



Volunteers in Overseas Cooperative Assistance
Celebrating 25 Years of International Cooperation

November 30, 1995

Mr. Larry Harms
Coordinator
Farmer-to-Farmer Program
AID/BHR/PVC
1515 Wilson Blvd., 7th Floor
Rosslyn, VA 22209

RE: Cooperative Agreement No. FAO-0705-A-00-2095-00

Dear Larry:

We submit here our NIS Farmer-to-Farmer program and financial annual report, with emphasis given to the period July 1 through September 30, 1995. Attached you will find the financial information for the VOCA NIS activity during the fourth quarter of FY '95 and life-of-grant (Attachment A), the Volunteer Tracking System data from the beginning of our NIS work through September 30, 1995 (Attachment B), the list of volunteer assignments completed during the final quarter of FY '95 and for all of the '95 fiscal year (Attachment C), and impact statements (Attachment D).

I. PROGRAM ACTIVITY

During the fourth quarter of FY '95 VOCA completed 14 projects in the NIS countries, bringing our project completion total for FY '95 to 163 and regional total to 776 since the inception of the program (See Figure 1, 2 & 3). Our completions for this quarter (14) is 75 projects below the fourth quarter of FY '94 (89).

Of the 163 projects completed in the NIS countries during FY '95, 23% were with private farmers and on-farm concerns of operating their production unit. Other aspects of the projects with private farmers may have included the resolution of technical crop production problems, on-farm storage, farm gate marketing, on-farm irrigation and farm management. The category with the second highest percentage of project completions was Agribusiness Enterprises/Business Operations with 18%. The significance of the two highest project categories is the shift in project focus. We are beginning to see a trend of projects shifting from the on-farm production assignments to small agribusinesses and the issues of starting and running a small agribusiness. The remaining projects broke out in the following categories and percentages:

| | |
|--|-----|
| Farm Associations/Organizational Development | 13% |
|--|-----|

| | |
|---|-----|
| Farm Associations/Business Operations | 10% |
| Farm Associations/Environmental Improvement | 2% |
| Agribusiness Enterprises/Organizational Development | 5% |
| Agricultural Credit and Financial Institutions | 4% |
| Government | 7% |
| Educational Institutions | 10% |
| Sustainable Resource Management | 5% |
| Environmental Education | 3% |

*Less than 1% of the project activity fell into the categories of Youth Groups, Environmental Policy and Law, Environmental Human Resource Development/Institutional Capacity Building.

Since the beginning of the grant, VOCA volunteers have directly effected the lives of 94,282 (28,281 women) people the countries of Armenia, Azerbaijan, Belarus, Georgia, Kazakstan, Moldova, Russian Federation and Ukraine. During FY '95 19,284 (5,355 women) people directly benifitted from the advice of VOCA volunteers.

Additional funding was secured during FY '95 for the countries of Armenia and Ukraine. VOCA/Armenia negotiated a grant with USAID/Yerevan for \$300,000. Additionally, Ukraine secured a sub-grant with IREX to do a Farm Business and Production Management (FBPM) program with farm families throughout Ukraine. With the IREX sub-grant funds, VOCA awarded a sub-grant to Northcentral Technical College in Wisconsin to do the U.S.-based portion of the FBPM program.

II. COUNTRY DEVELOPMENTS

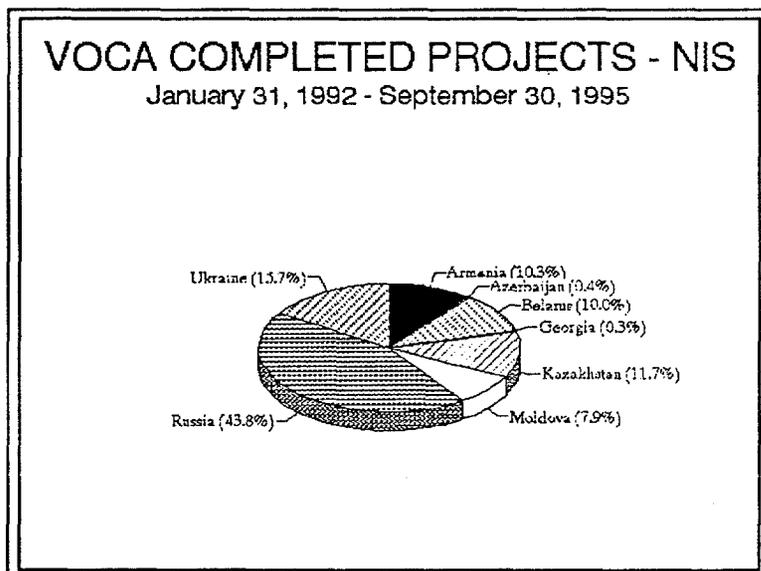


Figure 1

ARMENIA - VOCA/Armenia completed no projects this quarter under this grant. The total number of Armenia volunteer assignments under the NIS grant since the beginning of the program is 80.

The country program accelerated during the fourth quarter with the signing in June of a grant agreement between USAID/Regional Office for the Caucasus and VOCA/Armenia. A sum of \$300,000 was provided to cover the costs of 23 volunteer assignments to the end of March

1996. Also included in the grant was a line item for demonstration materials, a first for VOCA. The inclusion of this item will greatly improve the overall effectiveness of VOCA's work with its clients.

beneficiaries

The program direction is more enterprise focused as a result of the local funding grant from USAID/Yerevan. The grant was provided on condition that priority be given to clients who are eager to compete in the market place and are seeking know-how from successful U.S. agro-entrepreneurs.

A number of program accomplishments were realized in the fourth quarter as well. Five assignments were completed under the mission-based grant. All activities were in support of the country program objective to assist the private sector in improving their capability to compete in the market place.

Monitoring reports of projects completed during the previous quarters of FY '95 show that VOCA clients had a noticeable and immediate impact on their activities as a result of VOCA volunteer assistance.

The VOCA hosts for the soybean production improvement assignment completed in May, 1995, indicate that, because of recommendations made by the volunteer, they have realized a four fold increase in soybean yields over last year.

The true seed potato assignments completed in April, 1995 helped nursery growers in Artic, Yegegnadzor and Ararat Regions produce over 150,000 high quality seedlings. The seedlings were distributed to households as well as grown on demonstration farms. The plants are in the process of being harvested. Initial reports are of good yields with averages close to one kilogram per plant. The tubers, when planted next year should, yield 10 kilograms.

The Fund for Armenian Relief, impressed by the success of true seed potato initiative, has entered into a contract agreement with one of VOCA's clients in the Artic Region to produce true seed seedlings on a commercial basis.

VOCA's ongoing collaboration with United Nations High Commission for Refugees (UNHCR) will come to an end with the completion of the Vardahovit irrigation project scheduled for completion in October, 1995. Since mid-1994 VOCA and UNHCR have completed 12 projects benefitting over 3000 refugee families.

The U.S. garbanzo bean farmers will reap the most benefits of a volunteer assignment that took place in Armenia during FY '94. The volunteer collected a variety of plants and seeds to be tested in the U.S. He happened to collect some garbanzo beans and bring them back to the U.S. for testing at the USDA testing facility in Pullman, Washington. The plant pathologists tested the garbanzo beans for their resistance to a blight that has previously destroyed most of the U.S. crop of garbanzo beans. The results have been fantastic! After a year of tests the results show that the strain of garbanzo bean brought to the U.S. by the VOCA volunteer is completely resistant to the blight found in the U.S. This is a tremendous break through and could have potential impact for years to come. Future reports will report on new developments related to the garbanzo bean production in the U.S.

BELARUS - VOCA/Belarus completed one project during this quarter. Belarus has fielded a total of 78 volunteers since the program began.

Even though only one project was completed during the quarter, the VOCA/Belarus staff was busy doing follow-up work with hosts that had volunteers in the earlier years of the grant. A Belarussian company, AGSK, has developed stripper adapter kits for the NEVA combines to make them more efficient. The adapter kit will allow U.S. manufactured combine heads to work with NEVA combines produced in the former Soviet Union countries. A VOCA volunteer is helping to promote the kits in the U.S. As a result, AGSK has signed an "Invention Submission Form" with Case/International Harvester. The volunteer had also contacted Massey Ferguson, which is in the process of building a plant in Ukraine to modernize NEVA combines. The converted combines were to be in operation this fall.

The rapeseed/bio-diesel project, initiated by the U.S. Embassy in Minsk, is designed to restore agricultural production to an economic dead zone in Belarus. Seven VOCA volunteers have transferred the necessary technology to Belarussian scientists and farmers to reclaim Chernobyl-polluted lands. The American companies Triple F, based in Des Moines, Iowa and L&R Research, based in Bloomington, Illinois are interested in providing the needed equipment to process rapeseed into bio-lubricants. The next step requires a direct capital investment to begin pilot plant operation in the Mozyr District.

In July 1995, VOCA/Belarus hosted American businessman Patrick Fleming of Houston and Swedish businessman Owe Englund of Stockholm. VOCA arranged a number of meetings with Belarussian and American officials for the businessmen. Mr. Fleming and Mr. Englund have reviewed the preliminary rapeseed feasibility study of June 30, 1994 and believe that the project should not only be continued but expanded from \$550,000 to an \$8-\$10 million investment, a long-term project which could employ as many as 8,000 to 12,000 workers in southern Belarus. They believe that the credit structures will be implemented by EBRD, EXIMBank and OPIC. They re-approached the Minsk EBRD Mission for support and reported that the Mission is extremely interested in the project. They met with U.S. Ambassador to Belarus, Kenneth Yalowitz, who has pledged full support of the project. The Minister of Foreign Economic Relations, Mr. Marinich, the Ministry of Chernobyl Affairs, Mr. Kennig, and the Minister of Agriculture for Belarus, Mr. Leonov, are fully aware of the situation and are ready to give sovereign and territorial guarantees. The project will come in the shape of a joint venture with the following equity structure:

- 55% of shares will go to the Belarusian side including farmers, processing plant employees, drivers, the Belarus research institute and all involved with the project to create incentives;
- 45% of all shares would go to RAMI (Russian American Marketing Inc.), the entity set up by Mr. Fleming and Mr. Englund which has offices in Houston TX, St. Petersburg, Russia, and Stockholm, Sweden.
- A 16% proxy will added into the agreement to ensure proper management and control.

The Governmental Commission under the leadership of Mr. Zolin, Deputy Head of Plant-Growing Department, Ministry of Agriculture, is authorized to drawup joint venture registration documents. Mr. Fleming and Mr. Englund stressed that the project would be expanded into Russia and Ukraine if it proved fruitful in Belarus.

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KAZAKHSTAN - VOCA/Kazakhstan fielded one volunteer during this quarter. The total completed volunteer assignments since the program began equals 91. The completed assignment was in the Taldykorgan region of Kazakhstan. The volunteer worked with the 20 cooperatives that have formed there. The cooperatives needed assistance with developing more complete by-laws and to understand more fully how the co-ops can serve the farmer members.

Some of VOCA's hosts have secured funding from different sources to further their development. While final details remain to be worked out, we expect that the American Legal Consortium will deliver a \$20,000 grant to the Taldykorgan AGRO association to set up a farmers legal defense fund. VOCA will contribute a volunteer to this project. Our office has also recommended that USAID film the project and develop a promo for audiences back home. We expect that this will be a very high impact joint project.

The Koch dairy project received a funding commitment from the Central Asian American Enterprise Fund. VOCA contributed volunteers early in the project, and played a critical role sustaining momentum for the project.

A VOCA client in Uralsk received a verbal commitment from the Central Asia American Enterprise Fund for \$50,000 to purchase bakery equipment.

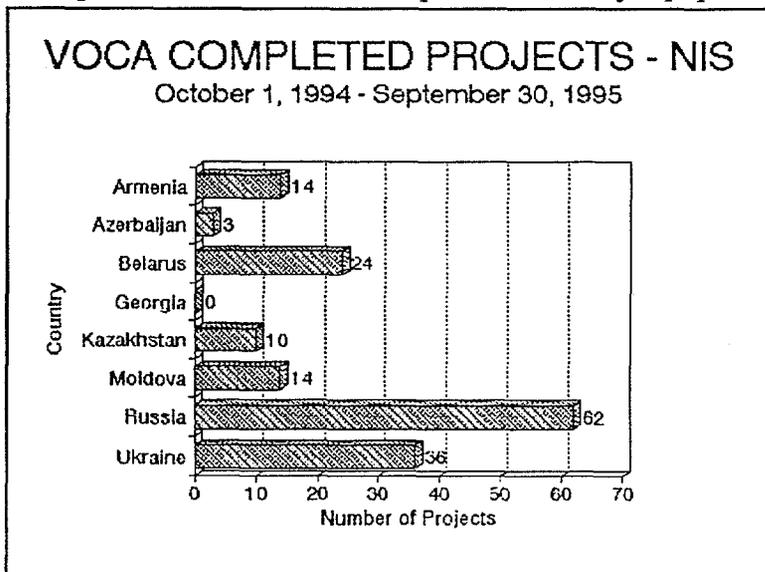


Figure 2

MOLDOVA - There were no volunteer assignments completed in Moldova during the last quarter of FY '95. The total number of volunteer assignments completed since the inception of the program in Moldova is 61.

VOCA/Moldova has worked to connect VOCA hosts in Moldova with international markets for their products. A private businessman contacted VOCA/Moldova via e-mail in July on a recommendation from The U.S. Department of Commerce. He is interested in buying large sums of apple

concentrate. VOCA introduced him to an organization that could respond to his needs. The business transaction is currently being negotiated. The most recent news is that the American wants to purchase more than 1000 metric tons of apple concentrate. VOCA arranged for samples to be sent to America. Results of this project will be detailed in the next quarterly report.

Mr. Phillip Smith, of Britain, contacted VOCA/Moldova in early September wanting to purchase of 20 metric tons of walnuts as a test purchase with the possibility of future, long-term business

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in the future. In early October VOCA travelled to Ignatei, Moldova, with Mr. Smith to negotiate the purchase and transportation of the walnuts.

VOCA volunteer Mr. Bill Towery contacted VOCA/Moldova from the U.S. in late September. Mr. Towery has requested that VOCA play the role of middleman in the purchase of some five metric tons of dill oil and a small number of liters of rose oil from the VIORICA Aromatic Oil Co. VOCA is now in the negotiation stage of this project between Mr. Towery and VIORICA.

RUSSIAN FEDERATION - Five projects were completed in the fourth quarter of FY '95 making the total project completions to 339 since VOCA began work in the Russian Federation in January of 1992.

During the third quarter, VOCA/Russia continued its free business plan consulting service. VOCA/Saratov and VOCA/Krymsk worked with a number of private farmers and agribusiness entrepreneurs to assist them with business plan writing/analysis, marketing and management issues and other general agribusiness related questions. By and large, the types of people seeking the consulting services were either new private farmers or agribusiness leaders. While many of those who received the consulting services were past VOCA clients, many (especially in the Krasnodar krai) were new to VOCA. As a result of this service, several requests for assistance have been received and VOCA relations with the likes of AKKOR have been strengthened. The reason for the latter is that many of AKKOR's farmers sought assistance from our consultants.

Vladimir Melnik, President of the Krymsk Private Farmers' Association and recipient of several VOCA volunteers, received positive feedback from The Eurasia Foundation regarding his proposal to develop an Agribusiness Consulting and Information Center in Krymsk, Krasnodar krai. If funded, the Center will serve as the sole source of agricultural information for private farmers, small- and medium-sized agribusinesses, agricultural cooperatives, and entrepreneurs in the Krymsk raion and surrounding area. More specifically, it will provide general information needed for starting a business; information regarding market prices/conditions for trading agricultural commodities on the world market; identification of business partners/joint-ventures; business plan preparation/analysis; and information on the agricultural legal (including taxes) situation in Russia.

Management of Burevestnik-1 State Farm, recipients of multiple VOCA assignments, recently reported a profit of over R 200 million (approximately \$100,000) due to the implementation of a volunteer's recommendation regarding post-harvest storage and handling. Because the host was able to prolong the storage period of their carrot and potato crop for an additional 40 days, they were able to sell when the market prices for those products had increased.

Management of the agricultural cooperative in Pushino, visited by a VOCA volunteer, reported a five-fold increase in its mushroom production in 1995 (so far) and a profit of more than R 50 million (approximately \$25,000) as a result of implementing the VOCA volunteer's recommendations. A record 1.5 tons of mushrooms was harvested in August, nearly half the total amount harvested in all of 1994.

A potato farmer in Pskov, a recent recipient of VOCA technical assistance, reported tangible impact as a result of his VOCA project. Following the implementation of recommendations left by two VOCA volunteers last spring, the farm was able to increase its per/ha profit in potato production by R 8 million (approximately \$4,000). This success paid off in real terms when the local administration gave the farm a R 20 million (approximately \$10,000), low interest loan for "general farm development."

The Director of Azadlyk Farm reported an increase in both production and profit following a VOCA technical assistance assignment. As a result of a business plan that was drafted with VOCA's assistance and the implementation of many recommendations left by the volunteer, Azadlyk farm was able to expand its greenhouse operation by three times, from .5 ha to 1.5 ha. This resulted in an increase in vegetable production and a two-fold increase in profit. In real terms, Azadlyk Farm was able to net an addition R 13 million (approximately \$6,500).

The Director of Valentina Farms also reported an increase in profit as a result of VOCA technical assistance. Following the recommendation of a recent VOCA volunteer, the host was able to increase the DAILY turnover of goods in his meat and farm store from R 6 million (approximately \$3,000) to R 20 million (approximately \$10,000). Overall, this resulted in an income of R 58 million/month (approximately \$29,000).

UKRAINE - Seven projects were completed under this grant in Ukraine during the fourth quarter of FY '96. VOCA/Ukraine has fielded a total of 122 volunteers since the program began in FY 92.

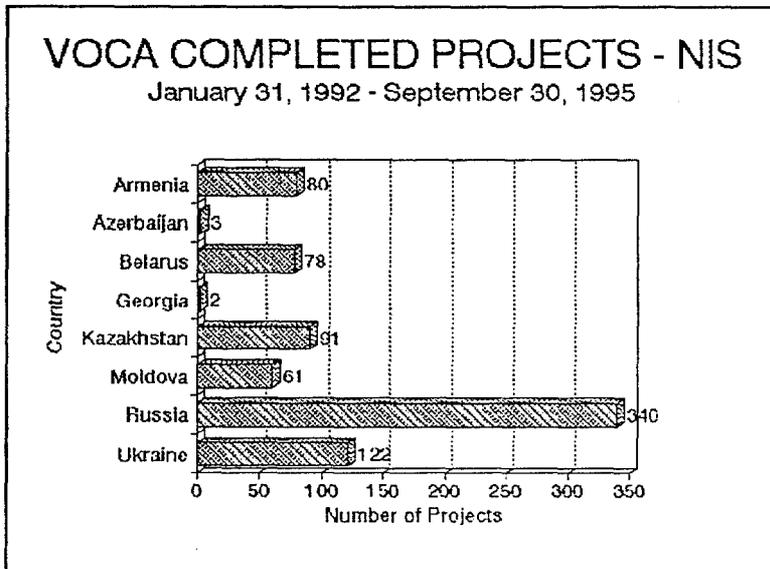


Figure 3

One volunteer assignment was designed to work with as many as 450 private farmers in the Mykolaiv Oblast develop an agricultural cooperative for buying and selling. Additionally, the volunteer was to help the private farmers of the region determine what crops and livestock will be the most suitable and profitable to produce in their region.

The volunteer worked with the private farmers on an in-depth evaluation of the oblast and the country of Ukraine to determine what should be produced that is not presently being produced.

Next he determined what processing facilities were available in the region. Finally, he determined which crops would be the most profitable to grow in the region and suggested how to best market them.

The volunteer also taught them how to run a feasibility study to determine the most profitable crops to grow on their individual farms with the equipment they have to work with. Finally he provided the group with all the information necessary to start a farmer owned cooperative.

VOCA/Ukraine continues to work with Peace Corps by helping them locate companies for their business volunteers. Additionally, VOCA/Ukraine now has a Peace Corps volunteer working part time in the office. He is a retired industry executive working with the only fully accredited American college in Ukraine to get it up and running. He helps VOCA by providing expertise on various business and educational issues. The college he works with recently donated a TV with a built-in VCR to VOCA Ukraine in appreciation for helping them find a location for their school.

This concludes the written portion of the report. The statistical information is attached. Additionally, program successes are located in attachment D.

Please contact me if you have general questions or comments about this report or anything related to the NIS program.

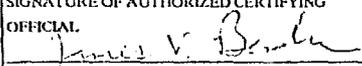
Sincerely,



Madonna McGuire
Grants Administrator

Enclosures Attachment A - Financial Analysis
 Attachment B - Volunteer Tracking System
 Attachment C - Country Completions List, 07/01/95 - 09/30/95 & 10/01/94 - 09/30/95
 Attachment D - Impact Stories

ATTACHMENT A

| | | | | | | | | | | |
|---|--|--|-----|---|--|------------------------------------|---|---|--|--|
| FINANCIAL STATUS REPORT | | 1. FEDERAL AGENCY AND ORGANIZATIONAL ELEMENT TO WHICH REPORT IS SUBMITTED Agency for International Development | | 7. FEDERAL GRANT OR OTHER IDENTIFYING NUMBER FAO-0705-A-2095-00 | | OMB Approved No. 80-R0180 | | Page 2 of 8 Pages | | |
| 3. RECIPIENT ORGANIZATION (Name and complete address, including zip code) Volunteers in Overseas Cooperative Assistance 50 F Street, NW Suite 1075 Washington, DC 20001 | | 4. EMPLOYER IDENTIFICATION NUMBER 52-0902805 | | 5. RECIPIENT ACCOUNT NUMBER OR IDENTIFYING NUMBER 7200-1428 | | 6. FINAL REPORT -- YES --X-- NO | | 7. BASIS -- CASH --X-- ACCRUAL | | |
| | | 8. PROJECT/GRANT PERIOD FROM (Month, Day, Year) September 30, 1992 | | | 9. PERIOD COVERED BY THIS REPORT TO (Month, Day, Year) September 30, 1996 | | | 10. STATUS OF FUNDS July 1, 1995 September 30, 1995 | | |
| PROGRAMS / FUNCTIONS / ACTIVITIES | | (a) | (b) | (c) | (d) | (e) | (f) | TOTAL (g) | | |
| a. Net outlays previously reported | | NIS 2 \$7,988,146 | | | | | | | \$7,988,146 | |
| b. Total outlays this report | | 632,926 | | | | | | | 632,926 | |
| c. Less: Program income credits | | | | | | | | | | |
| d. Net outlays this report period (Line b minus line c) | | 632,926 | | | | | | | 632,926 | |
| e. Net outlays to date (Line a plus line d) | | 8,621,072 | | | | | | | 8,621,072 | |
| f. Less: Non-Federal share of outlays | | | | | | | | | | |
| g. Total Federal share of outlays (Line e minus line f) | | 8,621,072 | | | | | | | 8,621,072 | |
| h. Total unliquidated obligations | | | | | | | | | | |
| i. Less: Non-Federal share of unliquidated obligations shown on line h | | | | | | | | | | |
| j. Federal share of unliquidated obligations | | | | | | | | | | |
| k. Total Federal share of outlays and unliquidated obligations | | 8,621,072 | | | | | | | 8,621,072 | |
| l. Total cumulative amount of Federal funds authorized | | 11,209,052 | | | | | | | 8,309,052 | |
| m. Unobligated balance of Federal funds | | \$2,587,980 | | | | | | | (\$312,020) | |
| 11. INDIRECT EXPENSE | | a. TYPE OF RATE (Place "X" on one or more lines) <input checked="" type="checkbox"/> PROVISIONAL <input type="checkbox"/> PREDETERMINED <input type="checkbox"/> FINAL <input type="checkbox"/> FIXED | | 13. CERTIFICATION I certify to the best of my knowledge and belief that this report is correct and complete and that all outlays and unliquidated obligations are for the purposes set forth in the award documents. | | | SIGNATURE OF AUTHORIZED CERTIFYING OFFICIAL  | | DATE REPORT SUBMITTED 10/30/95 | |
| | | b. RATE | | c. BASE | | d. TOTAL AMOUNT | | e. FEDERAL SHARE | | |
| 12. REMARKS: Attach any explanations deemed necessary or information required by Federal sponsoring agency in accordance with governing legislation. | | | | | TYPED OR PRINTED NAME AND TITLE James W. Bender Budget Analyst | | | TELEPHONE (202)383-4982 | | |

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ATTACHMENT B

VOLUNTEER TRACKING SYSTEM

NIS PHASE I & II -- VOCA

January 31, 1992 - September 30, 1995

| | Phase I | Phase II | Total |
|----------------------|---------|----------|-------|
| Number of Volunteers | | | |
| Female | 17 | 29 | 46 |
| Male | 359 | 372 | 731 |
| Total | 376 | 401 | 777 |

| | Phase I | Phase II | Total |
|--------------------------------|---------|----------|-------|
| Technical Assistance Objective | | | |
| 1 | 135 | 94 | 229 |
| 2A | 55 | 52 | 107 |
| 2B | 23 | 22 | 45 |
| 2C | 3 | 1 | 4 |
| 3A | 10 | 10 | 20 |
| 3B | 71 | 113 | 184 |
| 4 | 27 | 9 | 36 |
| 5 | 13 | 31 | 44 |
| 6 | 31 | 17 | 48 |
| 7 | 5 | 11 | 16 |
| 8A | 20 | 19 | 39 |
| 8B | 0 | 5 | 5 |
| 8C | 0 | 0 | 0 |
| 8D | 0 | 0 | 0 |
| 9 | 0 | 0 | 0 |
| | | | 777 |

| | Phase I | Phase II | Total |
|-------------------------|---------|----------|-------|
| Number of Beneficiaries | | | |
| Female | 9602 | 18679 | 28281 |
| Male | 34271 | 31730 | 66001 |
| Total | 43873 | 50409 | 94282 |

| State | Total |
|----------|-------|
| AL | 13 |
| AZ | 6 |
| AR | 6 |
| CA | 63 |
| CO | 20 |
| CT,DE,RI | 1 |
| FL | 9 |
| GA | 6 |
| HI,AK | 2 |
| ID | 41 |
| IL | 31 |
| IN | 13 |
| LA | 79 |
| KS | 17 |
| KY | 8 |
| LA | 1 |
| ME | 9 |
| MD | 6 |
| MA | 10 |
| MI | 10 |
| MN | 47 |
| MS | 1 |
| MO | 38 |
| MT | 12 |
| NE | 18 |
| NV | 6 |
| NH | 3 |
| NJ | 1 |
| NM | 3 |
| NY | 11 |
| NC | 12 |
| ND | 7 |
| OH | 27 |
| OK | 0 |
| OR | 39 |
| PA | 41 |
| SC | 1 |
| SD | 9 |
| TN | 4 |
| TX | 8 |
| UT | 7 |
| VT | 3 |
| VA | 19 |
| WA | 22 |
| WV | 3 |
| WI | 71 |
| WY | 3 |
| WASHDC | 10 |
| TOTAL | 777 |

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ATTACHMENT C

VOCA Tracking System

07/01/1995 - 09/30/1995

| <u>ProjId</u> | <u>Country</u> | <u>Project Name</u> | <u>End Date</u> | <u>Volunteer</u> |
|---------------|----------------|---|-----------------|--------------------|
| NF200088 | Belarus | BEL BELINCO Crop Production | 07/08/95 | Shelley, Kevin |
| CF300112 | Kazakhstan | KAZ Taldykorgan Cooperative Seminars | 07/17/95 | Reilly, John, D. |
| NF500263 | Russia | RUS Burevestnik Grain Production | 08/01/95 | Reese, Leon |
| NF500264 | Russia | RUS Burevestnik Vegetable Production | 08/01/95 | Reese, Dorothy |
| NF500283 | Russia | RUS Vegetable Production/Mkting-Krasnodar | 07/14/95 | Jenkins, Robert P. |
| NF500291 | Russia | RUS Ag Mrktng: Krasnodar, Saratov, Penza | 07/14/95 | Reese, Leon |
| NF500292 | Russia | RUS Ag Mrktng: Krasnodar, Saratov, Penza | 07/14/95 | Reese, Dorothy |
| CF200137 | Ukraine | UKR Bila Tserkva AgBus Center Follow-up | 08/15/95 | Chase, Robert |
| CF200141 | Ukraine | UKR Mellifera Research & Production Cent | 07/15/95 | Bonlender, Brian |
| CF200143 | Ukraine | UKR Ulegorsky Meat Processing Kombinat | 08/14/95 | Clark, Ellis L. |
| CF200144 | Ukraine | UKR Kniaja Krinitza Collective Farm | 07/01/95 | Scherer, Tom |
| CF200145 | Ukraine | UKR Yiuzhnaya Poultry Farm | 08/22/95 | Chase, Robert |
| CF200146 | Ukraine | UKR Decontamination of of Land and Water | 07/03/95 | Nuttall, H. Eric |
| CF200148 | Ukraine | UKR Sumi Entrepreneurship Farmers Assn | 08/25/95 | Schneider, Jim |

VOCA Tracking System

10/01/1994 - 09/30/1995

| <u>Proj Id</u> | <u>Country</u> | <u>Project Name</u> | <u>End Date</u> | <u>Volunteer</u> |
|----------------|----------------|---------------------------------|-----------------|----------------------|
| CF400072 | Armenia | ARM Tree Fruit Marketing | 11/02/94 | Kerbajian, Myron |
| CF400077 | Armenia | ARM Khenketsagik Bee Diseases | 10/21/94 | Feldman, Richard L. |
| CF400078 | Armenia | ARM Livestock Health Assoc. I | 11/17/94 | Poelma, Theodoris A. |
| CF400079 | Armenia | ARM Meat Cutting | 10/06/94 | Dohr, Harold |
| CF400080 | Armenia | ARM Agric Development Plan | 05/28/95 | Love, Harold |
| CF400081 | Armenia | ARM Farm Mangmnt/Irrig. Plan | 10/28/94 | Carpenter, Kit |
| CF400082 | Armenia | ARM Tazagiukh Irrigation | 11/10/94 | Ayers, Van |
| CF400084 | Armenia | ARM Biofuel I | 10/10/94 | Adamian, Serge |
| CF400085 | Armenia | ARM Biofuel II | 10/10/94 | Elliot, Gerald |
| CF400086 | Armenia | ARM Biofuel III | 10/10/94 | Ranney, Jack |
| CF400087 | Armenia | ARM Livestock Health Assoc. II | 11/04/94 | Schmidt, Richard |
| CF400089 | Armenia | ARM True Potato Seed Project | 04/08/95 | Carnahan, Glenn F. |
| CF400090 | Armenia | ARM True Seed Potato Project II | 04/08/95 | Carnahan, Janis |
| CF400091 | Armenia | ARM Soybean Production | 05/23/95 | Barrett, Walter |
| NF100001 | Azerbaijan | AZE Turkan Flower Marketing | 10/13/94 | Fortney, W. Robert |
| NF100002 | Azerbaijan | AZE Turkan Greenhouse Vegetable | 10/13/94 | Mansour, Bill |
| NF100003 | Azerbaijan | AZE SEKOL Seeds | 01/31/95 | Aldworth, William |
| NF200056 | Belarus | BEL Vitebsk Dairy Improvement | 10/21/94 | Niess, Matthew |
| NF200059 | Belarus | BEL Agribusiness Investments | 10/22/94 | Abercrombie, Clemeth |
| NF200060 | Belarus | BEL Bank Financial Ops Mgmt | 10/22/94 | Helberg, Mason |
| NF200062 | Belarus | BEL Bank Int'l Operations | 10/22/94 | Mooney, Thomas W. |
| NF200066 | Belarus | BEL GEF Natural Resources Mgmt | 02/24/95 | Spivey, Robert |
| NF200067 | Belarus | BEL Symposium--Ag. Credit | 10/29/94 | Page, Linda |
| NF200068 | Belarus | BEL Symposium--Ag. Policy | 10/29/94 | Veneman, Ann |
| NF200069 | Belarus | BEL Symposium--Coop Developmnt | 10/29/94 | Oliver, James S. |

| | | | | |
|----------|------------|--|----------|----------------------|
| NF200070 | Belarus | BEL Symposium--Land Tenure | 10/29/94 | DeBraal, Peter |
| NF200071 | Belarus | BEL Symposium--Farm Management | 10/29/94 | Niggley, Joyce |
| NF200072 | Belarus | BEL Symposium--Int'l Trade | 10/26/94 | Brand, Joseph |
| NF200073 | Belarus | BEL Symposium--Ag. Journalism | 10/29/94 | Thompson, Mary M. |
| NF200075 | Belarus | BEL Oyster Mushroom Production | 11/28/94 | McDaniel, Wayne |
| NF200077 | Belarus | BEL Dolgolesye Dairy Improvemnt | 10/08/94 | Niess, Matthew |
| NF200078 | Belarus | BEL Ag Commodity Exchange #3 | 11/26/94 | Heard, Mac |
| NF200079 | Belarus | BEL Druzhba Sheep Breeding | 11/26/94 | Heard, Tylene |
| NF200080 | Belarus | BEL Agricultural Legislation | 11/30/94 | Wilson, Paul |
| NF200081 | Belarus | BEL Natl Farmers Union Org Dev | 02/13/95 | Denman, Robert |
| NF200082 | Belarus | BEL Natl Farmers Union Farm Mgmt | 02/13/95 | Wiese, Dennis |
| NF200083 | Belarus | BEL KANTEXT Agricultural Engineering | 02/21/95 | Aines, Ronald |
| NF200084 | Belarus | BEL EHU Agribusiness Ed/Curriculum Dev. | 03/17/95 | Coffindaffer, Billy |
| NF200085 | Belarus | BEL EHU Agribusiness Ed/Tech & Financial | 03/17/95 | Sperow, Charles B. |
| NF200086 | Belarus | BEL Vitebsk Product Quality Control | 05/05/95 | Stanley, Nancy W. |
| NF200088 | Belarus | BEL BELINCO Crop Production | 07/08/95 | Shelley, Kevin |
| CF300097 | Kazakhstan | KAZ Uralsk Wheat Assessment 1 | 10/10/94 | Brinkman, Roger |
| CF300098 | Kazakhstan | KAZ Uralsk Wheat Assessment II | 10/10/94 | Stephens, Robert E. |
| CF300099 | Kazakhstan | KAZ Uralsk Wheat Assessment III | 10/10/94 | Kammerzell, Gordon |
| CF300101 | Kazakhstan | KAZ State Forestry Processing | 01/31/95 | Goodband, Ezekiel |
| CF300103 | Kazakhstan | KAZ State Forestry Processing 2 | 01/31/95 | Hardy, Richard |
| CF300104 | Kazakhstan | KAZ Farm Management | 11/07/94 | Barnett, Max |
| CF300105 | Kazakhstan | KAZ Zhaman Business Planning | 02/26/95 | Hoffman, Wilson R. |
| CF300106 | Kazakhstan | KAZ Zhaman Coop Development | 02/25/95 | Holloway, Robert |
| CF300108 | Kazakhstan | KAZ Sayar & Zhunis Farm Mngmnt | 11/24/94 | Barnett, Max |
| CF300112 | Kazakhstan | KAZ Taldykorgan Cooperative Seminars | 07/17/95 | Reilly, John, D. |
| NF400036 | Moldova | MOL Integrated Pest Mgmt. I | 11/09/94 | Menn, Julius J. |
| NF400053 | Moldova | MOL Environmental Protection I | 11/18/94 | Rohan, Brian |
| NF400054 | Moldova | MOL Marculesti Young Farmer I | 12/15/94 | Caillavet, Dewitt |
| NF400055 | Moldova | MOL Marculesti Young Farmer II | 12/11/94 | Szymanski, Damon |
| NF400056 | Moldova | MOL Panasesti Association | 10/15/94 | Meinershagen, Wilbur |

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| NF400057 | Moldova | MOL Nimoreni Ag. Credit | 10/05/94 | Hass, Marvin |
| NF400058 | Moldova | MOL Nimoreni Coop. Law | 10/09/94 | Hiatt, Robert D. |
| NF400061 | Moldova | MOL COMBINATUL Meat Process. I | 02/06/95 | Luther, Martin |
| NF400062 | Moldova | MOL COMBINATUL Meat Process II | 05/19/95 | Lavin, Carl H. |
| NF400063 | Moldova | MOL Environmental Protection II | 11/18/94 | Ziebarth, Anne |
| NF400064 | Moldova | MOL Meseni Farmers Association | 02/22/95 | Holdren, Charles |
| NF400065 | Moldova | MOL MOLDOVA Collective Farm Privatization | 02/20/95 | Poppen, Roger |
| NF400066 | Moldova | MOL Land Legislation/Land Code Review | 01/13/95 | Evans, Cooper |
| NF400068 | Moldova | MOL Integrated Pest Management III | 05/19/95 | Menn, Julius J. |
| CF100117 | Russia | RUS N/VRUS Dianov Vermiculture | 11/09/94 | Dunn, Timothy |
| CF100120 | Russia | RUS Buryat Milk Proc. Equip. | 12/08/94 | Broske, Bill |
| CF100126 | Russia | RUS Buryat Genetic Dairy Select | 10/28/94 | Ferris, Joseph |
| NF500199 | Russia | RUS Samara Farm Management | 10/17/94 | Shippey, Roderick |
| NF500203 | Russia | RUS VRPC Farm Mgmt Lecture | 11/26/94 | Harper, Thomas |
| NF500206 | Russia | RUS Zarechenskoe Privat. 10 | 11/19/94 | Moore, Vernon |
| NF500207 | Russia | RUS Zarechenskoe Privatiz. 11 | 11/19/94 | Kolmer, Lee |
| NF500211 | Russia | RUS Konkurent Soil Quality | 10/19/94 | Humburg, Neil E. |
| NF500217 | Russia | RUS REAMA Farm Machinery I | 04/17/95 | Turner, Mike |
| NF500219 | Russia | RUS MCE Futures Exchange Devel | 10/29/94 | Krueger, Michael V. |
| NF500220 | Russia | RUS Niva Restaurant Development | 12/15/94 | Langerman, Harry |
| NF500221 | Russia | RUS VENMC Manure Processing | 10/09/94 | Blake, John |
| NF500222 | Russia | RUS VENMC Poultry Rendering | 10/09/94 | Nyce, Ronald |
| NF500223 | Russia | RUS ECONIVA Sustainable Ag. I | 10/31/94 | Riddle, James |
| NF500224 | Russia | RUS ECONIVA Sustainable Ag. II | 10/31/94 | Ford, Joyce |
| NF500225 | Russia | RUS Konkurent Soil Quality II | 10/19/94 | Smika, Darryl |
| NF500227 | Russia | RUS Mokrous Meat Processing | 10/16/94 | Nyce, Ronald |
| NF500228 | Russia | RUS Alexinsky Privatization I | 12/17/94 | Rekow, Leigh |
| NF500229 | Russia | RUS Alexinsky Privatization II | 12/17/94 | Farmer, Melvin |
| NF500230 | Russia | RUS Pervomaiskiy Dairy Process | 11/17/94 | Christie, Robert |
| NF500231 | Russia | RUS Obninsk Farm Mgmt. I | 11/22/94 | Morehead, John |
| NF500232 | Russia | RUS Obninsk Farm Mgmt. II | 11/22/94 | Poyner, Wallace |
| NF500233 | Russia | RUS Alexinsky Privatization 3 | 12/17/94 | Herr, William |

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| NF500234 | Russia | RUS ASSOY Soybean Processing | 11/22/94 | Buker, Robert |
| NF500236 | Russia | RUS RCGA Cranberry Irriga. #1 | 03/26/95 | Gilmore, Kirby |
| NF500238 | Russia | RUS Pyshlitsy Coop Development | 12/22/94 | Schriver, Henry H. |
| NF500239 | Russia | RUS Gatchina Potato Processing | 12/20/94 | Krug, Roger |
| NF500240 | Russia | RUS Goferberg Profitable Farms | 10/26/94 | Meinershagen, Wilbur |
| NF500241 | Russia | RUS VOLOCHANOVO Coop Develop | 12/19/94 | Knoblock, Leonard |
| NF500243 | Russia | RUS Khleb Bakery/Bread Prod. I | 03/14/95 | Fischer, Arthur |
| NF500245 | Russia | RUS Terengulskiy Smoked Meat | 02/17/95 | Cahill, Vern R. |
| NF500246 | Russia | RUS Smolensk Coop Orientation | 03/06/95 | Garsow, Orbert |
| NF500247 | Russia | RUS Smolensk Extension Education | 02/17/95 | Bruening, Thomas |
| NF500248 | Russia | RUS Krymsk Bread Workshop | 02/27/95 | Artim, Joseph |
| NF500255 | Russia | RUS Krymsk Canning Cooperative | 03/12/95 | Stock, Garfield |
| NF500257 | Russia | RUS Smolensk Dairy Farm V | 02/10/95 | Ferris, Joseph |
| NF500258 | Russia | RUS AUROP Milk Processing | 01/22/95 | Schultz, John |
| NF500259 | Russia | RUS Orbita Coop Organization | 05/06/95 | Oliver, James S. |
| NF500260 | Russia | RUS SAA Pest Control & Sustainable Ag. 1 | 03/18/95 | Bailey, Jack |
| NF500261 | Russia | RUS Tsemdolina Mushroom Greenhouse Prod. | 03/27/95 | McDaniel, Wayne |
| NF500262 | Russia | RUS FTCA Ag. Marketing Seminars | 04/17/95 | Turner, Mike |
| NF500263 | Russia | RUS Burevestnik Grain Production | 08/01/95 | Reese, Leon |
| NF500264 | Russia | RUS Burevestnik Vegetable Production | 08/01/95 | Reese, Dorothy |
| NF500267 | Russia | RUS Puschino Mushroom Production | 02/20/95 | Denison, William |
| NF500268 | Russia | RUS Buryat Genetic Selection | 02/14/95 | Ferris, Joseph |
| NF500269 | Russia | RUS Tselina Profitable Farm | 03/16/95 | Shippey, Roderick |
| NF500270 | Russia | RUS Buransk Potato Handling | 03/04/95 | Christensen, Tracy |
| NF500271 | Russia | RUS Buransk Potato Marketing | 03/05/95 | Oler, David L. |
| NF500272 | Russia | RUS Nizhny Novgorod Farm Privatization 3 | 03/31/95 | Niess, Matthew |
| NF500273 | Russia | RUS Nizhny Novgorod Farm Privatization 4 | 03/31/95 | Knoblock, Leonard |
| NF500274 | Russia | RUS SAA Pest Control & Sustainable Ag. 2 | 03/18/95 | Chapin, Jay |
| NF500275 | Russia | RUS Saratov Casein Production | 02/12/95 | Larson, Chris |
| NF500277 | Russia | RUS Eurasia Grain Storage | 03/29/95 | Schmidt, Gordon |
| NF500279 | Russia | RUS Zarechenskoe Farm Privatization 15 | 03/13/95 | Scott, J.T. |
| NF500281 | Russia | RUS Buryat Soil Conservation Training | 03/31/95 | Thrasher, Margaret |
| NF500282 | Russia | RUS Organization/Mgmt Profitable Farms | 03/19/95 | Shippey, Roderick |

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| NF500283 | Russia | RUS Vegetable Production/Mkting-Krasnoda | 07/14/95 | Jenkins, Robert P. |
| NF500284 | Russia | RUS Samara Commodities Exchanges | 05/26/95 | Klemme, Kenneth |
| NF500285 | Russia | RUS Samara Farm Mgmt-Samara Dept of Ed | 04/02/95 | Shippey, Roderick |
| NF500286 | Russia | RUS Temryk Small-Scale Wine Production | 06/05/95 | Harkness, Ellen |
| NF500291 | Russia | RUS Ag Mrktng: Krasnodar, Saratov, Penza | 07/14/95 | Reese, Leon |
| NF500292 | Russia | RUS Ag Mrktng: Krasnodar, Saratov, Penza | 07/14/95 | Reese, Dorothy |
| CF200102 | Ukraine | UKR Kanva Processing/Packaging | 10/14/94 | Lundquist, Burton |
| CF200104 | Ukraine | UKR Cheese Plant Operations | 11/03/94 | Jagodzinske, Erv |
| CF200105 | Ukraine | UKR Kozova Butter Plant | 11/16/94 | Gidley, Robert L. |
| CF200106 | Ukraine | UKR Cheese Plant Transfer | 11/03/94 | Danner, George |
| CF200107 | Ukraine | UKR Harvest/Post Harvest Loss | 10/17/94 | Claycomb, Fred E. |
| CF200108 | Ukraine | UKR Ag. Credit Specialist | 11/05/94 | Evans, Cooper |
| CF200109 | Ukraine | UKR Ag. Policy Specialist | 11/05/94 | Ahmadi, Ahmad |
| CF200110 | Ukraine | UKR Coop. Devt. Specialist | 11/05/94 | Oliver, James S. |
| CF200111 | Ukraine | UKR LAnd Tenure Specialist | 11/05/94 | DeBaal, Peter |
| CF200112 | Ukraine | UKR Farm Mgmt Specialist | 11/05/94 | Niggley, Joyce |
| CF200113 | Ukraine | UKR Int'l Trade & Investment | 11/05/94 | Blow, George |
| CF200114 | Ukraine | UKR Agricultural Journalist | 11/05/94 | Thompson, Mary M. |
| CF200115 | Ukraine | UKR Kiliya Rice Breeding/Prod | 11/15/94 | Bollich, Charles |
| CF200116 | Ukraine | UKR Odesa Extension Service | 11/04/94 | Kratz, Jeffrey |
| CF200118 | Ukraine | UKR Odesa Farm Business Mgmt. | 02/10/95 | Kratz, Jeffrey |
| CF200119 | Ukraine | UKR Vinnytsa PFA | 10/02/94 | Szymanski, Damon |
| CF200120 | Ukraine | UKR Bila Tserkva Grain Handling | 10/16/94 | Cook, Estle |
| CF200121 | Ukraine | UKR Bila Tserkva Grain Process | 10/16/94 | Tenholder, Charles |
| CF200122 | Ukraine | UKR Dnipropetrovsk Ag Journalism | 11/19/94 | Hale, William |
| CF200123 | Ukraine | UKR Odesa Collective Privatization | 11/18/94 | Neal, James |
| CF200124 | Ukraine | UKR Lughansk FBPM | 12/14/94 | Edlin, Dale |
| CF200126 | Ukraine | UKR Ukrainian Women's League | 02/18/95 | Linn, Lois |
| CF200127 | Ukraine | UKR Intellect Tech. Service | 02/12/95 | Cowell, Robert |
| CF200128 | Ukraine | UKR Zeleny Guy PFA | 12/18/94 | Holloway, Robert |
| CF200130 | Ukraine | UKR Agroinvest-Aton Meat/Dairy | 01/27/95 | Huffman, Kenneth |
| CF200131 | Ukraine | UKR Khmelnytsky Meat Follow up | 02/05/95 | Stoysich, Rudy |

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| CF200133 | Ukraine | UKR Ukraine Agricultural Banking/Finance | 03/18/95 | Grinde, Paul |
| CF200134 | Ukraine | UKR Krinitchansky District Ag and Hog | 03/17/95 | Smith, Jay Lee |
| CF200137 | Ukraine | UKR Bila Tserkva AgBus Center Follow-up | 08/15/95 | Chase, Robert |
| CF200138 | Ukraine | UKR Odessa Sheep and Extension Follow Up | 04/19/95 | Cadwallader, Thomas |
| CF200141 | Ukraine | UKR Mellifera Research & Production Cent | 07/15/95 | Bonlender, Brian |
| CF200143 | Ukraine | UKR Ulegorsky Meat Processing Kombinat | 08/14/95 | Clark, Ellis L. |
| CF200144 | Ukraine | UKR Kniaja Krinitza Collective Farm | 07/01/95 | Scherer, Tom |
| CF200145 | Ukraine | UKR Yiuzhnaya Poultry Farm | 08/22/95 | Chase, Robert |
| CF200146 | Ukraine | UKR Decontamination of of Land and Water | 07/03/95 | Nuttall, H. Eric |
| CF200148 | Ukraine | UKR Sumi Entrepreneurship Farmers Assn. | 08/25/95 | Schneider, Jim |

VOCA Tracking System

Project Country Summary
10/01/1994 - 09/30/1995

| <u>Country</u> | <u>Completed</u> |
|----------------|------------------|
| Armenia | 14 |
| Azerbaijan | 3 |
| Belarus | 24 |
| Kazakhstan | 10 |
| Moldova | 14 |
| Russia | 62 |
| Ukraine | 36 |
| TOTAL | 163 |

ATTACHMENT D



IMPACT

Volunteers in Overseas Cooperative Assistance

VOCA-RUSSIA IMPACT STATEMENT Goferberg Private Farm

VOCA volunteer James Neibauer of Michigan, worked in Saratov oblast assisting Lysiye Gory of the Goferberg private farm. The focus of the volunteer assignment was to improve vegetable production/storage practices and develop a marketing strategy for the farm.

Mr. Neibauer recommended the farm plant crops based on volume estimates made with contracting customers. As a result of the recommendation, the host was able to contract all his 1995 crop to various customer organizations resulting in sales worth more than R 150 million (approximately \$75,000).

The volunteer recommended the farm plant cabbage two weeks earlier in the spring and plant beets and carrots a few weeks later in the fall. Based on those recommendations, the host was able to net an additional profit of R 9 million (approximately \$4,500). The additional profit was realized because the host was able to extend the marketing season for beets and carrots by two weeks as well as marketing cabbage two weeks earlier in the spring.

Furthermore, Mr. Neibauer verbally recommended that the host keep track of market prices for vegetables in other regions. Following the implementation of this recommendation, the host received an additional profit of R 2 million (\$1,000). The host was able to identify new markets in Moscow where the farm was able to market their vegetables at a higher price.

*The farm planted crops based on volume estimates of their customers and realized a profit of R 150 million (\$75,000).

*The volunteer recommended the host plant cabbage two weeks earlier in the spring and beets and carrots a few weeks later in the fall to capture a particular market niche.



IMPACT

Volunteers in Overseas Cooperative Assistance

VOCA-RUSSIA IMPACT STATEMENT Restaurant Development

A series of VOCA volunteers have travelled to Krymsk, Krasnodar Krai in southern Russia to assist Vladimir Melnik. Mr. Melnik originally requested assistance for his tomato and meat processing operations and the formation of a new farmer cooperative. While assisting Mr. Melnik with tomato processing improvements, Tom Sachs of Fremont, Ohio, suggested Mr. Melnik open a small cafe near the town square to sell his own tomato and meat products. Mr. Melnik successfully negotiated with the city government to rent a small piece of the town square, the corner where all of the buses stopped. Mr. Melnik opened a small kiosk with four tables and chairs. The kiosk sold meat sandwiches from the meat processing plant and used the tomato sauce produced in his tomato processing plant as a condiment for the hot sandwiches. Other products such as ice cream bars, soda, candy bars, potato chips and sweet rolls were part of the menu at the cafe. The small cafe opened in 1993 and has done very well.

In late 1994, Harry Langerman of Miami, Florida, spent two weeks working with Cafe Melnika. He worked with Mr. Melnik and his staff to improve their fast food menu as well as providing the staff with training on client service.

Mr. Langerman made many suggestions but one significant suggestion was to have attractive, eye-catching labels on the food displayed in the kiosk. As a result of that suggestion, Mr. Melnik has realized a profit increase of R 20 million/month (\$10,000), or 1.5 times his income prior to the volunteer suggestion.

***VOCA volunteer suggested the host open a cafe near the bus stop in the town square.**

***Because of attractive labeling, suggested by the volunteer, the host realized an increase in profit of R 20 million (\$10,000).**

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IMPACT

Volunteers in Overseas Cooperative Assistance

VOCA-RUSSIA IMPACT STATEMENT Rossia Joint Stock Company

Mr. Willis Brown of Columbus, Ohio worked with Rossia Joint Stock company in the Perm region of Russia. He said that the farm had implemented some of the previous volunteers' (James Rushing) recommendations and that it had real potential to be profitable as early as next season.

At Rossia, the volunteer worked on wholesale marketing. Mr. Brown recommended that instead of simply delivering their carrots all in one load and getting whatever they could for them, that they clean and sort them to get maximum profitability. When he arrived, they were getting 1300 rubles/kg for their carrots.

The volunteer helped them wash, sort and grade their carrots. Once this was done, the farm was able to get 1750 rubles/kg for one grade, and 2200 rubles/kg for the other grade. Thus, they were able to get more money for the same product.

Additionally, in order to minimize the losses of the product currently in storage, Mr. Brown suggested that they wash the carrots with a chlorine wash, put them in burlap bags and store them on pallets.

The volunteer worked with a vegetable processing specialist on the farm to see if Rossia farm should get involved in processing frozen vegetables. He suggested that the farm first work on selling its inventory of carrots and then on the idea of processing frozen vegetables for sale. Based on information he was able to gather about local markets, Mr. Brown thinks the idea of selling frozen vegetables will be a very successful venture for the company. He believes that they could use some of the extra money generated from selling cleaned, sorted and graded carrots to finance their processing facility.

The reason Mr. Brown thinks a frozen vegetable processing facility would work is because there is already a demand for them in Perm. Right now, customers are buying imported frozen vegetables from Holland at a price of 5600 rubles/200 grams. If Rossia could get their plant going, they would be able to sell a similar product for a fraction of that cost.

The volunteer made sure that they keep things in perspective. Their current storage facilities are in need of major repairs. Before money is spent on building a processing facility, he strongly suggested they upgrade their warehouses.

***By washing, sorting and grading their produce, the joint stock company was able to realize an increase in profits from R 1300/kg to R 1750/kg for one grade and R 2000/kg for another grade.**

***Based on market research, the volunteer suggested the farm establish a frozen vegetable processing facility.**

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