended marketing strategy for timber after conducting short market and cost analysis.

RUSSIAN MUSHROOM GROWERS ASSOCIATION

Project: With the help of CNFA, the Russian Mushroom Growers Association was founded by private farmers in 1995 to transform traditional mushroom gathering into a mushroom cultivation industry throughout Russia. The association seeks to introduce new mushroom varieties and cultivation techniques, improve business management and marketing, create private labs for spore germination, make Western technology available to members, disseminate technical literature, and represent growers' interests. There are 30 founding members who operate button and oyster mushroom farms throughout Russia. These farms give jobs to 360 families.

Participants: During 15 months, 3 volunteers spent 1.5 person-months in Russia. CNFA staff made 3 trips, representing .75 person-months, and maintained constant contact.

Reverse Exchanges: The association president was sent to the U.S. for training. He received 4 person-weeks of training in marketing and received training from 15 people in California and Washington.

Beneficiaries: Person-to-person assistance provided to 184 people of whom 22 are women. Of those, 154 were farmers and 30 were industry representatives.

Principal Impacts to Date:

- Helped found the Russian Mushroom Growers Association. United a group with common interests who had never worked together before.
- Trained 114 farmers on mushroom marketing, specialized production techniques, small business management including effective methods of labor management, and employee safety issues.
- Helped establish a training center for members. 6 courses covering cultivation of 6 different mushroom varieties were conducted.
- Started fungi exchanges between US and Russian mushroom laboratories.
- Helped get the main world reference book Growing Gourmet and Medicinal Mushrooms translated into Russian.
- Helped make mushrooms much safer for consumption.
- Outlined methods to produce virus-free mycelium (seeds) and are assisting with the creation of a farmer-owned mycelium production facility.
- Distributed over 80 books on mushroom production and provided one-on-one consultations to 15 Russian growers.
- Trained personnel at spore cultivation labs on air quality control for mushroom production.

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SIERRA CAUCASUS ECONOMIC DEVELOPMENT PROJECT

Project: The Sierra Caucasus Economic Development Project is located in the Kabardino-Balkaria Republic of the Caucasus region in southern Russia. It seeks to create sustainable businesses to rebuild the agricultural foundation for the region, beginning at the genetic level, for grains, livestock, vegetables, and fruits; modernize the food and feed processing facilities and operations; increase agricultural productivity and employment substantially; and raise the standard of living in the region.

Participants: During 18 months, 15 assignments were carried out by 10 agribusiness specialists spending 11 person-months. CNFA staff made 3 project assessment visits, representing 3 person-weeks, assisted with importing seeds and root stock, and maintained constant contact.

Reverse Exchanges: 9 Russians received 14 person-months of training through the SABIT program and were trained by 240 people in Nevada and Iowa. 10 more SABIT places are allocated for next year.

Beneficiaries: Person-to-person assistance provided to 240 people, of whom 41 are women.

Principal Impacts to Date:

- Started 5 Russian-American joint ventures. One is an overall development company and four are in seeds, livestock, timber, and tourism. Designed four more joint ventures in dairying, beef, breeding, and genetics to be launched soon when registration is completed.
- Helped create new jobs for 50 people. Provided continuing employment for 2,700 people. 1,000 jobs to be created when next set of joint ventures are registered.
- Helped transform a former state facility into a functioning private seed company. Imported 4 tons of alfalfa seed to replace non-nutritious fodder. 11 farms are now raising alfalfa on 16,500 acres and have doubled their fodder production.
- Started first private apple tree nursery in region. Imported 3,000 units of root stock and grafted 1,200 trees. Used new more disease-resistant variety which requires less water and produces fruit in 4 versus 10 years.
- Helped create a new genetic livestock system which would supply superior U.S. beef cattle breeds to farmers.
- Introduced modern orchard technology which serves as a model for other fruit growers in the region so they can see benefits of stronger root stock and alternative grafting methods.
- Imported 2 new varieties of grafting stock to ensure strong trees and quality apples.
- Established dialogue between the research institutes and local farmers to share technologies and information. Start of an embryonic extension service.
- Created a \$9m proposal to the IFC in support of this project.

September 30, 1995

KATA POPCORN JOINT VENTURE

Project: KATA is a joint venture between a small California ("KA") company called Cornerstone International and 350 farmers in Adigea ("TA") in Krasnodar in southern Russia. Cornerstone contracts with the farmers to grow popcorn which it sells in various Russian cities.

Participants: During 15 months, 4 volunteers spent 4 person-months working with 3 private farms, a state farm and to set up a popcorn processing facility. CNFA staff made 2 project assessment visits, .25 person-months and is in regular contact.

Reverse Exchanges: None to date.

Beneficiaries: Person-to-person assistance provided to an estimated 350 people. Of those, 3 were private farmers, 300 employees of a state farm, and 47 employees of the popcorn processing facility.

Principal Impacts to Date:

- Helped train 303 farmers in growing popcorn on 750 acres.
- Set up a popcorn processing facility and trained 47 individuals to run it.
- Set up marketing system and sold 600,000 pounds of popcorn to Moscow, Ekaterinburg, Sorotov, Samara, and Krasnodar.
- Introduced US-style "contract growing" with built-in incentives to five farms.
- Introduced popcorn as a new crop in the Krasnodar region, using US hybrid seed.
- Explained harvesting requirements, post-harvest storage and handling systems with 303 farmers.
- Trained local farmers in adapting Russian planters and combines to maximize yield.
- Analyzed transportation system and found alternatives for distribution and shipping of product to more markets.
- Trained new distributors in sales concepts. Brought all recently trained distributors together to exchange marketing and sales ideas.
- Introduced the concept of alternative crops such as hybrid varieties with shorter growing spans to prevent massive crop failure.
- Taught 3 farmers how to improve their soil preparation and planting techniques and helped them develop crop monitoring systems for their farms.
- Demonstrated safe chemical application methods and the most effective ways to utilize chemical inputs.

September 30, 1995

AGRIBUSINESS VOLUNTEER PROGRAM
Project Impact Statement

PODDERZHKA FARMERS INSURANCE COMPANY

Project: Podderzhka was established in October, 1991 by AKKOR, the Russian private farmers association. The company has affiliate offices in 41 cities throughout Russia. It sells crop, vehicle, property, casualty, life, and health insurance. It is first among the one-thousand new Russian insurance companies servicing farmers. CNFA created a long-term technical assistance partnership between Nationwide Insurance and Podderzhka in July 1994 with the objective of building the company.

Participants: During 15 months, 8 Nationwide experts spent 4 person-months. CNFA staff visited Podderzhka on a monthly basis, representing .75 person-months of work.

Reverse Exchanges: 7 managing directors of Podderzhka spent 3.5 person-months of training with 350 people in Iowa, Ohio, Wisconsin, New York and Washington.

Beneficiaries: Person-to-person assistance provided to 386 Podderzhka employees, including 154 women, and indirect assistance to over 20,000 private farmers.

Principal Impacts to Date:

- Conducted 3 workshops for 200 employees on policy contracts, computerization, financial services, accounting, premium rates, mutual insurance, reinsurance, investment, risk management, and exchanging information between branches.
- Counseled Podderzhka Volgograd on strengthening relations with AKKOR Volgograd using US farm association-insurance company relations as a model.
- Helped increase employment by 28% to 386 employees at 41 affiliate offices.
- Helped sell 55% more policies over a 16-month period, increasing policies to 30,470.
- Demonstrated methods of managing claims and issuing crop insurance.
- Seeking to translate 2 insurance manuals for use in Podderzhka training programs.
- Helped design an Advanced Underwriters Training Center which will open in the next year.
- Helped create a statistical data base similar to Nationwide's in 7 branches.
- Helped draft plans for a Russian Credit Alliance which will enable Russia to join the World Credit Alliance.
- Helped the Perm branch open a credit center providing loans to customers.
- Helped establish a U.S. style insurance agency in the Perm and Cheboksary regions.

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WESTERN FOODS JOINT VENTURE

Project: Western Foods is a US-Ukrainian joint venture meat processing company established in 1993. Its key objective is to establish a modern meat processing system based on western health and safety standards, producing 17 different quality cuts of meat and new meat products for the Kiev market. There are processing facilities in Kiev and Khmelnytsky six hours west of Kiev.

Participants: During 24 months, 13 volunteers spent 5.5 person-months at 2 CIL sites. CNFA staff visited 13 times for 1 person-month of work.

Reverse Exchanges: None to date.

Beneficiaries: Person-to-person assistance provided to 25 managers and employees of whom 4 are women.

Principal Impacts to Date:

- Five marketing and sales specialists have provided over 240 hours of training to 10 employees in sales techniques and reporting, marketing strategies, and business planning.
- Created 15-page personnel training manual and implemented procedures for 20 employees.
- Developed customer-call procedures and guidelines for 6 salespersons.
- Introduced 5 western-style pork products, increasing CIL sales an estimated 30%.
- Trained 10 employees on maintaining a sanitary meat-processing facility.
- Provides highest quality of meat to 30 supermarkets and 25 restaurants.
- Trained 10 employees in western cuts of meat such as T-bone steaks and pork chops.
- Developed and implemented food-safety guidelines.
- Helped find a sausage-making facility for the company.
- Created business plan which targets a \$1.5 million capital investment need.

September 30, 1995

KIEV-ATLANTIC UKRAINE

Project: Kiev-Atlantic Ukraine was established as a US-Ukrainian joint venture in 1993. The overall objective is to establish a regional marketing, supply, and processing center in the Myronivka District one hour south of Kiev. Local farmers exchange their produce for fuel, grain, and equipment with Kiev-Atlantic which in turn sells the products on the international market.

Participants: During 16 months, 6 volunteers spent 4 person-months. CNFA staff made 3 evaluation visits, representing .25 person-months of work, and maintained regular communication.

Reverse Training: None to date.

Beneficiaries: Person-to-person assistance provided to 60 employees at the head office and the main project site in Myronivka. Of the 60 employees, 3 are women.

Principal Impacts to Date:

- Helped 270 farms gain independence from the state grain elevator system by exchanging grain for fuel. Increased scarce farm fuel supplies substantially.
- Former volunteer became in-country project manager and helped design a 30,000-ton grain elevator.
- 3 construction specialists created a cement mixing site that reduced concrete costs by 50% and produced a stronger concrete mix.
- Trained 25 employees in the use of advanced western construction tools.
- Conducted over 500 hours of instruction on western building practices.
- Helped institute a successful wage incentive program that provided increased wages to the most productive workers.
- Trained 20 farmers and farm managers on the application of fertilizer inputs which will double output.
- Increased worker productivity at the field site by 50%.
- Trained 2 trainers of future construction crews.
- Taught the technique of "tying steel", as opposed to welding, which resulted in 50% increase in bonding building parts together while reducing welding costs.
- Provided 40 hours of training on accounting and word-processing software to 3 administrative staff members, increasing office productivity 100%.
- Designed an office computer system for headquarters in Kiev.

September 30, 1995

WOMEN'S ENTERPRISE AND LEADERSHIP INITIATIVE IN UKRAINE

Project: In April 1994, CNFA initiated the Enterprise and Leadership Initiative. The primary objective are to identify women leaders in agriculture and business in Ukraine, develop project proposals for funding, establish international relationships and empower women to take initiative in fields dominated by men.

Participants: During 17 months, 16 volunteers spent 8 person-months in Ukraine. CNFA staff made 11 trips, representing 1.75 person-months, and maintained regular contact.

Reverse Exchanges: 28 women received training in women's committee work, small-scale canning, micro-enterprise training and management.

Beneficiaries: Person-to-person contact was made with approximately 600 people, of whom 95% are women. These women were predominately leaders in their community and field, dairy and line workers.

Principal Impacts to Date:

- Produced a powerful 25-minute documentary entitled "*Harvest of Hope*" about the struggle and progress of women in business and agriculture in Ukraine. Viewed by 500 people at American Farm Bureau Annual General Meeting and 7,000 people at UN Conference on Women in Beijing, and 10,000 Ukrainians on national television.
- Planned 3 community canning projects owned and operated by women. Currently seeking funding for those projects.
- Developed a working network of women in 12 of 25 provinces.
- Helped start the Union of Women in Agribusiness and provided information on product sourcing, marketing channels, and trading partners.
- Developed business plans for milk processing and flour mills owned and operated by women.
- Created development plan for post-privatization phase of Teofipol Food Processing Plant.
- Helped prepare marketing brochure used by managing director of the Teofipol Food Processing plant during participation in an OPIC delegation mission to the United States in August 1994.
- Built women's confidence in their potential success in fields traditionally dominated by men.
- Established a partnership with the American Farm Bureau Women's Committee. Women's Committee has raised \$30,000 to date in support of community canning project.

September 30, 1995

FREEDOM FARM INTERNATIONAL

Project: In 1992 four privatizing collective farms in Kherson province of southern Ukraine formed a joint venture with Freedom Farm International, a small Illinois/Ohio company. The 10-year joint venture is introducing soybeans, hybrid corn, new equipment, proper use of chemicals, post-harvest storage and handling of grain, marketing and modern management practices. Of 44,000 total acres on these 4 farms, 9,600 acres are being utilized as the Freedom Farm model to show the region how a private agribusiness enterprise operating under the principles of a free market economy works.

Participants: During 30 months, 21 volunteers spent 25.2 person-months in Kherson. CNFA staff made 9 project assessment visits, representing 2 person-months, and maintained regular contact.

Reverse Exchanges: 18 agronomists, managers, and farmers trained at the University of Illinois soybean program and visited Illinois farms, receiving 72 person-weeks of training in farm management, feed processing and market conomics.

Beneficiaries: Person-to-person assistance provided to over 150 people, including 5 women.

Principal Impacts to Date:

- Introduced no-till farming in 1992 where none existed previously. In 1995, over 39,000 of the 44,000 acres now uses no-till method of planting.
- Constructed four 2,500-ton grain storage bins which are operating at full capacity. Storage capacity to be increased by 6,000 tons by 1996.
- Created a purchasing and processing co-op creating feedmeal out of soybeans with 8 area farms.
- Serves as a model for a free market system in the region.
- Introduced soybeans and 3 new hybrid varieties of corn as new crops in the region successfully.
- Introduced advanced irrigation techniques for all corn, soybean, and sunflower crops.
- Introduced advanced and safe weed control practices and proper agro-chemical application on the 9,600 acres.
- Trained 150 farmers on use and maintenance of western combines, tractors and sprayers.
- Improved work ethic for more than 100 Ukrainian farmers by using incentive-based contracts.
- Increased crop yields by 30% due to effective pest control, improved irrigation and tilling, improved work ethic, new varieties of seed and better management.

September 30, 1995

IVANO-FRANKIVSK AGRICULTURAL DEVELOPMENT PROJECT

Project: In 1994, CNFA began working with the Ivano-Frankivsk Province Ministry of Agriculture with the objectives of improving the milk and meat processing systems in the province, providing management training, identifying organizations for potential joint-ventures and identifying alternatives to the state purchasing and procurement system.

Participants: During 13 months, 2 volunteers spent 2 person-months in the region. CNFA staff made 4 project assessment visits, representing 1.5 person-months, and maintained regular communication.

Reverse Exchanges: 2 regional official, 3 farm managers (2 women) participated in training at the University of Kentucky in agriculture and the market economy.

Beneficiaries: Person-to-person assistance provided to 120 people in the three provinces, including 3 women.

Principal Impacts to Date:

- Recommended the development of a regional agricultural commodity market.
- Helped to organize structure and draft by-laws for *Association of Private Producers and Private Processors* of 8 newly formed local organizations consisting of 25 people, serving 120 private farmers.
- Helped *Association of Private Producers and Private Processors* organize system of 6 milk collection points throughout the region. Planned establishment of 3 milk and cheese processing plants.
- Provided moral support to the local Ministry of Agriculture in the face of opposition to market reforms by national officials.
- Identified 9 potential joint-venture opportunities in meat, milk, fruit and berry processing.
- Provided 80 hours of management training to Director of Ivano-Frankivsk Ministry of Agriculture, increasing administrative efficiency.
- Conducted seminar for 20 business people on drafting business plans.
- Advised 23 members of a newly formed cooperative on marketing, seeds, fuel, and mineral fertilizers.

AGRIBUSINESS VOLUNTEER PROGRAM
Project Impact Statement

CRIMEA FARMERS ASSOCIATION - CALIFORNIA FARM BUREAU PARTNERSHIP

Project: In March 1994, CNFA created a five-year cooperative partnership between California Farm Bureau and the Crimea Farmers Association. The central objectives are to strengthen private farming, build the farmers association, and introduce western food-processing practices. The Crimean Farmers Association started in 1991 and has a membership of 480 private households (1,872 people).

Participants: During 18 months, 7 volunteers spent 3.5 person-months in Crimea. CNFA staff made 6 project assessment visits, representing 1 person month, and maintained regular contact.

Reverse Exchanges: 2 association officials, 1 agribusiness specialist and 5 farmers visited the California Farm Bureau for a total of 16 person-weeks of training in farm bureau operations delivered by 50 individuals. University of California, Davis conducted seminars for 4 participants on extension services, agricultural education, production for market, processing, and marketing.

Beneficiaries: Person-to-person assistance provided to 517 people, of which 270 were farmers (11 women), 2 farm association officials, 15 government officials, and 230 students (38 female).

Principal Impacts to Date:

- Following volunteer recommendations, the farmers association submitted 6 resolutions to the Crimean Parliament on land reform, land payments, types of property ownership, and tax policy.
- Made videotape of California Farm Bureau Operations, food processing and California agriculture practices and showed film to 500 farm members in Crimea.
- Held 5 district-level workshops in Crimea on farm management and marketing concepts for 110 private farmers.
- Conducted seminars for 20 farmers and 230 people at the Maharaj Institute for Viticulture and Simferopil Agricultural Institute on vineyard maintenance and preventing root louse and plant lice.
- Advised 8 grape processors on improving efficiency and cost-effectiveness.
- Advised 100 farmers, officials, and cold-storage on methods to reduce spoilage.
- Improved the reputation of the private farmers association.
- Explained the evolution of US farmers from small plots to large businesses, building confidence in the potential success in private farming. Provided moral support for farm association members in face of severe constraints.
- Trained farm association president and vice president on preparing grant applications to the European Bank of Reconstruction and Development.

EKKO LABELLING JOINT-VENTURE

Project: The US company International Venture Management (IVM), CNFA, and Ekko a new Ukrainian private company in Lviv located in western Ukraine have formed a partnership. Ekko produces paper labels for food and other products. The company, which is in the start-up phase, will make high quality western style labels for sale to other companies in western Ukraine.

Participants: Over 12 months, CNFA staff made 2 project trips, representing .06 person-months. The initial volunteer assignment is scheduled for fall 1995.

Reverse Exchanges: IVM sponsored Ekko's Director for 3 weeks training on labelling equipment that will be shipped to Ukraine.

Beneficiaries: Expected beneficiaries will be the 20 management and staff of Ekko.

Principal Impacts to Date:

- Developed Technical Assistance Protocol between CNFA, IVM, and Ekko with the objective of company development.
- Identified first volunteer that will provide 120 hours of training on a Flexographic labelling machine, and general management skills.
- Helped provide 120 hours of technical training on labelling machinery.

September 30, 1995

AGRIBUSINESS VOLUNTEER PROGRAM
Project Impact Statement

KHERSON FARMERS ASSOCIATION - KANSAS FARM BUREAU PARTNERSHIP

Project: In June 1993, CNFA created a five-year partnership between the Kansas Farm Bureau and the Kherson Farmers Association in the southern Ukraine. The central objectives are to strengthen private farming, build the farmer's association, and stimulate agribusiness development. The Kherson Association started in 1991 and has a membership of 1,900 private households (7,410 people).

Participants: During 28 months, 12 Kansas volunteers spent 6 person-months in Kherson. CNFA staff made 10 project assessment visits, representing 1 person-month, and maintained constant contact.

Reverse Exchanges: 3 association officials and 2 farmers visited the Kansas Farm Bureau. They received 10 person-weeks of training in farm bureau operations from 55 people in Kansas and Washington.

Beneficiaries: Person-to-person assistance provided to 480 people. Of those, 475 were farmers (5 women) and 5 were farm association officials.

Principal Impacts to Date:

- While in Kansas, 5 participants learned about farm bureau member services, policy formation, communications, governance, federation structure, lobbying, finances, insurance, property, employment. Kansas now serves as a model for developing the farmers association.
- Helped build confidence and belief in ultimate success of private farming. Provided moral support for association members in face of severe constraints.
- Increased the stature of the private farmers association in the eyes of farmers, government officials, and the public.
- Conducted 3 district-level workshops for 150 farmers on building farmers' organizations and forming coops.
- Trained 2 association officials in how to make grant applications.
- Introduced Western management system for raising soybeans to 65 farmers. Demonstrated yield increase using 12 soybean varieties. Yields to increase by 33% on 500 hectares. Improved quality of soybean seed.
- Instructed 100 farmers on proper soil tillage, application of agrochemicals, and increased efficiency of planter usage.
- Introduced no-till planting on 5 farms.
- Demonstrated more efficient use of cold storage facilities to 80-100 farmers, facility operators, and city officials.
- Helped 7 Kherson farmers find buyers for their produce outside the province.

AGRIBUSINESS VOLUNTEER PROGRAM
Project Impact Statement

FARM EQUIPMENT SERVICE CENTER

Project: CNFA and Counterpart have started a farm equipment repair project with the private farmers associations in Lviv, Lutsk, and Ivano-Frankivsk. The plan is to set up seven farm repair service centers outfitted with surplus US military machine tool and repair shop equipment brought in from US bases in Germany. The farmers will run the centers for the following purposes: 1) keeping farm machinery running, 2) improving transportation of produce, fuel, and supplies, 3) increasing refrigeration available to farmers, 4) expanding lab services to farmers, and 5) raising revenue for the associations.

Participants: During 9 months, 4 volunteers spent 3.5 person months in western Ukraine. 2 CNFA staff members made 2 project assessment visits for .5 person-months and maintained regular communication.

Reverse Exchanges: None to date.

Beneficiaries: Person-to-person assistance provided directly to 12 farm leaders, including 3 women. This project will work with 1,500 farm households (5,850 people) in 7 districts of Lutsk, Lviv and Ivano-Frankivsk.

Principal Impacts to Date:

- Help farmers to design a market-oriented farm repair and distribution system for 3 provinces.
- Helped create operational policies and procedures for the project, such as staffing, method of payment, charges for services, planned growth, and profit generation.
- Designed program with active farmer participation and grass-roots decision-making.
- Organized first shipment from Germany which supplied one regional association with 19 boxes of tools, hydraulic and regular jacks, engine stands, vices, and service shop furniture.
- Identified the 7 service center sites.
- Planned 2 follow-on shipments over the next year.
- Helped build motivation, social responsibility, and empowerment of farmers.

September 30, 1995

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LVIV FARMERS ASSOCIATION - WISCONSIN FARM BUREAU PARTNERSHIP

Project: The Lviv Farmers Association was founded in 1991 and has a membership of 1,200 families (4,680 people). In October 1993, CNFA created a five-year cooperative partnership between the Wisconsin Farm Bureau and the Lviv Farmers Association in western Ukraine. The central objectives are to develop the private farmers association, help make private farming a success, introduce western farm building construction practices, identify viable milk processing projects, and produce a newspaper for farmers.

Participants: 7 volunteers spent 3.5 person-months over 24 months in Lviv. CNFA staff have made 10 project assessment visits, representing 0.65 person-months and maintained constant contact.

Reverse Exchanges: 1 association official, 6 farmers and 1 agribusiness manager visited the Wisconsin Farm Bureau. A total of 45 people provided 16 person-weeks of training in farm bureau operations, dairy cattle production, beef and swine production, cheese-making, building construction designs, soil testing, and farming practices.

Beneficiaries: Person-to-person assistance provided to 242 people. Of those, 235 were farmers (6 women) and 7 were farm association officials (1 woman).

Principal Impacts to Date:

- Trained 5 district presidents in farm bureau operations, member services and business planning preparation in Wisconsin.
- Helped establish farmers newspaper with 3,000 subscribers. Introduced advertising as method to pay paper expenses, improved newspaper layout, and contributed articles.
- Conducted seminar for 40 farmers on new designs for farm building construction.
- Established a library with reference material on farm building construction designs.
- Held a workshop for 30 farmers on improved dairy and hog pen designs, ventilation techniques, and improved drainage.
- Helped 4 farmers develop a business plan in milk processing.
- Identified and evaluated milk processing and packaging equipment for 7 potential milk processing plants.
- Advised 40 farmers on soil testing techniques.
- Trained association officials on creating for grant applications.
- Helped farm association survive during leadership difficulties.

B. Volunteer Impact Statements

AVP staff prepare individual impact statements for each of the volunteers fielded. We have included Impact Statements for those volunteers fielded during the reporting period from July 1, 1995 to September 30, 1995. Some of the Impact Statements have not been completed because the volunteers are still in the field. There are also a few impact statements attached that were prepared for volunteer assignments initiated during the previous quarter but not completed until the current reporting period.

The following individuals initiated travel under the volunteer program during the period from October 1, 1994 to September 30, 1995. Impact Statements are attached.

Ahrent, Martha †	Floyd, Matthew †	Lamb, Brian	Ray, Jeffrey
Albrecht, Robert	Foster, Brian	Larson, Larry	Reinhardt, Linda
Allen, John	Frank, Gary †	Laub, Don	Reinmuth, Dennis
Allen, Linda	Freese, Phil	Lazerov, Manuel	Richards, Ursula
Allen, Richard	Gashler, Kurt †	Leith, Dennis	Roberts, Pat
Balsler, Dick †	Gembrowski, Tony † *	Lettner, Richard	Rosen, Carl
Bell, Maxine † (2)	Gudmestad, Neil	Lindquist, Gordon	Schaffer, Craig
Bieri, Fred	Hackman, Vincent	Marquart, John †	Scherer, Tom
Bort, Myron	Halperin, Sanford	Marshall, Joseph	Schnell, Collin
Brocka, James	Hamblin, David	Melnykovich, George	Scott, J.T. †
Brocka, Leroy	Hanson, Edward	Meyer, Milton	Sharma, Rita
Brown, Terry	Harthoorn, Craig	Miller, Bud †	Shmorhun, John
Buckalew, James	Henderson, Paul	Miller, Tim	Smith, Larry
Bueling, Jim	Henry, John † (2)	Nelson, Peter	Sowden, Tom †
Buttermore, Gary †	Hetrick, Dan †	Nelson, Tyre	Spring, Warren
Chaikivsky, Michael (3)	Hill, Rusty	Nichols, Dick (2)	Stamets, Lilly
Claybrook, Ron †	Horken, Michael	Noyes, Ron	Stamets, Paul
Coats, Pat	Hughes, Lori †	Orf, James	Stone, Gary
Cowell, Robert	Illsley, Norman † (4)*	Ourant, Robert	Stoysich, Rudolph †
Crandall, Larry †	Jaicks, David	Pankey, Victor	Tande, Larry
DiFonzo, Christina	James, Roger †	Peterson, David	Tarr, John † (3)
Dill, Tony †	Johnson, Keith	Philips, Samuel	Thompson, David
Doane, Gary (2)	Jones, Robert (2)	Pipho, Robert	Traver, Dick †
Earl, John	Karukstis, Paul	Pullen, Michael	Walker, Chuck
Eller, Jim	Kleckner, Dean	Radcliffe, Edward	Warthen, Wake † (3)
Feuerstein, Ron	Klemme, Kenneth	Ragsdale, David	Wyman, Ron (2)
Fields, Joe (2)	Kreps, Fred	Rahjes, Doyle (2)	Yungclas, Bruce
Fishman, Brad † (2)	Kutter, Tony † (2)	Randall, Michael †*	Zeller, David

† AVP Volunteer during Fourth Quarter

* Still on assignment at end of Fourth Quarter

(#) Indicates number of times volunteer went on assignment during FY95

**CITIZENS NETWORK AGRIBUSINESS ALLIANCE
VOLUNTEER PROGRAM**

Volunteer Impact Statement

CNAA Volunteer: Maxine Bell, Martha Ahrent, Lori Hughes

Host Enterprise: AKKOR Women's Committee

Dates at Site: August 23 - September 6, 1995

Assignment Summary: The American Farm Bureau Women's Committee and the Russian Farmers' Association (AKKOR) Women's Committee began working together in 1995 to provide mutual encouragement and develop Russian agriculture through a series of exchanges and workshops. As part of an ongoing project, three American women traveled to the 4th Annual St. Petersburg Agriculture Fair leading three seminars to educate their Russian counterparts about farm bureau structure, government relations, and Young Farmers. They were also part of several round table discussions covering extension and fundraising topics.

Principal Impacts:

- (1) Conducted a series of seminars and round table discussion on developing agriculture during the 1995 World Fair Farmers Fair.

Result: These seminars taught 169 Russian participants about the Young Farmer Organization, Womens Committee and government relations. Over 70% were women.

- (2) The Russian Young Farmer Committee elected a new president, agreed on its objectives and is now motivated to begin promoting the status of Russia's Young Farmers through organized activities

Result: An entire new organization was formed from concepts and ideas presented by the three American women. A thriving partnership is now in place with information exchanges taking place.

- (3) 45 participants learned simple ways to raise funds for their organizations including raffles and sales utilizing member services or skills. A mock raffle was conducted.

- (4) Participants gained realistic insight into how governments and farmers associations work with farmers in a market economy. Russian and American farmers began to understand each other's situation and established relationships based on mutual respect and international friendship.

Result: Lines of communication were opened between Russian and American women farmers and will be maintained through active information exchange, facilitated by CNFA.

Beneficiaries

Direct: 169

Indirect: over 500 women and private farmers in Russia, especially in the St. Petersburg area.

Long-term Impact:

- (1) Collaborative exchanges and reverse exchange training activities were planned and tentatively scheduled for late winter/early Spring next year for follow-up seminars on topics focusing on leadership and extension.



CITIZENS NETWORK AGRIBUSINESS ALLIANCE VOLUNTEER PROGRAM

Volunteer Impact Statement

CNAA Volunteer: Richard Balsler
Host Enterprise: Kiev-Atlantic, Ukraine
Dates at Site: September 17 to October 9, 1995

Assignment Objectives:

- 1.) Provide local farm managers with the skills and techniques to utilize resources more efficiently. Specifically clarifying the relationship between available inputs and the methods of allocating those resources to maximize outputs.
- 2.) Assist with the development and implementation of a marketing strategy, focusing on fertilizers and other farming inputs.
- 3.) Mr. Balsler will work with Kiev-Atlantic Directors, providing guidance and expertise in organizational development related to establishing a joint venture in the L'viv Oblast.
- 4.) Hands on training include; planting a part of land available and fallowing the remaining, describe various soil tillage methods, and the use of no/minimum-till equipment.

Assignment Summary:

Farmers in the Kiev region rarely or never use fertilizer as a farming input. As a result, in the past 10 years production has decrease by almost 50% in the region. Mr. Balsler was assigned the task of meeting with local farm educators and leaders to discuss the importance on farming inputs and the direct correlation to increased outputs.

Principal Impacts:

- 1) Counseled 36 farmers and educators on 9 farms with an average size of 2,500 hectares.
Result: Discussed the importance of investing in farming inputs that can lead to a 50% increase in crop production.
- 2) Met with 2 soil researchers at the Agricultural Institute.
Result: Re-enforced the need for soil testing which has not be done in the past 10 years, and discussed the importance of teaching fertilizer practices to local farmers.
- 3) Instructed farmers on the benefits of higher-profit crops and crop rotation.
Result: Counseled 36 farmers on the benefits of introducing crops like oilseed and peas with the potential of raising profits 25%.

Long-term Impacts:

- 1.) Farmers will learn to produce crops which are financially rewarding, but keeping in mind the needs of crop rotation for good soil stewardship.
- 2.) As a result, increased profitability is expected.
- 3.) Farmers will achieve more sustainability, and decrease reliance upon Western imports.
- 4) Increase in land productivity in the following areas; fertility, solving the problems of weed control, and soil erosion.

Beneficiaries:

Direct:	Men: 30	Women: 6
Indirect:	Men: 500	Women: 100

CITIZENS NETWORK AGRIBUSINESS ALLIANCE VOLUNTEER PROGRAM

Volunteer Impact Statement

CNAA Volunteer: Gary Buttermore
Host Enterprise: Russian Farms Community Project, Dmitrov region, Russia
Dates at Site: September 1 - 19, 1995

Assignment Objectives:

- (1) Review the operations, management and employee skill level of the joint venture sawmill operation;
- (2) Recommend improvements and develop a business plan that better utilizes market economics principles.

Assignment Summary:

Buttermore reviewed the operations, management and employee skill level of a joint venture sawmill that employs eight (8) workers. The Russian Farms Community Project (RFCP) reinvests 50% of the profits from the sawmill into the training center, seminars and demonstration plots. Buttermore will submit a business plan to the mill director advising on operational improvements for the sawmill with goal of improving efficiency.

Principal Impacts:

- (1) Buttermore was on-site with the sawmill manager and eight (8) employees approximately eight (8) days of the assignment, totalling a potential 576 person hours of training.
Result: Buttermore will draft business plan advising methods to improve efficiency.
- (2) Buttermore reviewed current financial management practices and recommended changes to mill director.
Result: Advised making financial records available to sawmill owners. Also recommended using a standard sales form for each individual order.
- (3) Buttermore identified machine operating speed was too slow and workers worked too slowly. Buttermore advised that could increase productivity by 100% if maintained saw speed and reduced time between logs cut by 75% (from 14 to 3 minutes).
Result: While Buttermore watched, saw speed was doubled. Buttermore recommended creating a variable incentive system, such as profit sharing.
- (4) Buttermore identified labor management as a principle weakness.
Result: Recommended reducing work hours from sixty (60) to forty (40) hours per week with all hours, including lunch break, utilized for sawmill related work only.
- (5) Buttermore conducted informal market survey.
Result: Advised that sawmill concentrate on unique products produced for greater profits.

Beneficiaries

Direct: 13 (8 employees, 5 owners)
Indirect: 70 (50 farmers and homesteaders, 20 timber suppliers)

Long-term Impacts:

- (1) Increased worker productivity/efficiency
- (2) Improved supply of quality lumber to region
- (3) Increased revenue in local economy and project

CITIZENS NETWORK AGRIBUSINESS ALLIANCE VOLUNTEER PROGRAM

Volunteer Impact Statement

CNAA Volunteer: Ron Claybrook
Host Enterprise: Kherson and Crimean Farmers Associations, Ukraine
Dates at Site: September 11-25, 1995

Assignment Objectives:

1. Evaluate storage facilities available to private farmers for storage, both on and off farm
2. Recommend a cheap and practical method to improve the effectiveness of an electrical ventilation system that vents air trapped inside.
3. Recommend low cost and practical method(s) of adapting units that use natural ground temperature cooling (facilities are 2/3 buried underground).
4. Provide data on optimal harvest period for crops.
5. Recommend low cost practices to increase shelf life of fruits and vegetables and instruct staff.
6. Develop an organizational structure to improve timely delivery of fruits and vegetables.

Assignment Summary:

Ron is a first time volunteer. He has worked in refrigeration since 1965 and has owned his own business since 1975. He met with the farm associations in Kherson, Crimea and Kakhovka and discussed improved methods of storing crops. Most significantly, he lectured 45 students and professors at the Crimean Agricultural Institute and initiated the process whereby the Kherson City Council will decide whether to allow private farmers access of a mechanical storage facility.

Principal Impacts:

- (1) Examined cold storage facility (2/3 underground) made available by city of Kherson for private farmers. Found facility to be inadequate (only satisfactory for storing crops late fall through early spring). Discovered previously unknown and currently inactive mechanical refrigeration facility with three (3) large, independently controlled rooms.
Result: Recommended reactivating mechanical facility. Approached city council for permission to use as storage for private farmers. Decision pending meeting between city officials and Yuri Berlin.
- (2) Delivered a two (2) classroom lectures on refrigeration practices and technology: one to 45 students and instructors at the Crimean Agricultural Institute and another lecture to ten (10) professors at the Agricultural Ministry.
Result: Recommended reducing time necessary to move harvest from field to storage from two (2) days to two (2) hours (US standard). Also recommended sort product on field to reduce spoilage, rather than at plant. Both measures expected to decrease spoilage by 50%.
- (3) Examined marketing and distribution system.
Result: Regional market is saturated with vegetables, causing very low price that does not cover cost of refrigeration. Recommended developing distribution system and expanding into market outside of region (i.e. Russia or Europe).
- (4) Conducted seminar for 20-30 farmers on harvest schedules and storage techniques to decrease spoilage.

Beneficiaries

Direct: 80-100 (students, professors, farmers, city officials, facility operators)
Indirect: 9,200 (farmers in region)

Long-term Impacts:

- (1) Mechanical storage facilities for regional private farmers
- (2) Increased shelf life for products, causing increase in products available
- (3) Expanded distribution system for products

CITIZENS NETWORK AGRIBUSINESS ALLIANCE VOLUNTEER PROGRAM

Volunteer Impact Statement

CNAA Volunteer: Tony Dill
Host Enterprise: Krasnodar region farmers
Dates at Site: September 15-29, 1995

Assignment Objectives:

- (1) Assist farmers in applying market-oriented farm management practices.
- (2) Provide technical assistance to cotton growers and assess the feasibility of developing the cotton industry in Krasnodar.
- (3) Advise farmers on farm business management techniques including the use of credit, financial management, marketing and further processing (value added products).

Assignment Summary:

Tony is a first time volunteer and president of the Terry County Farm Bureau. He met with private farmers in Belorechensk, Kommunar, Korenovskii and Anapskii rayons and discussed improved harvest and storage techniques for vegetables. He also met with the president of Krasnodar AKKOR and advised on the structure of the Texas Farm Bureau. Most importantly, Tony conducted follow-on activities with 5 reverse exchange participants.

Principal Impacts:

- (1) Met with president of Krasnodar AKKOR and discussed farm insurance and its link to increasing membership, elections, and farm bureau input on creating legislative policy.
Result: Texas Farm Bureau will send additional information on county farm bureau governing structures, the relationship between state and county farm bureaus, the relationship between farm bureau and insurance companies, and copies of articles of incorporation.
- (2) Conducted follow-on activities with 5 reverse exchange participants.
Result: Observed that participants among first in region to construct storage facilities for purpose of selling during winter when prices are higher and that 3 participants process crops on farm (value-added products), increasing profits. Also, 1 participant will feed sorghum to cattle to increase protein intake.
- (3) Advised 20 farmers (2 reverse exchange participants) to expedite harvest by filling trucks while harvesting, rather than stopping to load, and building additional storage facilities.
Result: Coop expects to improve efficiency by 75%. Storage facilities will reduce transportation time from field to elevator.
- (4) Advised 20 farmers on (2 reverse exchange participants) on improving chances of receiving bank loan at lower interest rate.
Result: Recommended maintaining complete records to demonstrate history of profitable operations.
- (5) Advised 1 reverse exchange participant on cotton production, including problems to expect, methods of controlling plant height and improved cultivation techniques.
Result: Farmer will maintain test plot of 1 acre using new techniques.

Beneficiaries

Direct: 30 (farmers, AKKOR official)
Indirect: 21,000 (farmers in region)

Long-term Impacts:

- (1) Improved organizational structure for AKKOR
- (2) Increased harvesting efficiency for 3 coops, leading to reduced spoilage and waste.
- (3) Reintroduction of cotton into Krasnodar region.
- (4) Understanding of using banks as method of financing farm operations.

Impact Statement

CNAA Volunteer: Matthew Floyd, Kurt Gashler, Larry Crandall

Host Enterprise: Kiev-Atlantic

Dates at Site: June 20 to September 16, 1995

Assignment Summary:

The three volunteers assisted with the construction of an agricultural service and processing center that purchases excess yields from local farmer in exchanges for fuel, seed, or hard currency. Kiev-Atlantic (KA) in turn sells the excess yield on the international market. Volunteers introduced western methods of agricultural construction, tools, work ethic, and computer skills to KA's construction crew.

Principle Impacts:

- (1) Volunteers worked with Ukrainian construction crew in the construction of a Batch Plant. Prior to this construction, KA was forced to pay excessive fees for inferior concrete, and forced to accept the unreliable delivery of concrete from outside sources.
Result: KA has reduced their concrete costs by over 50%. KA now produces a superior mix of concrete, which will result in stable structures.
- (2) Volunteers provided training to 20-25 Ukrainian workers on western tools and methods of construction. Volunteers worked eleven (11) hours a day, sometimes six (6) days a week resulting in over five hundred (500) hours of instruction. Assisted with a wage incentive program that provided increased wages to the most productive works.
Result: Increased worker productivity by 50%. Increased awareness of work place safety as it relates to the use of heavy equipment. Increased the work day from eight (8) hours to ten (10) plus hours with an emphasis on quality. Trained trainers of future construction crews associated with KA.
- (3) Volunteers instructed worker on the efficiency of "tying steel" as opposed to welding the steel. This was a completely new western technology for the Ukrainian crew.
Result: The welding of steel was phased out and all members of the crew (20-25) were able to "tie steel". This new method increases productivity by 50%, and reduces the cost of welders.
- (4) Volunteers worked with three (3) women administrative staff on computer training. The volunteers provided forty (40) hours of training on general accounting and wordprocessing software.
Result: The women have phased out the use of the typewriter. Increased work productivity 100%. They have converted payroll accounting to the computer for better accuracy and efficiency.

Long-term Impact:

- (1) Increased worker productivity/efficiency through western methods of construction.
- (2) The construction of quality storage facilities with an increase in structural integrity by 50%.
- (3) The EBRD will use this facility as a model for other similar projects.

**CITIZENS NETWORK AGRIBUSINESS ALLIANCE
VOLUNTEER PROGRAM**

Volunteer Impact Statement

CNAA Volunteer: Gary Frank
Host Enterprise: Western Foods
Dates at Site: September 24 to October 6, 1995

Assignment Objectives:

- 1) Volunteer will provide Western Foods with the financial portion of the business plan with sensitivity and break-even analysis.
- 2) Will develop the feasibility of the pro forma income and expense statements, and the proposed repayment schedule.
- 3) The volunteer will produce a final document that will attract investors, and strengthen Western Foods's position with financial institutions.

Assignment Summary:

Gary Frank worked with the President of Western Foods to develop a financial statement. Frank was able to create a document that will attract investors, and strengthen Western Foods's position with financial institutions. Counseled Western Foods staff on the importance of proper accounting procedures.

Principal Impacts:

- (1) Created a 38-page financial statement.
Result: Increases Western Foods position for \$1.5 million loan, and will attract interested investors.
- (2) Met with a Canadian investor interested in financing businesses in Kiev.
Result: Canadian investor will present Western Foods to the board for review and possible investment of the \$1.5 million.
- (3) Trained 2 employees in developing a financial statement.
Result: Provided over 80 hours of training in the area of financial planning.
- (4) Worked with Peace Corp volunteer in developing an accounts payable program.
Result: Helped developed a 30 day payable schedule.

Long-term Impacts:

- (1) Provided Western Foods with a working financial statement that can be updated quarterly.
- (2) Western Foods will use the financial statement when applying for loans.
- (3) Increased financial capital will lead to an increase in jobs and a higher quality of meat provided to the Kiev market.

Beneficiaries:

Direct: Men: 3 Women: 0
Indirect: Men: 1,000+ Women: 1,000+

**CITIZENS NETWORK AGRIBUSINESS ALLIANCE
VOLUNTEER PROGRAM**

Volunteer Impact Statement

CNAA Volunteer: John Henry
Host Enterprise: Sierra-Caucasus Development Project
Dates at Site: August 12-29, 1995

Assignment Summary: To assist and train project participants in new methods of orchard and nursery management. Focussed primarily on apples and grafting scions to the newly acquired western rootstocks. These rootstocks will be a major improvement to the decaying, aging existing orchards, and will greatly improve the quality and quantity and variety of fruit produced. Trained private horticulturists in western grafting methods. Visited the Agricultural Institute Research station with the group to expose them to new orchard technology.

Principal Impacts:

- (1) The volunteer evaluated the need and opportunity to establish long-term joint enterprises that would foster economic development. Also, to review the existing fruit (in particular: apples) resources, equipment, facilities and orchard practices as well as evaluating the suitability of the area for fruit packaging, storage and processing.
Result: Created a demonstration plot which has resulted in interest from neighboring farms for new fruit technology.
- (2) Established a stool bed, for the production of future root stock which was demonstrated and completed successfully and is now operational. At this time the mounding of soil around the plants has been initially completed with instructions for the future care and harvest of root stock.
Result: Future orchard practice introduced and adopted by orchard growers which will result in greatly improved trees less susceptible to diseases.
- (3) The volunteer delivered 300 pieces of scion stock with 5-10 buds on each scion to the project. Instructed and grafted 1300 trees while another 600 trees were kept for root stock production. The survival rate for the trees is expected to be about 80-85%.
Result: Current orchard yield is 20-25 tons per hectare - with these newly grafted rootstocks production is expected to be 40-45 tons per hectare.
- (4) Visited the Agricultural Institute of Research station of Krasnodar with several of the orchard specialist. Goal was to foster dialog and information exchange between the institute and the farmers in the region.
Result: The Institute was receptive and seemed to think that something could be worked out where direct problems with diseases or pests could be addressed by their laboratories and a solution be given to farmers.

Beneficiaries

Direct: 2 orchard growers
Indirect: 20 fruit growers in the region

Long-term Impact:

- (1) Created state of the art demonstration plot for the region and instructed .
- (2) Imported many new scions for grafting to ensure strong varieties.
- (3) Established dialog between the research institutes and local farmers to share technologies and information.

SK

CITIZENS NETWORK AGRIBUSINESS ALLIANCE VOLUNTEER PROGRAM

Volunteer Impact Statement

CNAA Volunteer: Dan Hetrick and Bud Miller
Host Enterprise: Lybid Farmers Association, Balta District, Ukraine
Dates at Site: July 6, 1995 - July 25, 1995

Assignment Objectives:

- (1) Advise farmers association on improving function of grain storage and livestock cooperatives;
- (2) Help develop infrastructure for farmers association;
- (3) Advise farmers on proper soil preparation techniques.

Assignment Summary:

Dan Hetrick is the general manager of a 2,000 acre irrigated farm with significant experience in planning and coordinating soil preparation and potato storage management. Alvin "Bud" Miller is a retired extension agent with 21 years of experience in cooperative extension services. He specializes in livestock development. Mr. Miller and Mr. Hetrick met with area farmers and directors of the Lybid Farmers Association to assess the operational situation and determine how the association could best benefit farmers. In addition to recommending improved marketing methods, both volunteers advised to the farmers association to become more involved with the legislative process to protect farmers interests.

Principal Impacts:

- 1) Identified the need for a marketing expert to go to the Farmers Association and explain the various markets, other than the state, which are open to the farmers.
- 2) Recommended that farmers association purchase truck to move produce to market more easily.
- 3) Identified the contamination of seeds due to poor handling by farmers before seeds reach field.
Result: Advised farmers on proper methods of handling seeds.
- 4) Instructed Ukrainian counterparts that they needed to meet Western standards of grain production before they can sell their grain on the world market.
Result: Advised farmers to get sprayer kits from Monsanto in Odessa to increase production. Also recommended that farmers travel to Odessa to conduct research on own problems, thereby overcoming the lack of money to travel.

Beneficiaries

Direct: 120 (farmers association members)
Indirect: 470 (families)

Long-term Impacts:

- (1) Improved crop yields and harvesting techniques.
- (2) Improved involvement of farmers association at legislative level
- (3) Higher quality products from better seeds and improved farming techniques

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CITIZENS NETWORK AGRIBUSINESS ALLIANCE VOLUNTEER PROGRAM

Volunteer Impact Statement

CNAA Volunteer: Norman Illsley
Host Enterprise: Oblast Private Farmer's Associations
Lviv, Ivano-Frankivsk, Lutsk Oblasts
Dates at Site: September 24 - November 6, 1995

Assignment Summary: The purpose of this specific trip was to identify which items in the surplus warehouse could be used by the private farmers' organizations and to set up the organizational structure in the area to get a service center up and running. CNFA and Counterpart have started a farm equipment repair project with the private farmers associations in Lviv, Lutsk, and Ivano-Frankivsk. The plan is to set up seven farm repair service centers outfitted with surplus US military machine tool and repair shop equipment brought in from US bases in Germany. The farmers will run the centers for the following purposes: 1) keeping farm machinery running, 2) improving transportation of produce, fuel, and supplies, 3) increasing refrigeration available to farmers, 4) expanding lab services to farmers, and 5) raising revenue for the associations.

Principal Impacts:

- (1) Designed program with active farmer participation and grass-roots decision-making by helping farmers to design a market-oriented farm repair and distribution system for 3 provinces and created operational policies and procedures for the project, such as staffing, method of payment, charges for services, planned growth, and profit generation.
- (2) Set up a system by which USAF excess military equipment utilizable for far machinery repair would be chosen and shipped from Germany to three provinces of the western Ukraine. Partners in this enterprise include Citizens Network, Counterpart, three Ukrainian private farmers associations and the USAF. An organized system of distribution and use was set up which will make the equipment available to about 4000 private farm households in the region.
- (3) Identified the following equipment for possible transfer to Ukraine: wrenches, arc-welders, band saws for cutting meat or metal, air compressors, refrigerated display cabinets for a stores, and motors. Has notified Steve Lahte, Counterpart's representative in Kaiserslauten, Germany, as to what types of excess equipment would be of use for the private farmers organizations in Ukraine.

Beneficiaries:

Direct: 12 farm leaders
Indirect: 1,500 farm households

Long-Term Impacts:

- 1.) The Ukrainian counterparts are truly beginning to understand the concept of team-work, the first step towards privatization. Once equipment repair and maintenance is achieved, the shipments of materials will concentrate on commodity transportation, and then on refrigeration.
- 2.) 2 follow-on deliveries are scheduled for the upcoming months

**CITIZENS NETWORK AGRIBUSINESS ALLIANCE
VOLUNTEER PROGRAM**

Volunteer Impact Statement

CNAА Volunteer: Anthony Kutter
Host Enterprise: Five Russian dairies and International Food and Beverage (IFBC)
Dates at Site: September 10 - October 10

Assignment Summary: Mr. Kutter trained the staff of St. Petersburg Dairy #1 in all aspects of cheese production including quality control, packaging, and marketing. He travelled to Russia as a repeat volunteer to follow up on previous assignments focusing on start-up cheese operations and re-training of Russian staff. He helped develop new technologies and quality standards and to ensure that the start-ups become profitable entities.

Principal Impacts:

- (1) Mr. Kutter also met with the Kirov Dairy personnel in Novosibirsk to begin instructions there regarding cheese processing. Similar arrangements are being made for introductory curd cheese processing instruction at the Novogorod Dairy. By the end of his visit the health/safety certificate was given by municipal authorities.
Result: Several new factories are up and running - producing a profit. Not only creates job, generates money and improves the immediate area, but also serves as a model for other Russian private start-up enterprises.
- (2) Mr. Kutter has successfully introduced to Russia a new brand of soft cheese - a bite size curd.
Result: Russian consumers are being exposed to new kinds of western foods, which is actually being produced in their own country.
- (3) Through training of Russian personnel and introduction of his technology and culture to Dairy #2 in St. Petersburg there is a cheese being marketed called "MOALE" under IFBC's BYCHO (Especially Tasty) label.
Result: Market place reception has been very good.
- (4) The volunteer followed up and expanded his training of the Russian personnel. His Russian associates at Dairy #2 have learned the basic techniques of curd manufacture, including the proper sanitation and complete operational procedures.
Result: All dairies have had a 100% increase in work ethic, productivity and worker morale. Workers are learning valuable skills.
- (5) In order to heighten the marketability of Mr. Kutter's product, IFBC has included his name on the label: "Tony Kutter Corfu Cheese". The product is now being sold in 100 gram cellophane snack-style packages.
Result: Product and labels are increasing in product recognition and product association as an affordable, high quality good.

Beneficiaries

Direct: 7 employees

Indirect: 50 factory personnel

Long-term Impact:

- (1) Kutter Curd was made available, for the first time for distribution and sale.
- (2) There is marked enthusiasm for Kutter Curd.
- (3) Many jobs were created as a result of new factories coming into production.

**CITIZENS NETWORK AGRIBUSINESS ALLIANCE
VOLUNTEER PROGRAM**

Volunteer Impact Statement

CNAA Volunteer: John Marquart
Host Enterprise: Lviv Private Farmers Association
Dates at Site: Sept.3-15

Assignment Summary: Mr. Marquart returned to the Lviv area to discuss further relationships with the Wisconsin Farm Bureau and the Lviv Farmers Association. He visited various private farmers in the region to discuss possible further projects involving farm structure construction, concrete seminars, soil testing labs. He also concentrated his efforts on the Lviv Private Farmers Newspaper.

Principal Impacts:

- (1) Advised newly formed farmers newspaper on editorial content, better distribution, advertising revenue and expansion of the paper to other areas of Ukraine.
Result: The development of the first agricultural paper in the country provides farmers with the political and technical information they need.
- (2) The volunteer spent time talking with farmers about construction design (a follow up to a prior assignment) to determine the best way to impact most farmers. By sending a future volunteer to help with the actual building of a of a newly designed barn, he hopes that this will serve as a good opportunity to provide demonstrations of construction techniques that other farmers in the area can come and observe.
Result: Talked and listened with farmers to best utilize the Lviv/Wisconsin relationship.
- (3) Brought over books and manual on details of publication, advertising, feature writing and printing which were left there as reference materials.
Result: A library of reference materials is now available for employees to refer to as the paper expands.
- (4) Spoke with many farmers in the Lviv area to determine just how and when a soil testing project could be implemented. Scouted possible sites for the lab and spoke with farmers about setting up a system by training an individual to take soils samples, get them to the lab and return the results to the farmer in a timely fashion.
Result: This revives the Lviv/Wisconsin relationship by bringing over several more volunteers in the future.

Beneficiaries:

Direct: 12 newspaper editor, and 11 private farmers
Indirect: 90 families and other private farmers in area

Long-term Impact:

- (1) Significantly improved quality of revolutionary new newspaper.
- (2) Put together plans to get a soil testing project set up for this next year.
- (3) Evaluated building design project and determined what area to focus on next.

CITIZENS NETWORK AGRIBUSINESS ALLIANCE VOLUNTEER PROGRAM

Volunteer Impact Statement

CNAA Volunteer: Dr. J.T. Scott
Host Enterprise: Russian Farms Community Project, Dmitrov region, Russia
Dates at Site: September 1 - 19, 1995

Assignment Objectives:

- (1) Review the training and consulting programs offered at the Training Center so that they meet the needs of the community this fall and into next year;
- (2) Work with local agronomist to oversee the harvest of a demonstration plot (110 acres) of potatoes;
- (3) Compare the yield of silage corn from a demonstration plot to silage from grass and peas;
- (4) Assist in developing next year's budget for the project.

Assignment Summary:

Scott is one of the founders of the Russian Farms Community Project (RFCP) and has travelled to Russia seven (7) times. On this assignment, he worked closely with twenty (20) professors from the Timiarozony Agricultural Academy to further develop extension services in the Dmitrov region. The RFCP conducts seminars for local farmers at its training center. Scott also examined the results of test plots of potatoes and corn and presented findings to farmers.

Principal Impacts:

- (1) Scott oversaw the joint effort by RFCP and the Timiarozony Agricultural Academy to develop a series of farmers seminars.
Result: The announcement of a series of 12 seminars, with technical topics to be taught by Russian lecturers and business related topics taught by Americans. A lecture description will be mailed to each of the 300 private farmers in the region. Attendance at each seminar is expected to be 5-30 people. Scott and Russian professors also made 20 farm extension visits to solidify the relationship between farmers and extension specialists.
- (2) Scott examined 2 test plots of potatoes utilizing western seeds and management practices.
Result: Yields increased 100-300% over Russian variety. Fifty (50) local farmers visited test plots and were briefed on methods.
- (3) Scott examined 3 test plots of Russian corn, each with a different fertilizer level and different method of weed control.
Result: Identified a superior variety of Russian corn and proved the effectiveness of herbicides and inter-row cultivation in increasing yield. Also proved that Russian hybrid is capable of producing higher levels of protein and higher yields. Seven (7) farmers plan to use method next year.
- (4) Scott advised joint venture potato farmer to store potatoes (with short growing season) and sell when prices increase in December.
Result: Farmer took risk and stored potatoes, rather than sell immediately. Same farmer also began to engage in futures market by concluding contract to sell 1996 harvest at 1996 prices.
- (5) Scott drafted preliminary agreement with dairy farm to expand operations of RFCP into dairy operations.

Beneficiaries

Direct: 82 (5 farmers of test plots, 57 local farmers, 20 extension visits)
Indirect: 300 (farmers in region)

Long-term Impacts:

- (1) Extension services program to teach improved farming techniques
- (2) Improved crop yields of 100-300%
- (3) Higher quality products from better seeds and improved farming techniques

**CITIZENS NETWORK AGRIBUSINESS ALLIANCE
VOLUNTEER PROGRAM**

Volunteer Impact Statement

CNAА Volunteer: Rudy Stoysich
Host Enterprise: Western Foods Joint-Venture, Ukraine
Dates at Site: August 18-25, 1995

Assignment Objectives:

- 1) Review advancements made from previous visit, making adjustments as needed.
- 2) Review the results of the pilot test that was implemented during his first visit at the Khmel'nyts'kyi meat processing plant.
- 3) Provide advice as to practical implementation of the volunteer's recommendations concerning sausage production.

Assignment Summary:

In January 1995, Rudy Stoysich provided technical assistance to Western Foods focusing on meat processing and plant management. Stoysich returns to follow-up on a previous project and focuses on new areas of development. Volunteer worked on resolving technical questions concerning small sausage manufacturing, meat formulation, recipes, and processing methods.

Principal Impacts:

- (1) Volunteer provided an introduction of five (5) new western style sausages/ham products.
Result: Diversified Western Foods product line which will attract increased sales of an estimated of 30%.
- (2) Volunteer introduced western methods of sanitation, and the sterilizing agents that best produce a clean and healthy environment based on western standards.
Result: Volunteer trained a staff of ten (10) on methods of sanitating processing machines and areas. This will provide clean and healthy meat that is sold to local markets and restaurants. This can impact several thousands (1,000+) citizens of Kiev and local communities.
- (3) Volunteer trained a staff of ten (10) in the methods of producing "bone in products" such a T-Bone Steaks and Pork Chops. Volunteer provided demonstrations in the proper use of sawing machines, and the methods of eliminating bone particles using the edge of the knife or a meat scraper.
Result: Western Foods will now procedure a better quality cut of meat. It will also attract consumers that are interested in western style cuts of meat.

Beneficiaries:

Direct:	Men: 18	Women: 2
Indirect:	Men: 1,000+	Women: 1,000+

Long-term Impacts:

- (1) The introduction of new sausages and new methods of cutting meat will lead to increased market share in more traditional western meats.
- (2) According to the Volunteer's estimations, in 5 years Western Foods will achieve a ten-fold (10) increase in sausage production.
- (3) Western Foods will act as a model for new meat processing ventures, which in the end will provide Kiev and local communities with increased quality in meat products.

**CITIZENS NETWORK AGRIBUSINESS ALLIANCE
VOLUNTEER PROGRAM**

Volunteer Impact Statement

CNAA Volunteer: John Tarr
Host Enterprise: International Food and Beverage (IFBC)
Dates at Site: September 10 - October 10

Assignment Summary: Mr. Tarr travelled to Russia to continue his work in the introduction of paper and gable top cardboard packaging into the Russian dairy and juice industry with IFBC. At Novosibirsk Dairy #1, Ekaterinberg Dairy #2 and St. Petersburg Dairy #2, Mr. Tarr oversaw the adjustment and fine tuning of refurbished dairy and packaging equipment. The equipment was transported from the United States where John Tarr refurbished the machines and converted them the proper Russian voltage.

Principal Impacts:

- (1) Exposed Russian to new methods of packaging and give them confidence that they can produce and sell a product that is consumer acceptable - similar to those in western companies.
Result: The Russian processing installations now are producing higher quality goods at a greater volume, producing more demand and sales volume.
- (2) Improved the quality of raw materials use, i.e.: the juice no longer has yeast fermentation; the milk equipment sanitation processes are improving. Exposed Russian counterparts to better refrigeration techniques after packaging.
- (3) Introduced Western quality control practices in 7 Russian dairies and provided marketing and management training to 21 managers.
- (4) Motivated Russian personnel to improve their work ethic by setting a good example on how to get a job achieved efficiently.

Beneficiaries:

Direct: 26 employees
Indirect: 1.5 million consumers have used the products

Long-term Impacts

- 1.) By training Russian personnel in proper management, the plants are setting an example to other newly formed privately held enterprises, that they can make a profit and run an efficient operation.

**CITIZENS NETWORK AGRIBUSINESS ALLIANCE
VOLUNTEER PROGRAM**

Volunteer Impact Statement

CNAА Volunteer: Wake Warthen, Brad Fishman, Tom Sowden
Host Enterprise: ARIGUS, Ulan Ude, Buryatia, Russia
Dates at Site: July 8 - 24, 1995

Assignment Summary: The volunteers traveled to Ulan Ude to ARIGUS, a privately held company dealing in wheat milling, fertilizer production, construction materials and baking facilities among other ventures. Their purpose was to help start up the mini-bakery system through vertical integration of wheat production, harvest, milling, transport, and finally baking. In addition, the group looked into the possibilities of poly-propylene bag production - a greatly needed product in Russia.

Principal Impacts:

- (1) The volunteers advised the management at ARIGUS on how to do economic analysis, project finance structuring, and management for a proposed polypropelene bag plant. They examined existing facilities, polypropelene resin supply, as well as marketing possibilities. Includes market assessment, production capabilities, raw materials, supply routes, distribution channels.
Result: Bag production would revitalize the depressed economy of the region.
- (2) Met with CNFA staff to go over possible funding avenues to get this project started in earnest. Discussed plan layout for next year which includes financing, agreements, and project implementation.
Result: Potential joint venture
- (3) Suggested improved layout and design for the bakeries with materials and plans brought from the US. Advised wheat millers on how to best obtain proper raw wheat to match production outputs. Looked at existing rail and freight facilities.
Result: Can now move into next phase of project implementation which would be determining which bakeries/milling stations to focus on, sending over baking/milling experts.

Beneficiaries:

Direct: 8 managers

Indirect: 5,000 people in the area with future jobs in the devloping industry

Long-term Impact:

- (1) project has potential to develop into one of CNFA's leading projects because of the mass resources and willingness of the leaders of ARIGUS to work together with us to develop
- (2) Poly-propylene bags are badly needed in Russia and could be an endless market - but ARIGUS needs outside help and volunteers to advise on the best way to proceed in the new business venture.

**CITIZENS NETWORK AGRIBUSINESS ALLIANCE
VOLUNTEER PROGRAM**

Volunteer Impact Statement

CNAA Volunteer: Wake Warthen, Brad Fishman
Host Enterprise: ARIGUS, Ulan Ude, Buryatia, Russia
Dates at Site: September 18 - October 10

Assignment Summary: The volunteers returned to Ulan Ude to ARIGUS, a privately held company dealing in wheat milling, fertilizer production, construction materials and baking facilities among other ventures. They were following up on previous visits to work out agreements and contracts to move ahead the process of setting up a joint venture in mini-bakery system through vertical integration of wheat production, harvest, milling, transport, and finally baking in addition, the group looked into the possibilities of poly-propylene bag production - a greatly needed product in Russia.

Principal Impacts:

- (1) The volunteers advised the management at ARIGUS on how to do economic analysis, project finance restructuring, and management for the proposed polypropylene bag plant. They continued to examine existing facilities, resin supply, and as well as marketing capabilities.
Result: Bag plant revitalizes the depressed economy of the region.
- (1) Met with CNFA staff to finalize details to submit proposal to the IFC for possible future financing.
- (2) Suggested improved layout and design for the bakeries with materials and plans brought from the US. Advised wheat millers on how to best obtain raw wheat to match production outputs. Looked at existing rail and freight capabilities.
Result: Plans were drawn up, reviewed and building sites approved.
- (3) Advised wheat millers on how to best obtain proper raw wheat to match production outputs. Looked at existing rail and freight facilities.
- (4) Looked and analyzed financial of ARIGUS in order to determine future investments, projects, development of resources, and business related relationships.
Result: Possible future contacts to bring more industry up to speed in the region.

Beneficiaries:

Direct: 8 managers

Indirect: 5,000 people in the area with future jobs in the developing industry

Long-term impacts:

- 1.) Project has a potential to develop into one of CNFA's leading projects because of the mass resources and willingness of the leaders of ARIGUS to work together with us to develop this industry in the region.
- 2.) Polypropylene bags are badly needed in Russia and could prove to be an endless market.

FARM BUREAU NEWS

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AMERICAN FARM BUREAU FEDERATION

September 11, 1995

FB Women offer expertise at Russian farmers' fair

Three Farm Bureau leaders traveled halfway across the globe to offer Russian farmers hands-on expertise at the fourth annual Russian Farmers World Fair in St. Petersburg.

The representatives included Maxine Bell, vice chair of the American Farm Bureau Women's Committee and an Idaho state legislator; Martha Ahrent, an Arkansas Farm Bureau board member and Women's Committee member; and Lori Hughes, a member of the Young Farmer and Rancher Committee.

The three traveled to St. Petersburg through the agribusiness volunteer program of the Citizens Network for Foreign Affairs, a Washington, D.C.,-based group dedicated to furthering international growth and development. Both Bell and Ahrent previously visited Ukraine in October 1994, along with several other members of the AFB Women's Committee, to offer guidance to Russian women farmers to assist in their transition from communal to private farming. The trip also was sponsored by CNFA.

The AFBF delegation led a variety of seminars at the fair, which took place Aug. 23-Sept. 6. Workshop topics included effective fund-raising methods and Farm Bureau structure and organization. Bell, Ahrent and Hughes also took part in a roundtable meeting of U.S., Swedish and Russian farm

women. In addition, the trio visited privately owned farms in the St. Petersburg area, including that of Ludmila Smirnova, chair of the Novgorod Women's Committee for AKKOR, the Russian private farmers' association.

After the fair concluded, three mem-

bers of the AKKOR Women's Committee returned to the United States with Bell, Ahrent and Hughes to visit Farm Bureau offices and farms in New Mexico, Indiana and New Jersey.

The fair was well attended by Russian agricultural women leaders, representatives from the Russian Min-

istry of Agriculture, the mayor of St. Petersburg, representatives from Russian agribusiness organizations and Russian farmers. The Farm Bureau delegation was invited to participate in the fair as a result of a partnership between AFBF, CNFA and AKKOR.

'Harvest of Hope' at U.N. Conference on Women

"Harvest of Hope," a video showing the struggle of Ukrainian farm women, taken during an American Farm Bureau Women's Committee visit to the republic in October 1994, was displayed at the United Nation's Fourth World Conference on Women in Beijing, China, last week.

The video and three photographs of Ukrainian farm women were selected as honorable mentions for display at the "In the Picture" photo/video exhibit in Beijing. The exhibit is described as "a powerful display of still photos and video segments that bear witness to the day-to-day heroism and hard work of enterprising women from around the globe."

"Harvest of Hope" details the mission of Farm Bureau Women's Committee members as they visited with

farm women in Ukraine. The visit was sponsored by Citizens Network for Foreign Affairs. Liz Battocletti of CNFA submitted the video and photos for display at the Beijing conference. The materials were on exhibit Aug. 30-Sept. 8, and viewed by more than 30,000 conference attendees. Several U.S. art galleries have expressed interest in displaying the exhibit following the conference.

"The video captures the emotions of these women of Ukraine so well," said Linda Reinhardt, AFB Women's Committee chair. "It shows the dreams these women have and efforts by the American Farm Bureau Women to help them reach those goals."

"I was excited to find out that 'Harvest of Hope' was going to be shown at the Beijing conference," Reinhardt

added. While Farm Bureau Women were unable to attend the conference, they are quite visible through the video. It shows how Farm Bureau Women are involved in empowering women in their local areas, showing them how to speak out on agriculture and their family lives, and working on the issues of improving the quality of life for rural women, Reinhardt said.

Copies of the video are available from the American Farm Bureau Federation for a suggested donation of \$15. Proceeds from the video sales will help build a cannery in the Ukraine so the farm women can preserve their food. Send orders to Harvest of Hope, American Farm Bureau Federation, 225 Touhy Ave., Park Ridge, IL 60068 or by calling Darlene Goelkel at 312-399-5862.

Central Valley Farm Bureau Beat with Linda Noegard
Bringing the Former Soviet Union into a Market Economy

Don Laub visits the Ukraine

Should American farmers help farmers in the former Soviet Union? If "yes," then what is the best way to help? The California Farm Bureau and Citizens' Network are finding answers by jointly sponsoring trips for California agriculturalists. Citizens Network is a privately funded government organization with a goal of helping areas of the former Soviet Union make a smooth transition into democracy. The California Farm Bureau agreed to assist the Ukraine area, which is separate from Russia.

This spring, Don Laub, a Fresno County grape grower, and Phil Freese, a vineyard consultant from Healdsburg, went to the Crimean area of the Ukraine to analyze and evaluate their grape and wine production. The Ukrainian plan is to transfer at least 10% of publicly held farm lands into private control and production.

Both Laub and Freese believe there are substantial obstacles to overcome. One major problem is lack of understanding and experience in a free market system. In the past, the central government told farmers what to produce, without concern for demand. They are now producing primarily sweet wines, muscats and port, which are easier to produce than table wines, but have limited appeal outside their own country. Their consumers are extremely poor (average income for a lower middle class citizen is around \$20 per month). Ukrainian farmers have trouble understanding that they could prosper with their lower production costs if they cater to the needs and tastes of foreign markets.

According to Laub, "they don't have a clue about marketing." "The whole country needs Econ 101," says Freese. Laub also cites negative thinking by

officials. He heard one top official of the Agricultural Institute say "privatizing is not the answer," suggesting to Laub that he does not really want farm enterprise or private farming to work.

Laub was surprised by the "pay-off" mentality that he encountered so often in his travels. He is concerned that this mentality exists in agricultural officialdom as well. During his frequent stops at numerous airports, he encountered people who refused to give the services they were hired to give without bargaining for a hand-out.

For example, after several flights with no mention of bag weight, one official announced that Laub's bags were too heavy, and he would have to pay extra to go on. The extra charge was unceremoniously pocketed. This was only one of many such instances Laub experienced. He was told Americans are usually charged far higher rates than locals for the same services or goods. When the United States encouraged the breakup of the Soviet Union, most citizens expected us to give them the money they need to make a smooth transition.

Laub and Freese feel strongly that we must help them understand marketing so they can prosper in a free, market-based economy. "If we help them learn to compete, they will be more attractive to investors and thus self-sustaining. Freese refers to the



Don Laub (center) found his third cousin, Johann Laub and his wife, Erna, near Zaratov in central Russia during his recent fact-finding trip to the Ukraine. L.R. is very difficult in the former Soviet Union and Laub hopes we can help.

classic Biblical story of teaching a man to fish rather than giving him a fish. Laub and Freese emphasize that the Ukrainians are too poor to pay for U.S. products right now. But it is in our best interest to help them develop competitively.

Agriculture is the business they understand best, and if we introduce them to good marketing and production techniques, their economy will improve to the point where they will be able to purchase our products. According to Laub, "If we don't provide input into their destiny, there are a lot of countries standing in line."

Fresno, CA

Planting the seed of friendship

Hood County farmer volunteers time to work with Russian counterparts

by MELISSA W. WILLIAMS
Features writer

Sitting at his dining room table Milton Meyer, a former Hood County Judge and a fifth generation farmer in Hood County, peered through his round glasses at the world map and traced the 3-week route he had just returned from in Russia. The 69-year-old Meyer, dressed this day in Wranglers and Reebok tennis shoes, has farmed and maintained a cattle ranch since 1957 in Hood County.

He, along with Terry Brown from Brownwood and two interpreters, left June 26 and returned July 12 from their station in Krasnodar, Russia. The two men were the only Texans from Agribusiness Alliance Volunteer Program to advise Russian farmers.

"The Citizens Network is a group of big companies that are primarily working in Ukraine and Russia to help these people in their endeavor to be private farmers," Meyer explained. "The government owned all the land for 75 years, and the network is try-

ing to help these people learn how to farm on their own and be independent of the government."

Meyer said that he had an apartment in Krasnodar, but ventured out to about a 250 mile radius to visit neighboring towns.

He stayed with two different families during his stay and counseled the farmers on upgrading their livestock procedures. Meyer was warmly welcomed in every town he visited.

"They turned out school to let the little kids see an American," he laughed. "There were probably 30 kids, and I took lots of gifts to give, like pencils and ballpoint pens. It was

really fun."

During his stay with the Anatoli Shubkin family he supplied them with garden seeds and little American perfume samples, things that Russians do not have. In turn, as an expres-

sion of their gratitude for Meyer's generosity, the families provided a place to stay and good company.

"I gave the little boys caps, and when I started to leave they had a litter of puppies. They wanted to give me one," Meyer chuckled.

Meyer emphasized that Russia was not a poor and helpless country, nor did they lack the knowledge to farm. They simply have a more antiquated technique of farming. He was eager for the opportunity to assist the Russian farmers and learn about their culture.

"One particular farmer raised a lot of wheat and barley and had a hog confinement, which means that he fed them in small pens," Meyer said. "He was wanting to upgrade his livestock and his hog operation. It certainly wouldn't pass American standards. The Russians are a long ways behind us in technology. All of their equipment is lacking; they don't have fences or pens for their livestock and things to work their cattle. They herd cattle, geese, chickens, and sheep. Someone has to stay with them all the time. We're working on getting some blueprints drawn for a more updated hog confinement operation and get-

balanced ration of food to the animals."

Meyer said that the farmers were very humble and gracious and welcomed help. As an American, Meyer didn't go over to Russia to teach them the basics; he merely went to provide technical assistance. He had to use some discretion in his teaching approach.

"It would be a little demeaning to them to say, 'look, you've been doing this all wrong. You don't know how to do it. Let me teach you.' You have to work with them on balancing rations, feeding chickens, how to get the most production and these types of things that they just don't have any idea about. You have to attack from that standpoint, not putting them down or making them feel inferior."

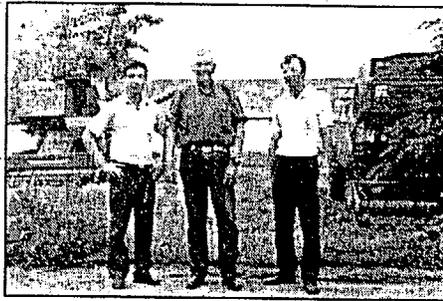
The officials, such as the President of the Russian Farmers Union, still uphold a bit of communist pride. During one of the meetings he lectured about the greatness of their country. He proclaimed that they could feed the world, but in the end he had to admit that there are some areas they are struggling in. It was a typical communist speech according to Meyer's interpreter, Galena.

"I felt that I was real honored to be able to go," Meyer beamed. "It was a wonderful trip. I really didn't know what to expect, but the people were so nice and cordial and pleased. They just did everything for you; they fed us and took care of us. They were always apologizing because their houses weren't good enough. Their homes weren't fancy or big, but they were all nice. Most all their houses are in some stage of being built because they have no place to borrow money. It may take them 10 to 15 years to build their house."

The Citizens Network along with the Krasnodar branch of AKKOR, the Russian private farmer's association,

agreement in hopes of engaging a network of world leaders in recognizing trade. The overall goal is to stimulate economic growth and help develop world economics in eastern Europe and the former Soviet Union.

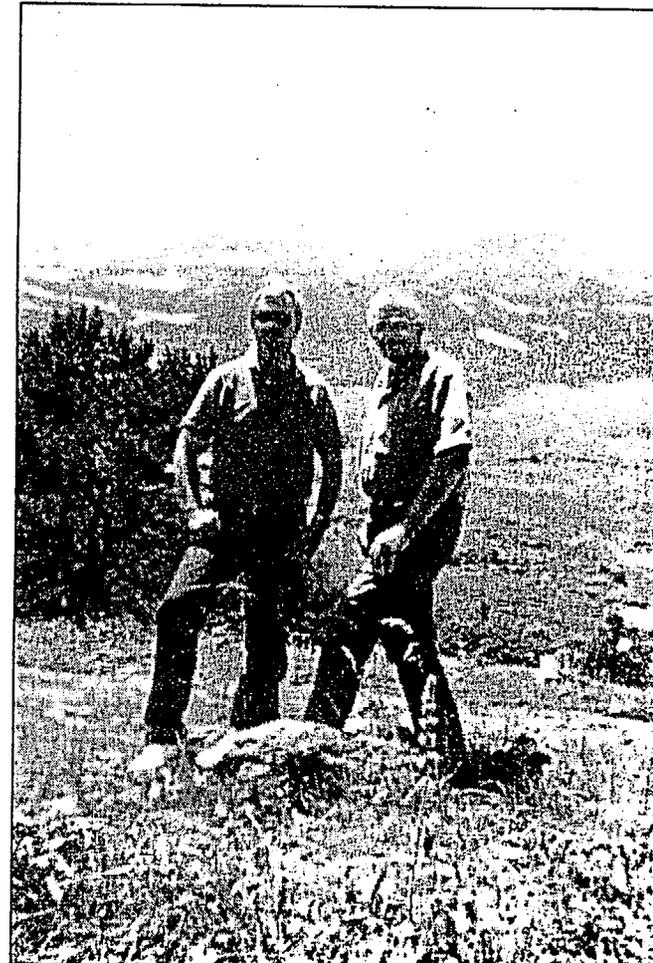
"I guess the final hope is that they're gonna be a democracy," Meyer stated. "And that we'll be able to trade goods if they're successful. It'll be another market for our American goods to be sold to Russia."



Meyer is flanked by Russian brothers-in-law who were the host farmers



Milton Meyer with Anatoli Shubkin family in Krasnodar. The



Milton Meyer (right) and travel companion Terry Brown of

(Batavia, NY)

Pembroke man helps friend set up cheese-making factory in Russia

By Marilyn Pfalzer
Daily News Staff Writer

PEMBROKE — Anthony Kutter of Kutter's Cheese Factory went to Russia in April with a headful of dreams and a bag full of cultures, curds, enzymes and flavors.

He arrived about the same time as the old equipment he shipped to help a friend, Jack Qutermous, establish a mini-cheese factory at St. Petersburg.

Qutermous, the owner of International Food and Beverage Corp. saw a need for American style cheeses while he was setting up plants to bottle beverages, fruit juice and milk in the country.

The Russians are big cheese eaters, but the cheese they produce is very poor quality. Their cheese has a three-day shelf life, he said.

The Russian dairy industry, the whole agriculture system is in shambles, Kutter said.

One of Kutter's first concerns as he prepared to set up the mini-factory was finding good milk. He accomplished that in days, but more than a week after the Pembroke resident deplaned, he was depressed.

While the ingredients in his suitcase were in danger of deteriorating, Russian customs officials refused to release his machines without payment of a \$21,000 "bribe."

Kutter, who traveled under the auspices of the Citizen's Network



Rocco Laurienzo/Daily News

A Kutter in Russia

Anthony Kutter of Kutter's Cheese Factory in Pembroke recently visited Russia to help set up a mini-cheese factory in that country.

for Foreign Affairs with funding by the United States Aid to Agriculture program, couldn't pay.

He searched around and found some old machines, had them fabricated to meet his needs, produced the first batch of American cheese in Russia, packed the product in packing materials, seals and corrugated boxes he took from his suit-

case and sent it out to the test market.

"We gave samples to people we worked with, who shared with families and friends, even their grandmothers. We heard nothing but favorable comments," Kutter said.

To his surprise, when the first batch of cheese hit the test market,

See Cheese — Page A-2

Cheese-

— From Page A-1
his original machines suddenly showed up. There was no explanation. Customs officials apparently saw there was no advantage to holding the equipment for a big bribe, he said. "Everybody's looking for money," Kutter said. "Plants have so many

employees nothing operates efficiently, but they don't want to lay people off."

Inflation is so high the rubble, once valued at one per \$1 is now about 5,000 rubbles to one American dollar, he said. In 1993, Boris Yeltsin devalued the currency. People lost everything.

"It is tragic when you think about it. In Russia, they lost 27 million people during World War II. There was a 900-day siege at Stalingrad (St. Petersburg) when Hitler surrounded the city because he wanted control of oil fields there.

"People starved to death," Kutter said. "You can't help but have a little bit of sympathy for those people. They are lovely people, kind of serious, but when you work with them, have a drink or eat with them, they are just like anybody else. They want the same things in life," Kutter said.

With the equipment he took over in place in the plant, the Russians he trained can manufacture approximately 4,000 bags of cheese curds a

day, Kutter said.

He will probably go back in September and take more automated equipment. What they are working with now is very simple automation with a lot of hand work, he said.

"It's only an experimental thing," Kutter said. "If it goes awry, if it doesn't work, it's no big financial loss."

He said sending billions in aid is pouring money down a rat hole. "You never know if it is going to trickle down to people who need it. Russia is wide open. People can come and go as they wish. There are no restrictions. They need volunteers, offering hands on roll-up sleeves programs to help," Kutter said.

FARM FLASHES...

Oklahoma City Relief

■ The tragic death and destruction in Oklahoma City has brought an outpouring of concern from Farm Bureau members across the country. In response to numerous calls, the Oklahoma Farm Bureau and the American Farm Bureau Federation are urging Farm Bureau members wishing to make donations to direct their contributions to the American Red Cross.

Contributions to the American Red Cross can be made by calling 1-800-HELP-NOW (435-7669) or may be mailed to: American Red Cross Disaster Relief Fund, Oklahoma City Relief, P.O. Box 37243, Washington, D.C. 20013.

Secretaries Conference

■ Nearly 200 Farm Bureau secretaries from across the state met in Manhattan April 19-20 for the annual Secretaries Conference. They toured the state headquarters building, met staff and honed their skills by attending workshops.

FARM LEADER

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We welcome letters, suggestions and comments. Please send correspondence to the attention of Steve Logback, Kansas Farm Bureau Communications, 2627 KFB Plaza, Manhattan, KS 66502, or call (913) 587-6000, Ext. 6133. Articles in *Farm Leader* may be reprinted with permission.



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Farm Bureau Women Host Russian Visitors in Allen County



Ljudmila Smirnova, (right), St. Petersburg, Russia, and Maria Blagorafumova, (left), who lives near the Ural mountains in Russia, were guests of honor at a luncheon in the Allen County home of Ginger Roberts, Farm Bureau district women's chair. They were accompanied by an interpreter, Inna Savina Howell of Washington, D.C., (center).

Linda Reinhardt, state and national Farm Bureau women's chair, recently visited Russia and invited the pair to come to the United States to attend a conference of State Farm Bureau Women in Washington D.C. The Citizens Network for Foreign Affairs sponsored their trip to the United States.

Smirnova serves as chairman of a women's committee for AKKOR, a private Russian Farm Organization. She was interested in the structure and work of Farm Bureau county, district and state committees.

She and her husband own 308 acres and have 20 dairy cows. They borrowed \$180,000 in 1990 at 9 percent interest and were able to repay it in 1991 because of the devaluation of the Russian ruble. Interest rates in

Russia are currently 200 percent. Part of their loan went to buy automated milking equipment. Smirnova also works off the farm at a bank and is working on her doctorate in business.

Blagorafumova speaks English and is interested in learning about the Young Farmers Organization in the United States. She and her mother live and work on their 500 acre farm, of which 100 acres is owned and 400 acres rented.

They have a diversified farm with 10 dairy cows, 2 horses, sheep and goats. Crops are raised as feed for their animals with surplus going to the market. Her father is a professional car designer. Blagorafumova is taking college classes to earn a degree in agronomy.

Farm Bureau women present at the luncheon to share life styles and involvement in Farm Bureau activities were Dorothy Strong and Marjorie Ensminger, Moran; Joyce Wasmund, Princeton; Marlene Clark, Galena; Lynda Foster, Fort Scott; Dody Cretcher, Cherryville; Cheryl Korte, Savonburg; Irene Baldwin, Erie; and hostess Ginger Roberts, Savonburg.

Women Farmers 'From Two Different Worlds' Share Ideas

Ukrainians Earn Respect Of U.S. Farm Official

By Melanie Robinson
Of the Post-Dispatch Staff

Women farmers in the United States and Ukraine share more similarities than differences, says Linda Reinhardt, chairwoman of the American Farm Bureau Women's Committee.

"The women farmers from two different worlds share a love for the land, a love for their families and a sharing and caring warmth," Reinhardt said. "The only difference is that American women farmers have it much easier."

Reinhardt, 59, a farmer in southeastern Kansas, traveled to Ukraine last year for two weeks to help women farmers improve their agricultural skills. The Citizens Network for Foreign Affairs in Washington sponsored six teams of two women to Ukraine.

Reinhardt spoke at a conference Sunday at the American Farm Bureau Federation's national convention at America's Center downtown. More than 4,000 farmers are attending the convention, which runs through Thursday.

Reinhardt encourages state bureaus to get involved in the exchange project.

"Through this assignment to Ukraine, we earned their respect, shared their concerns and will continue to share friendships for many years," Reinhardt said.

She teamed with the president of the National Farmers Association of Ukraine to visit a private farmer in the Kiev area. The 125-acre private farm produces wheat, barley, sheep and cows.

Collective farms differ from private farms in that the collectives are much larger — about 2,000 to 3,000 acres — and are run for government profit. Private farms also are owned by the government, but the farmer runs it, for a profit.

One goal of the exchange project was to teach farmers about food preservation. Some 30 to 50 percent of their food is wasted, Reinhardt said. The Farm Bureau recently kicked off a fund-raiser to help Ukrainian farmers set up a canning center.

Ukrainian farmers are also hurt by high interest rates, a lack of fuel and vaccine for cattle.

"In America, we take these things for granted. We have it so much easier," Reinhardt said.

The average wage for a farmer is \$5 a month, and their "modern" equipment is at least 30 years behind American technology, she said.

Reinhardt works an 800-acre farm near Erie, Kan., with her husband, Richard, who is also a state representative. They have been raising cattle, soybeans and milo for 27 years. She also grew up on a farm.

Arkansas Farm Bureau Press

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FB Women offer help to Ukrainian farmers

by KEN MOORE
FB Communications

A Clay County farmer, recently got to see firsthand what farm life is like in the Ukraine.

Though families in the former soviet republic have worked hard for almost five years now to "privatize" their farms, Martha Ahrent says progress is slow.

"The government does not understand or support the farmers there," the Farm Bureau state board member said in an interview when she returned.

"Agriculture is very low on the priority list . . . and everything they work out for themselves, it seems, is shot out from under them because the government doesn't allow it."

Ahrent and husband Louis farm some 1,400 acres of rice, soybeans and milo near Corning. She made the Sept. 30-Oct. 17 with nine other members of AFBF's Women's Committee. It was sponsored by the Citizens Network for Foreign Affairs.

The women paired up and visited farm families in different parts of the Ukraine. Ahrent and Betty Dewitt of South Carolina went to the Bilhorod-Dnistrovskiy district in the Odessa region, near the Black Sea.

She said that in those two weeks,

they visited four different families, each time offering technical help—and to help Ukrainian women gain leadership skills they need to develop a voice in local and national government.

One thing she's learned from Farm Bureau, Ahrent said, is the importance of a strong voice in government and lobbying.

"The government itself is unstable" she said. "But I understand they're in the process of writing a new constitution and, hopefully, that will help. The young farm families there are determined and want to make it in private life.

"The remaining collective farmers look on the private farmers as the enemy (and) a threat to their way of life. The older farmers like things the way they were and see the private farmers as troublemakers."

One thing Ahrent noticed was how independent and self-sufficient the Ukrainians were. They don't have much money, but she says those who live in the country don't go hungry.

"They're not starving, because they grow their own food. They have large gardens and delicious fruits and vegetables. They bake their own bread and grow what they need; then sell the excess on



An interpreter (right) tells Ahrent (center) and Dewitt (second from right) how Ukrainian women trim sugar beets at one of their four farm visits.

(Martha Ahrent photo)

the market."

A lack of training and antiquated equipment, however, keep them from producing on a larger scale.

"They are surviving on the barter system right now," she said. "They trade for goods. But they have a strong need for information similar to our extension system here.

And they need modern equipment. One 25-year-old

woman said if she had \$2,000, she could buy a tractor. Obviously, that's not much in our eyes."

They're not looking for charity, however.

"They need help, and that's what we tried to offer."

With the research and training American farmers have, globally the Ukrainians could compete well.

They have some of the most fertile, black soil in the world in the Odessa region," Ahrent said. "They can grow anything.

"We have our soil tests here to tell us what will and will not grow. They don't have that, and my heart just went out to them,"

If their government ever realizes just how beneficial productive agriculture can be, the Ukrainians could become strong competition to farmers in this country.

"But it won't happen in the next 50 years" Ahrent said. "They're that far behind us in technology."

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Skogerboes find challenges in Russia.....

Ft. Collins, CO

Russian agriculture has much to change

By Earle Wilson
For the Triangle Review

In the historical novel, *Ruska*, the author mentions not central retail market places such as stores, but rather "stalls", where inhabitants of a village could buy food and other commodities. Since the book covers the period A.D. 180 to 1990, a reader would expect that Russian lifestyles would have progressed to circumstances similar to those enjoyed in Europe, England and even America.

In many aspects of 1994 Russia, there is a comparative modernization in larger cities. But after spending three-weeks in Southern Russia, a Loveland couple found that isn't entirely so, country-wide.

In fact, in the town of Nalchik, capital of the division of Kabardino-Balkarian, there is no shopping center. Neither is there a restaurant nor stores. Retail services still cling to medieval stalls, now kiosks. The typical tourist would be hard-pressed to indulge in a leading source of entertainment: Mall shopping—or any shopping for that matter.

During those three weeks in Russia, Ruth and Rod Skogerboe worked as volunteer advisors to local farmers and stockgrowers. They returned home with some eye-opening insights regarding Russian agriculture and the challenges it presents. But they also made some interesting observations of every day life of area residents.

The Loveland couple served through the Citizens Network Agribusiness Alliance. CNAA, a group of more than 200 agribusinesses, food companies, trade associations and farm and commodity groups, works to meet the world's growing food requirements.

The volunteer program of CNAA is supported by the Farmer-to-Farmer Program of the U.S. Agency for International Development.

Ruth Skogerboe is co-owner and manager of the Redstone Canyon Ranch, west of Horsetooth Reservoir. She is also president of Green Meadows Laboratory in Fort Collins and president of Redstone Reproduction Laboratory in Loveland. She is a former professor at CSU and is a licensed occupational therapist. At the Redstone Ranch, she manages 200-head of Saler cattle.

Rod Skogerboe is Director of Biomonitoring at Metwest Clinical Laboratory and Lab Director at Green Meadows Laboratory, both in Fort Collins. In his spare time he is also Professor Emeritus of Chemistry at CSU.

Dr. Skogerboe advised and helped livestock veterinarians in the Nalchik area set up private practices while evaluating their needs to upgrade their efforts. Meanwhile, Ruth Skogerboe was helping stockgrowers, including dairymen, set up cow/calf care programs. These included animal production, nutrition and marketing for local livestock ventures. That there are real problems in the field was graphically illustrated when she said:

"Livestock is the principal commodity but conception rates among cattle are 60 percent. Calf losses," she added, "are 40-percent of calf production." Totally unacceptable returns by American cattle growers' standards.

Nutrition and disease problems are common. Because brucellosis, anthrax



Ruth Skogerboe

and tuberculosis run rampant in cattle; Ruth was encouraged to look at the relationship between human and animal health. Anthrax is transmittable to humans and can have deadly results. Brucellosis affects conception in cattle and can cause abortion. No preventative inoculations are available for new-born calves, a common practice in America, which figures for high calf losses.

"These problems (disease) can be attributed in large measure to the lack of government regulations controlling animal health," says Rod Skogerboe. "In Moscow we were told all the vaccines are available. There are no thera-

peutic drugs, however. But they're not getting enough vaccines in Karbidino-Balkarian."

"Vaccines are applied over a period of time but still, there are no favorable results. That could mean they're diluted to assure everyone is getting them. Parasites are a problem but medicine is not effective. People want to do it (medicate) but the question is: Can they afford the cost?" The bulk of meat supplies, beef, mutton and goat, is supplied by families that own anywhere from one or two cows to five or so, he added. However, it's difficult to convince people to kill animals affected with highly contagious diseases. "Would you want to kill the family cow?"

Collectives (farms) control animals closely, the Skogerboes observed, but family-owned animals are not. For example: After a cow is milked in the morning it is turned loose to fend for itself during the day. In the evening the owner goes in search of it, then brings it home. Thus an infected animal could very well contaminate many other animals.

Veterinarians are generally well-informed and well-trained but rely mostly on assessing the animal's physical condition for treatment, rather than clinical evaluations as is common practice here. There are little other options since clinics are notable by their absence and although clinical equipment is fairly up-to-date still, it's behind what is available in the U.S., Rod Skogerboe said. That extends into human treatment and examinations as well. A human blood test, which is a simple procedure in clinics in America, entails an overnight stay in a hospital.

In a country renowned for paradoxes, a privatized collective dairy farm near Nalchik epitomizes the definition.

Purchased by a former minister of agriculture, it employed practically the entire population of the village—about 3,000 people. But because it has been completely automated, massive unemployment resulted. There was no longer need but for a few workers. Otherwise, modernization stops there. Framing equipment is notable by its absence. Hay is cut by hand and hauled via donkey and cart.

Add another piece to this while keeping in mind the prevalence of bovine tuberculosis and other diseases: Milk pasteurization is unusual. The dairy has 500-head of animals and routinely keeps them housed around the clock. This has resulted in a high rate of hoof rot, treatable and curable, but not without medicine. High cattle losses are common. On the bright side, though, the Skogerboes have convinced the dairy to put the cattle outside which it is beginning to do.

"The owner does pasteurize milk for the village," said Rod Skogerboe, and he found a large quantity of wool that was stored for a long time, for some reason. He gave it to the people who spun it and made by-products—sort of cottage industries. And he cautions visitors to Russia. "Don't drink the water. Drink bottled water, which is plentiful!"

From the Skogerboes account of their visit there seems to be a glaring inadequacy in a country rife with inadequacies, for example, therapeutic drugs and other medicines.

"A state pharmacy in Nalchik was practically empty of drugs," the Skogerboe's said. "Walgreen's is better stocked than that state pharmacy." There is also the matter of clinical equipment, and he cited an example. One clinic had blood analysis equipment, but didn't know how to use it. Manufacturers of such apparatus in this country are reluctant to send equipment due to no loan guarantees to protect their investments. Such guarantees are available in Washington but are not being implemented.

In spite of the language barrier, people are getting ideas from foreigners—and using them. But their eagerness often leaves them vulnerable to international manipulators. Many foreigners are taking advantage of their plight, exposing the people to exploitation. As an example, Rod Skogerboe cited a massive shipment of seed corn to Russia in recent years from a grower in the U.S. Not adaptable to growing conditions in Russia, the hoped-for corn crop was a dismal failure. Such experiences, he said, have made the people skeptical of foreign help. "Anyone going there (to help) must



Rod Skogerboe

gain the trust of the people (because of exploitation)," he said.

With an economy in the Nalchik region comparable to that of the Great Depression in the 30s--8,000 rubles equals one dollar -- this poses the question: What can the people afford? Many well-educated people are working menial jobs. A scientist driving a cab and others earning the equivalent of \$100 per month is not unusual. Rod Skogerboe said.

(Skogerboe - Ft.
Collins Triangk
Review, cont.)

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Will Rod and Ruth Skogerboe go back to Nalchik again?

"Yes," they were unanimous in their affirmation. "We will go back next year and pursue matters further. We have been staying in contact with the people we saw and helping them do things within their framework.

"The people are friendly and eager to do better but are getting little help from Moscow," Rod Skogerboe said. "They need direction and some impetus to encourage their personal initiatives."

They will have some sense of being close to home, however. The Nalchik region is on the 40th parallel and so is Boulder. There is even a similarity in landscape and geography.

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