

---

**THE COUNTERPART CONSORTIUM**

**NGO INITIATIVE FOR CENTRAL ASIA**

---

**QUARTERLY REPORT**

**JANUARY 1- MARCH 31, 1997**

**Submitted to USAID/Almaty**

**COUNTERPART International, Inc.**

**910 17<sup>th</sup> St., NW, Ste. 328  
Washington, D.C. 20006  
Tel: 202-296-9676  
Fax: 202-296-9679**

**Vinogradov Street 49/22  
Almaty, Kazakstan  
Tel: 7-3272-631-840  
Fax: 7-3272-638-268**

A

**THE COUNTERPART CONSORTIUM**  
**NGO SUPPORT INITIATIVE FOR CENTRAL ASIA**

**QUARTERLY REPORT**

**JANUARY 1 - MARCH 31, 1997**

Grantee's Name: Counterpart Foundation, Inc.  
Cooperative Agreement No.: 110-0007-G-00-4020-00  
Effective Date: September 25, 1994  
Consortium Partners: Aid to Artisans  
The Citizens Network for Foreign Affairs  
Goodwill Industries International  
Period Covered in this report: January 1 - March 31, 1997

**Program Goal:**

**To help citizens of Central Asia more actively and effectively participate in political and economic decision making.**

**Program Purpose:**

**To create effective, democratic and sustainable non-governmental organizations in Central Asia capable of expressing citizens' interests, providing services to vulnerable groups within the population, and working in sectors critical to the economic, political and social development of the region.**

**Intended Impact:**

**NGOs provide financially sustainable services not provided by government.**

B

# TABLE OF CONTENTS

---

	PAGE
I. OVERVIEW OF PROJECT MANAGEMENT .....	1
II. BROAD SECTOR SUPPORT: COUNTERPART FOUNDATION.....	2
A. PROJECT PURPOSE .....	2
B. NARRATIVE & FULFILLMENT OF SPECIFIC OBJECTIVES.....	2
1. KAZAKSTAN .....	2
2. KYRGYZSTAN .....	7
3. TAJIKISTAN.....	14
4. UZBEKISTAN .....	17
C. FULFILLMENT OF SPECIFIC OBJECTIVES.....	24
D. ACTIVITY STATUS FOR THIS QUARTER .....	33
E. PROJECTED ACTIVITY STATUS FOR NEXT QUARTER.....	34
III. AID TO ARTISANS.....	35
A. PROJECT PURPOSE .....	35
B. NARRATIVE.....	35
C. FULFILLMENT OF SPECIFIC OBJECTIVES.....	43
D. ACTIVITY STATUS FOR THIS QUARTER .....	45
E. PROJECTED ACTIVITY STATUS FOR NEXT QUARTER.....	45
IV. THE CITIZENS NETWORK FOR FOREIGN AFFAIRS .....	46
A. PROJECT PURPOSE .....	46
B. NARRATIVE.....	46
C. FULFILLMENT OF SPECIFIC OBJECTIVES.....	49
D. ACTIVITY STATUS FOR THIS QUARTER .....	51
E. PROJECTED ACTIVITY STATUS FOR NEXT QUARTER .....	51
V. GOODWILL INDUSTRIES INTERNATIONAL.....	53
A. PROJECT PURPOSE .....	53
B. NARRATIVE.....	53
List of Attachments.....	57

## I. OVERVIEW OF PROJECT MANAGEMENT

This was a milestone quarter in the life of this program with a number of significant events.

**In January, the MSI mid-term evaluation of the program was released.** The evaluation recognized that Counterpart had successfully achieved a wide range of impacts with the NGO Support Initiative and made a number of important recommendations which Counterpart has adapted into its planning for an extension of the program.

**In January, the grant review committee awarded the last of the subgrant funds currently allocated to the program.** The total number of grants awarded (225) far exceeded both our planned output of 85 and all expectations for the program. Disbursement of awarded grants will continue through May. Since January, we have focused our five-day training on preparing NGOs to develop proposals for the other donor organizations operating in the region.

**In March, Counterpart submitted a proposal to USAID for an extension of the current program for an additional 2 ½ years.** While we are tremendously proud of the impacts and changes that have taken place in Central Asian NGOs during the 2 ½ years of the program, we believe that this is only a beginning and that much more remains to be done. During the second phase of the program, Counterpart seeks to institutionalize its affiliates as sustainable local NGO resource centers that will continue to provide the services developed under this program. As of this writing, negotiations are still underway on this proposal.

**The situation with our account and the now-closed Kramds Bank has still not been brought to resolution.** The Ambassador issued a letter asking the Liquidation Committee of Kramds Bank to re-classify Counterpart as a charitable institution, and thus be placed in category five. This could, if there is still money available, cause the release of our funds. The Chairman of the Liquidation Committee is currently preparing a report for the National Bank, and because of the late request for re-classification, no action will be taken until at least April 15, 1997. During the month the COP and the Finance Director received their personal funds from the Bank.

**Due to the untiring efforts of ATA's Uzbek partner *Mussavir*, the Uzbek government has announced that it will eliminate export taxes on handicrafts for five years with effect from April 1, 1997.** This is an extremely important impact for the handicraft sector in Uzbekistan. The success of the initiative speaks to the possibilities of collaboration and the indirect positive effects of ATA's craft development programs.

**At CNFA's urging and in an encouraging sign of openness to democratic reforms, 8 rayon private farmer associations in Fergana, Uzbekistan elected *farmers for the first time* to serve as chairpersons.** Kentucky Farm Bureau (KFB) experts Tony Holloway and Larry Smith facilitated general assemblies in each rayon during which farmer-members were elected from their ranks as chairpersons to manage PFA daily operations. The existing rayon PFA chairpersons, appointed salaried government administrators, will assume the role of "director." This new structure follows the KFB model of electing farmers as chairpersons (called "Presidents" in the U.S system) and hiring professional managers as directors of operations.

## II. BROAD SECTOR SUPPORT: COUNTERPART INTERNATIONAL

### A. PURPOSE

The purpose of the Counterpart project component is:

**To identify and empower a broad array of Central Asian non-governmental organizations in both rural and urban areas, regardless of sectoral focus.**

### B. NARRATIVE

#### 1. Kazakstan

##### A. Highlights

##### *Impacts*

- A.1. **Jambyl Union of Entrepreneurs:** Since Counterpart gave this group a grant of \$5,368 in June 1996, their activity has really taken off. Blair Sheridan conducted a site visit in November, and came away very impressed by their work volume and professionalism. Since our first contact with the JUE, they have changed location, having found excellent premises close to the center of town. In these premises, which they renovated themselves, they have been able to offer excellent consultative services (especially in relation to the legal aspects and restrictions of doing business in Kazakstan) to the more than 2,000 business people who have visited thus far.
- A.2. **Kazakstan-American Bureau for Human Rights and Rule of Law:** This is a very high-profile group in Kazakstan and Kyrgyzstan. Led by Yevgeny Zhovtis, the KABHR is involved in publication and democratization of many "hot button" issues in Central Asia, including prison reform, repeal of the death sentence, journalistic freedom and human rights. The latter are especially current, given the recent murder of Christopher Gehring and the jailing of a prominent Kyrgyz social activist, both of which were widely decried throughout the region. Offices in both the Kazak and Kyrgyz capitals, with plans to open in Tashkent and "underground" in Dushanbe, give KABHR a broad reach, helping them to inform and reform. Counterpart's grant of \$10,265 has added to their institutional and technical capacity, allowing them to improve their communications with the groups with which they must maintain constant contact.
- A.3. **Rudnyi Municipal Society for Protection of Consumer Rights:** Consumer rights groups are springing up across Kazakstan, and Counterpart is justified in feeling at least partially responsible for their growth. The region has problems, unimaginable to the contemporary Western consumer, in the area of quality goods and services. The problem, of course, becomes especially acute when one realizes that poor quality food is not merely a source of frustration, but can be extremely dangerous, as is shown by the shockingly high numbers of food poisoning cases. The Rudnyi Municipal Society for Protection of Consumer Rights has been active in this area since 1993, and is accredited by the city, with powers to verify both food vendor licenses and to test products. Blair Sheridan visited the city's largest food market with the group's leader, Mr. Sergei Shvetsov, and was impressed by the work of his associates, as they checked the documentation of vendors, always polite, but commanding visible respect, which reflects well upon the group's standing in the community. Under the present law on consumer rights in

the republic, groups such as this one may claim 30% of any damages awarded in claims against goods and service providers. Although they offer consultation and in-court representation to plaintiffs free of charge, the Society is thus able to sustain itself, having won an overwhelming percentage of its cases in court. Counterpart's grant of \$7,760 helped an already active group broaden the range of services available to the consumer, with the grant being put towards equipment for the "independent consumer testing laboratory."

- A.4. In the opinion of the COP, one of the most significant impacts of the program has been that the newly formed **Association of Women's Organizations** is cooperating with the women's section of the UNDP, to develop women's capacities for political leadership. They arranged a conference which includes many women from Parliament and other government arenas. The participants recognize that a solidified women's vote in future elections can influence outcomes. There is no better way for democracy to be served than by the empowerment of an "at risk" group.
- A.5. Counterpart Consortium has finally become registered as a local representative of an international PVO. This gives us the obligation to pay all taxes not precluded in the Bi-Lateral Agreement. It also allows us to issue Letters of Invitation for visitors to Kazakhstan, by following procedures outlined by the Ministry of Foreign Affairs. These procedures have been transmitted to Counterpart/Washington.
- A.6. NGO Accounting training has been started by one of our grantees. This training is not listed as a Counterpart Training, because it is combined with "fee for service" training being conducted by the grantee. Another grantee is currently developing a training for our NGOs, covering legal concerns that restrict NGO development.
- A.7. Our grantee AITU, has completed the first phase of their project, to bring Internet technology to Almaty.
- A.8. Several articles were published about the Consortium, and its activities during the month.

#### ***Grant Activities***

- A.9. Kazakhstan has now met all of its targets prescribed in the Performance Plan.
- A.10. There will be no additional subgrants awarded. The M&E activities continue. Funds continue to be released according to the payout schedule on previously approved grants.

#### ***Training Sessions***

- A.11. During January, there was a two-day training on NGOs and the Community; a special two-day on Fundraising; and a five-day on Project Design and NGO Management.
- A.12. During February, Almaty trainers conducted one two-day NGO and the Community training; one three-day Strategic Planning training; and one two-day Fundraising training during.
- A.13. During March, there was one five-day training in Almaty; a three day and a two day training in Kustani for representatives of the Kustani Businesswomen's Association and selected Peace Corps NGOs; and a special one day training in Chimkent, in collaboration with ABA, forming a Chimkent Bar Association.

- A.14. It should be noted that the trainers will now include full documentation and instruction on the programs of other donors. The intern has carefully researched other in-country and international donors who could support NGO development in Kazakhstan. The trainers will present this information during future Project Design training.
- A.15. The COP is working with Interlegal and the Accounting NGO, to develop technical trainings in the legal and accounting specialties.
- A.16. Mansiya Kainazarova, Almaty Trainer and Altynai Karasaeva, former Bishkek Trainer, in conjunction with the UNDP Gender Development Program, conducted a three day workshop on *Women's Political Leadership*.

***Documents/Publications***

- A.17. The COP has requested from USAID/Almaty, a new book funded by USAID/Moscow on NGO Financial Practices.
- A.18. Chevron, in cooperation with Earthkind and Counterpart, has completed publishing a 40,000 copy edition of Jelly Jam. This is a workbook for children emphasizing protection of the environment. This edition is in Russian, with a second edition in Kazak. It has been approved for distribution by the Ministry of Education.
- A.19. We purchased 100 copies of " How to do Business in Kazakhstan." It is being given out to the other Country Directors for distribution to appropriate NGOs.

***Participation in External Events***

- A.20. The COP participated in the Naruz celebration for children with disabilities, sponsored by ARDI, a Counterpart grantee.
- A.21. The COP attended openings of art expositions by two of our NGOs, WLCI (MOST group) and Tengri Umai Gallery.
- A.22. The COP was asked to support Kazakhstan's participation in the Special Olympics World Games in Toronto, Canada. It was indeed an honor to help represent Kazakhstan at the Games, and with Special Olympics International. There were many meetings with the organizers of the games, and with the founders, Eunice Kennedy Shriver and her husband, Sargent Shriver. It is interesting to note that the organizational capability shown by the Kazakstani Organization was far superior to those of the other CIS and CEE countries represented. Could this be because of CC training? There were 75 countries represented at a cost in excess of 30 million dollars.
- A.23. The COP delivered a one hour class to students in the MPA Program at KIMEP, on the evolution of the third sector in Kazakhstan, and its working relationship to the other two sectors.
- A.24. The COP represented Counterpart at the UNDP Roundtable for Women's Day; two gallery exhibitions of our grantees, WLCI and MOST; and the Businesswomen of Almaty's Women's Day celebration.
- A.25. The COP traveled to the Panfilov Region, the City of Zharkent, for the opening of the Ecolog

Center, our grantee.

- A.26. There was a meeting at SATR by members of the OST Senior Staff, to note the growth and direction of the organization since a prior visit, two years ago by Ambassador Courtney.
- A.27. The Women's Entrepreneurial Organization, our grantee, conducted a Round Table on Civil Society at the Institute for Strategic Studies. The COP discussed the relationship between Community Organizations and Civil Society.

#### ***Monitoring & Evaluation***

- A.28. Letters were sent to all organizations which have been trained by Counterpart/Kazakhstan, but have not received grants. The purpose of these letters is assess the quality of our training activities, and to up-date our data base.

#### ***Other Programming Activities***

- A.29. USAID visited trainings conducted by two of our grantees, Almaty Business Women's Association and The Organization for Oriental Women. They were pleased with their observations.
- A.30. ATA is soliciting volunteers in Almaty to serve on a Craft Marketing Committee, using ex-pats to provide feedback to local artisans.
- A.31. The trip to Zharkent by the COP gave positive proof how concerned people working together can make a difference. The Oriental Women's group, in Almaty, through their grant, established the Ecoclub in Zharkent. This club is supported by the Akim, the Oblast education officials, businesspeople, farmers and other concerned citizens. Besides teaching respect for the environment, they are enlisting the advice and support of world renown scientists and educators to develop programs that will extend into the next millennium.

#### **B. Issues/Problems**

- B.1. A planned visit to a region of the Taldy Korgan Oblast, to take part in the opening of the new environmental health clinic developed by our grantee, was cancelled because of martial law being declared in areas close to the Chinese border.
- B.2. Evaluation of our contract trainers has caused the canceling of one of the contracts for non-compliance.

#### **C. Lessons Learned**

- C.1. Security seems to be a major problem, with the murder of the Internews COP. The Embassy and USAID have had several briefings about proper security measures. In general they are similar to those to be taken in any major US city. One interesting precaution is for men to wear hats. It seems that hatless men are identifies as ex-pats.
- C.2. The COP has become aware of the reason that this Consortium has prospered, while so many others have failed. The key ingredient in this Consortium is mutual support and reliance on each other. Not only was there a need for logistical support among the partners, but the training

and grant-making (including monitoring) component made a cohesive relationship. Other programmatic methodologies which added to the success were the continuing support to NGOs by the partners; and the networking capability of the Consortium in general.

- C.3. As our grantees develop their programs, their problems become more complex. Now they are having financial concerns, over and above the original project; they are having legal and tax issues, which require expert advice; they require constant support in the form of networking, new resources; parallel or similar programs; etc. It is our responsibility to give or find this expert advice as part of our follow through, to insure continued success and sustainability.
- C.4. The horizontal associations that the COP has been developing for many months are thriving, while top-down, vertical associations are losing their momentum.
- C.5. The IFES Survey, among other things, showed that only 14% of those questioned were aware of NGOs, and an even smaller percentage had knowledge of local NGOs in their districts.

#### **D. Project Changes**

No project changes during this quarter.

#### **E. Coordination and Cooperation**

- E.1. Counterpart participated in the strategic planning meeting of Special Olympics and several major private businesses in Almaty. The purpose of this meeting was to develop a fundraising strategy for the coming year, based on actual program needs.
- E.2. The Finance Manager helped to negotiate a political problem between two factions of the Afghan Refugees program.
- E.3. A list of needed NGO skills areas was sent to the Canadian Executive Service Organization.
- E.4. The COP met with the Civil Society Development Program during his trip to Poland. They are a recently localized group of trainers supported by grants from international donors. Also on the list of visits was a meeting with the Polish Special Olympics, concerning an international partnership between Poland and Kazakstan
- E.5. Another interesting meeting in Poland was with a group called Fiesta Consultants. They were formed to develop training programs for private industry, the implication being that they utilize local trainers, at a high rate of pay, for these trainings. This might have applicability in the CAR.
- E.6. The COP participated with Herbert Behrstock, Resident UN Coordinator, Kazakstan, to elaborate participatory efforts concerning the amalgamation of the government-influenced *Women's Advisory Committee* and the *Association of Women's Organizations*.
- E.7. The Counterpart International/World Bank consultant in Tajikistan came to Almaty for medical treatment, and was supported by CC.
- E.8. The COP and Special Olympics Director met with CESO (Canadian Executive Service

Organization) Toronto. This was a follow-up to the meeting with them by Counterpart's CEO. It was decided that CESO would locate a suitable volunteer for S.O. Candidates (husband and wife) were identified, and interviewed during the Toronto visit.

- E.9. Preliminary discussions were held with ABA, concerning a March Chimkent Bar Association Training.
- E.10. The COP has developed a strong working relationship with Herbert Behrstock, Regional Representative, UNDP.
- E.11. The COP discussed mutual cooperation with Eurasia Foundation's representative, Rachel Larken.
- E.12. The COP is continuing conversations by e-mail with the CESO Volunteers, who are coming to Almaty next month.
- E.13. Cooperation with Chevron Corporation is continuing concerning possible support for unfunded proposals.
- E.14. The COP referred several NGOs to Mercy Corps, Chevron and Eurasia Foundation for funding.

#### **F. Leveraging**

- F.1. During the month, our grant to NGEF to promote technology for Flounder fishing in the Aral Sea facilitated the giving of over \$100,000 of fishing equipment by the Danish Government .
- F.2. Counterpart/Kazakhstan continues to leverage support from a range of donors and other organizations (see E. Coordination and Cooperation).

## **2. Kyrgyzstan**

### **A. Highlights**

#### ***Impacts***

- A.1. **International Foundation for Election Systems (IFES)** conducted annual surveys in Central Asia. In Kyrgyzstan the survey found that a majority (54%) of the citizens believe that they can form an NGO without government participation and 42% say that they would volunteer to work for an NGO without pay. Fifty two percent say that NGOs are essential or necessary. More than 67% say that they would join an organization which helps people in need and 59% say that they would join an environmental organization. Finally only one third know of an organization functioning in their community which provides the conclusion that NGOs remain a hypothetical concept for Kyrgyzstanis.
- A.2. **"Aikyn" Association for Consumers' Rights Protection**  
Counterpart awarded a grant to "Aikyn" Association for Consumers' Rights Protection to implement the project "Efficient Organization of the Consumers' Movement." The center renders assistance to consumers in different ways: consulting service by phone, registering infringements of consumers' rights, processing of applications, delivering lectures and

publishing articles on consumers' rights issues. Daily, the Center is visited by 10-15 consumers and the staff members answer telephone calls on a regular basis. Since June 1, 1996, sixty-four consumer cases were defended with the involvement of the Association.

However, the Association's activity is mostly focused on legal education of consumers since a great deal of them are very ignorant of their rights and consumer-related laws. The group accomplishes this goal by providing training seminars and publishing promotional brochures. The most recent brochure published was "What should a consumer know about his rights?" in questions and answers. The Association works closely with the republican TV and radio "Almaz" to introduce citizens to the Kyrgyz Republic Law "Protection of Consumers' Rights." This type of collaboration helps the group to reach more people and expand its activities to the outlying areas of the oblast as well as of the republic. To deal with consumers' applications the organization contracts lawyers, doctors, tradesmen and other specialists. Most of them volunteer their time and energy.

To keep people informed on the Association and services provided the organization posts announcements in many public places and periodically updates and replaces them. It was emphasized by the deputy director that the grant received from Counterpart Consortium was an impetus for the upsurge of the Association's activity. Currently, the group is striving to create a network of consumers' associations in all districts of Bishkek by establishing its affiliated branches: two branches have already been created and three are in the process of being registered. Moreover, the group fosters the development of the consumers' movement in the Chui, Osh and Issyk-Kul oblasts. The Association encourages citizens to voluntarily organize consumers' societies that directly defend their rights on the community level. With this purpose it is planned to establish about 30 units in each micro-rayon in Bishkek.

#### A.3. **"Carmel" Charitable Fund**

Natalya made several site visits to "Carmel" Charitable Fund to observe both training activities and the office. The office is equipped with machines and furniture for sewing courses purchased through the grant approved by Counterpart: two sewing and two serging machines, tables and chairs. The equipment is essential for implementing the project "Support for Mothers of Underprivileged Families with Many Children." This particular project was planned to teach sewing skills to unemployed mothers that they may provide clothing for their children at a fraction of today's high prices. Within fifteen project months, the group completed training of six groups of women with approximately 15 trainees in each. Some of the training sessions were organized outside Bishkek in outlying areas such as Kemin, Kochkorka and Naryn. The trainees were very enthusiastic about acquiring new practical skills. At present all of them are unemployed and are making plans to start a small business and create job places in this area. Sewing skills might help them get organized in a feasible co-op for sewing and selling basic clothing by contracts.

The project leader emphasized that at the present time the courses are provided for free which is a great advantage for women from underprivileged families. When the project is completed the group plans to introduce paid courses at a minimal fee of 50 soms per training course whereas in other places the tuition fee reaches 500-600 soms. Generated funds will be used to cover costs for office rent, communal services, repair works and further organizational development.

#### A.4. **Community Council Micro-Region #6**

The project submitted by the Community Council #6 was co-operatively approved by Counterpart Consortium and the American Embassy since it promoted the idea of creating a council that can become a real form of self-government on the community level and an effective tool for drawing tenants into the process of building a democratic society through participation in social and political activities in their micro-district.

The group established a self-assistance public center "Consent" which was registered at the Ministry of Justice. The project has been implemented for three months. Within this period the group purchased equipment (computer and printer) and installed it in the apartment of the project leader. A database on the needy population and disadvantaged families was created. \$350 were used for materials and installation of the community bulletin board. This board is used for promotional community-based activities. The group issued a leaflet which is addressed to all micro-district citizens with the appeal to help prioritize fund-raising activities and participate in training seminars on civic rights. The goal of the action is to encourage people to be more creative and share their ideas and initiatives in what could be done on the community level without waiting for the upsurge in the national economy.

The citizens came up with a number of propositions: to build a toll parking lot, to open small co-ops at home for sewing children's clothing, to update an irrigation system and create a recreation area with attractions, disco club and cafe in the walnut grove. Implementation of similar initiatives might give the possibility to generate and accumulate funds for continuation of the project on the second phase and making it sustainable. Training activities in legal issues such as rights and penalties of citizens are scheduled to be conducted at the end of March.

A.5. **"Green House"**

The Youth Ecological Association, "Green House," implemented a three-month project with the main focus on the acute ecological problems of Issyk-Kul lake and surrounding territories. In the opinion of Askar Karasaev, the Director of the organization, the project was accomplished successfully. The group organized a three-day seminar "Youth and Ecological Protection of the Issyk-Kul Lake" and a round-table discussion on the same theme. Young people discussed the problems of the Karakol town and what could be done to improve the environment. It was decided to hold community-based cleaning activities on week-ends and a competition amongst schools and colleges for the best ecological slogan and a sketch of a garbage can for public places.

The core group of "Green House" consists of five people who are mainly volunteers from college and high school students and employees. However, the number of young people involved in the project implementation totaled to 250. The group established and maintains a direct contact with the local schooling and higher learning institutions. School children willingly distributed and posted environmental leaflets and advertisement in many public places. At present, they design, edit and publish about 50 copies of an ecological newsletter for schools using the equipment of the "Green House," and then selling them at fifty tyins. "Green House" is seeking the assistance of Kumtor Operating Company in getting equipment for collecting and removing garbage from the town. The project strengthened the credibility of the organization amongst the youth of the region.

A.6. **"Kemin"**

"Kemin" is a rural organization operating in an outlying area of the Chui oblast. The population

of the region is 59,000 people, among them there are 1,388 people living under the poverty level and 3,973 disadvantaged, single, elderly and invalids. Counterpart awarded a grant to the group to create a comprehensive database on needy citizens in order to develop a more effective distribution mechanism of humanitarian aid. To accomplish this goal, "Kemin" held a meeting with representatives of 14 village administrations to discuss the issue of social service targeting disadvantaged groups of the local population. It was proposed to develop lists of beneficiaries to be put in the computer database. The lists were developed by categories such as underprivileged, unemployed, orphans, children-invalids, single elderly people, single mothers and mothers with many children. A special emphasis was placed on the quantitative characteristics of the lists which besides a name and family name of the beneficiary should include his address, the number and age of his dependants. However, some of the lists were submitted incomplete and it hindered the process of data input. The leaders of the Fund discussed the work done at meetings with the officials of all levels. At present, all departments of village and rayon administration as well as disadvantaged citizens are well aware of the activity initiated by "Kemin." Within the time of project implementation quite a few people were provided with one-deal assistance. Second-hand clothing has been allocated to the Fund through Kumtor Operating Company. It is distributed amongst the most needy in the presence of the Fund's representatives and officials from local administration. This type of assistance was channeled to almost all bodies of village administration. Ten unemployed people were placed in jobs with the involvement of the Fund. The group plans to place in jobs twenty more people. Local mass media covers all projects and activities accomplished by the Fund.

**A.7. Scouts' Movement of Kyrgyzstan**

The seed grant given to the Scouts' Movement of Kyrgyzstan (SM) was used to rent and arrange the Scout Center. It is a three-room office equipped for club and focus-group activities. SM used some of their funds to buy office supplies and to develop leaflets and brochures to be photocopied and distributed among schools. The Center has a resource center with 200-300 fiction books and a rich collection of scouting materials which is constantly replenished.

Membership of this youth organization has been increasing considerably lately. At present, there are scout teams in 9 schools and in the International University of Kyrgyzstan. In each team, there are 12 scouts. College students are also involved in this movement as volunteers to organize various types of training activities and seminars in Scout leadership. The SM leaders encourage the active involvement of parents in sharing their skills and life experience, donating transport for travels or materials for clubs and focus groups. Merging of parents and children in joint activities is a scouting principle leading to the mutual understanding between generations. In the future, Scouts of Kyrgyzstan would like to join the International Scouts' Movement which encompasses 150 Countries.

The SM Center helps children get organized and be involved in interesting creative activities such as clubs, focus groups, meetings and travels on a regular basis. There is a proposal to establish a Central Asian summer camp in the Issyk-Kul Lake like the Swedish World Jamboree for Scout leadership training and developing specific skills or interests. The SM has established friendly relationship with both Central Asian and international Scout organizations. Bishkek Scouts keep up an extensive correspondence with the US Scouts. The latter donated a great deal of specific materials for Bishkek Scout resource center. UNHCR frequently helps the SM. Last summer, it assisted the group in sending two scouts to the Swedish World Jamboree and now UNHCR is donating 10,000 soms to translate into Kyrgyz, publish, and distribute the books

“What is Scouting?” and “A Book for a Scout Leader.”

**A.8. “Smoke-Free Kyrgyzstan”**

The “Smoke-Free Kyrgyzstan” club has launched a wide-scale campaign against smoking - one of the most hazardous habits to which a great number of people in Kyrgyzstan are addicted. In the past and at present the government of the Kyrgyz Republic pays little attention to this important problem and the number of smokers has increased by 18% since 1990. The project “Quit Smoking and You Will Win” approved by Counterpart has been implemented for a month and a half. Within this period the group carried out a survey in the Ak-Suy rayon of the Issyk-Kul oblast and in the Octyabrskiy district in Bishkek and accomplished preliminary activities for the survey in the Sokuluk rayon. The obtained data is put into a computer and used to design preventive programs against non-communicable diseases which are attributable to smoking.

The next step undertaken by the group was the publication of the 18-page promotional brochure “No Smoking” and the 8-page newsletter “Slow Suicide.” 1,500 and 3,000 copies were issued respectively. In the future the brochure and newsletter will be developed and updated on a regular basis. Currently, the group is designing three types of anti-smoking posters and video clips. The Club has started to interview 210 school teachers, doctors and nurses to determine the level of health education in schools. Then three types of lectures targeting pre-school, school children and adults (mostly teachers) will be developed. Educational activities at schools will be enhanced by the distribution of brochures, newsletters and posters which will be age focused.

The Club has contacted the Cardiology Institute and Ministry of Health in dealing with this problem. However, the co-operation with these establishments is not very efficient at the present stage. The group submitted a letter to the Legislative Assembly with the request to set up national plans for tobacco control and to draft a law banning tobacco and alcohol advertising in the Kyrgyz Republic. Furthermore, it is essential to draft a law on establishing smoke-free public places and selling tobacco and alcohol products only to adults. The group believes that all these measures will result in the reduction of mortality and morbidity from non-communicable diseases caused by smoking in future.

**A.9. Bishkek Club of Young Teachers**

The group has been implementing the project “Educational Program: Democracy and New Pedagogy” for nine months. The project explores and develops new modes of democratic education helping children realize their full potential. Within this period the Club held 10 workshops which offered young teachers a wide variety of new educational methods and techniques in the basics of democratic and civic education. Topics covered included games, brainstorming and small group sessions, organization of democratic discussions, debates and polemics. All these workshops were mainly organized for young teachers in the Bishkek school #11. The training room was offered by the school principle for free. Each seminar was attended by 12-19 teachers. In addition, the Club organized one city-wide round table and four round tables in each district of the city.

The Club’s activities are being noticed. This is shown by the fact that it received a number of applications and requests from schools in Bishkek, Talas and Naryn to organize an intensive course of training activities, round tables, seminars and consultations. A young teacher from Kazakstan is currently undergoing an internship in the Bishkek Club to establish a similar club in Almaty. The abundance of promotional newsletters, brochures, leaflets produced by the Club is

a great advantage since they help introduce a wider audience to what the club is doing and provide information support to schools in Talas and Naryn oblasts. Also, the group supports associations of young teachers in Kazakhstan and Uzbekistan through information materials and seminars. Among the Kyrgyz NGOs, the organization maintains partnership links with "BIOM" Youth Ecological Movement, Soopker, Junior Achievement and the Kyrgyz Peace Research Center. The group videotaped several workshops and seminars. Later, they will be used to make a film about young teachers - their problems, quests and successes

The Club integrates college students in its activities, thus maintaining a direct contact with higher learning institutions. The Club held a special seminar in the form of a lecture and practical application for college students focused on the intensive methods of education: games, benefit performance, debates, visual aids at the lessons of literature and history.

Participation in seminars and round tables gives young teachers a chance not only to share teaching methods and techniques but also acquire skills of communication with senior and more experienced teachers. It was stressed by the Club that the activities make the young teachers more creative, evoke their initiative to organize more school and out-of-school activities for children. At present, there are a few young teachers at schools and it is very important to make them very interested and devoted to their jobs, to foster their willingness to continue working in schooling institutions when there is no dictatorship and tough supervision on the part of the senior teachers and there is a healthy environment for being independent and creative in work.

#### ***Grant Activities***

A.10. Monitoring activities continue for the projects that are still active.

#### ***Training***

A.11. During the month of March, four training workshops were conducted in Kyrgyzstan. There were two contracted NGO and Community workshops, one Strategic Planning and one Public Education through the Media. The total number of NGOs trained was 44 and participants totaled 63.

A.12. INTRAC conducted a week-long workshop in Participatory Rural Appraisal (PRA). One Counterpart trainer took part along with three Counterpart staff members from the Counterpart NGO Support Center Program.

#### ***Documents/Publications***

A.13. A brochure was written for the Counterpart Support Centers in Kyrgyzstan. The brochure was formatted in MS Publisher and it is now ready in English and Russian. The Kyrgyz version is being translated at the present time.

A.14. A list of training resources was developed in Kyrgyzstan. The list includes local and international training programs currently active in Kyrgyzstan. The list includes Counterpart trainers and contracted trainers. Surprisingly there are 37 organizations listed which are providing training mostly in 2 areas: business promotion and NGO development. This is a valuable tool for further development of the Counterpart training plan which seeks to build capacity in the community to provide a professional level of training.

#### **B. Issues/Problems**

- B.1. There has been some confusion about how we have been reporting the number of NGOs in various sectors, from the database. This was caused by attempts to classify NGOs working in more than one sector in each sector in which they are working, for example a youth environmental group would be classified in both youth and environment. We are attempting to address this problem by refining our database methodology.
- B.2. The grant program has been monitored much more diligently since the departure of the previous grant monitor. Natasha Naumova has taken much of the load of the monitoring and has done an excellent job. She continues to perform other duties and still manages to get to the field and write reports on the projects still active. She has found problems with several of the grants that require correction. Whether it is a small change in the contract or a large error, the NGOs need to realize that they should follow their contracts and work plans carefully. Counterpart needs to look at the monitoring system for an extension to the current "Support Initiative" and be strict with grant guidelines and regulations.
- B.3. One of the impacts that goes unseen is the development of individuals skills throughout a project such as Counterpart's. The staffing structure relies on the local staff members to perform a large number of tasks in the daily routine of training, grant management and support to NGOs/CBOs. Counterpart in Kyrgyzstan has 16 staff members working on a full-time basis that are involved in programming. Throughout the project the local staff has learned new skills and performed in a manner worthy of praise. It would be impossible for one expatriate to begin to manage the amount of work completed in Kyrgyzstan. The point is that there are very capable individuals in the community waiting for the opportunity to work with a project such as ours with impacts that are broad and lasting. As we look for opportunities to extend our program in CA it is only effective to work with local talents for an effective and sustainable development of the NGO sector.

### **C. Project Changes**

No project changes during this quarter.

### **D. Coordination and Cooperation**

- D.1. **UNHCR:** Additional cooperation is being discussed with UNHCR to work with one of their projects concerning ethnic tolerance. This project would train teachers in the development of the program and encourage the creation of materials for ethnic tolerance by students and teachers. NGOs would be potential partners as administrators and trainers.
- D.2. **American Bar Association:** Initial discussions have taken place to provide legal documents that ABA has developed or collected through the Counterpart Network of NGO Support Centers.
- D.3. **Ministry of Labor and Social Protection:** Erkin Kasybekov continues to provide assistance to the Minister of Labor and Social Protection funded through UNDP.

### **E. Leveraging**

Counterpart/Kyrgyzstan continues to leverage support from a range of donors and other organizations. (See D. Coordination and Cooperation).

### **3. Tajikistan**

#### **A. Highlights**

##### ***Impacts***

- A.1. Counterpart/Tajikistan is registered! Farhod and Renny Smith are working with other international NGOs to negotiate implementation policies for local taxes that we can all live with. As we think of ourselves, we also think of local NGOs. Unfortunately, it's been a steep learning curve for the Government of Tajikistan which believes NGOs to be very wealthy. The negotiators have so far bargained reduced rates on employee salaries to 20% and has a member of the tax committee assigned to work with us.
- A.2. Our office translated the proposed new NGO law into English.
- A.3. The other accomplishments, besides the training conducted could be considered the new training modules development by the training team. During the Tashkent TOT, we developed drafts for Fundraising, Media Relationships, Strategic Planning and Project Design training modules. These materials need to be processed and developed into a final version.

##### ***Grant activity***

- A.4. ***The Kojand Region:*** The Grant Committee meeting in January included several Khojand proposals which reflected the on-going issues for NGOs there. Donors have - in the past - given NGOs there money for large projects without monitoring the grants. Khojandis now have a hard time understanding the smaller-scale, carefully worked-out projects that Counterpart prefers. Because they are over the mountain, we haven't been able to discuss their projects in detail or even talk about the difference between NGOs and CBOs (Community Based Organizations) so their proposals are unsuitable.
- A.5. ***The Youth Ecological School*** was partly funded, and our office will help the group as it approaches the Soros Foundation for the level of support the project needs.
- A.6. ***The Heavy Lifters*** of Kurgon Teppe were partly funded, also. This group came to our attention when its leader, a security guard for Save the Children/U.S. was listening to Basic Training and asked to join. They have faithfully attended all our other trainings also. Their group encourages boys, mostly from single-parent households, to come to their gym for physical training. Now they are trying to strengthen the youth program they created. Their efforts are important in Khatlon Province. This area lost the Civil War, and most of the men fled. There are few good role models for boys in Kurgon Teppe and NGOs operating there mostly serve women heads of households. ***The Heavy Lifters*** will visit similar programs in Bishkek next week at Jay Cooper's invitation. They are extremely proud and happy.
- A.7. ***The Women of Science*** gave us the first progress report on their Rehabilitation Center. The Women of Science, who are a group of university professors, conceived of the Rehabilitation Center because they were concerned about the severe reduction in young women attending their classes over the last year. They launched their project last year, with a Counterpart grant, at the Komila Womens' Network; Komila itself does not have a rehabilitation center. After the initial deluge of calls they began to keep records. They now have a survey of the problems of the

women who are calling and visiting. We asked them to get the survey translated so we can have a fuller understanding of what they are dealing with. Many international donors are interested in their program, but the NGO was persuaded to hold back until they have good data and a good program evaluation to help them determine the proper direction for expansion.

- A.8. *The Tajik Scouts* have completed the translation of their manual and are starting distribution. We encouraged them to work on membership and program content.
- A.9. *Nosib* has turned up interesting data about disabled people in Khatlon Province. Only 15 of 67 people surveyed are employed. Knitting and sewing are the ambition of 12, but there is a broad range of talent. Twenty have no idea what their skills are. Most don't have enough to eat, many need prostheses, and 50% describe their state of health as "poor." *Nosib* is now working on a program to try to meet these needs.

### ***Partnerships***

- A.10. **Society and Children's Rights**, part of whose project is funded under Save/UK (not a Partnership Grant, just a partnership) has completed its survey of bazaar children presented its findings. Our office has been visited by prospective donors (Medecins Sans Frontiers, Aviceina) looking for partners to work with bazaar children. They call them street children, but Dushanbe has no street children as the term is understood in the West. The children have homes, but no income. Some programs are being designed without needs assessments and seem focused mainly on getting children out of the bazaar and into a safe place somewhere without regard for where the families might be. We hope this survey will increase our understanding of the real needs of these children and how to meet them without damaging their family ties.

### ***Training activities***

- A.11. Kiomiddin and Renny traveled to Khujand (January 28- February 2) to arrange a Project Design Training for February 12-18 and on Mass Media for the end of March. Nineteen representatives from different areas of Khujand participated in the actual training and it was a success. The training was conducted by Kiomiddin and Sirojiddin.
- A.12. Barno visited Kulyab area (the southern part of Republic) to seek out existing NGOs or other types of non-governmental communities, in order to let them know about the program and its mission, progress and development in Tajikistan. As a result, 14 people have indicated an interest in our training.
- A.13. On February 24, the training team left for Tashkent to take part in a TOT and was there until March 2<sup>nd</sup>.
- A.14. In March, the training team conducted three trainings, two in Dushanbe:  
- Project Design training, on March 17- 20, and one in Khujand;  
- Introductory training, on March 12- 13;  
- Media and NGOs relationships, on March, 26-28.
- A.15. NGOs continued to receive consultation and advisory services

### ***Documents/Publications***

- A.16. Save the Children/US has agreed to complete the translation of the training manual which was

not finished when Michelle Gavin left.

- A.17. During the training, conducted in Khujand, we organized a media representatives' meeting with a number of local NGOs. It turned out, that both sides have very little information about each other. So, media representatives are now going to prepare publications on local NGOs' activities.
- A.18. In Dushanbe, CC grantee- "Istiqbol" is creating some materials on CC operations and activities in Tajikistan. This will be a good illustration of the things done by CC NGO CBP last year in Tajikistan.

#### ***Other Programming Activities***

- A.19. During the period in Khujand, Renny had meetings with CC grantees, such as: Scientific and Technical Intelligence Association, Humanitarian Society of Khujand, Ittifoq. There were meetings with their representatives, and discussions on their activities and problems.
- A.20. There were also meetings with the rather experienced NGOs, such as: Women for Progress, Women and Society, Philosophical Society of Khujand and Invalids' Association, Center for Youth Initiatives and others.
- A.21. Other accomplishments made by the training team:
  - \* project proposals' review
  - \* small grant proposals' review
  - \* co- operation with WB consultant to design a training module on Supervision for TASIF
  - \* co- operation with International Red Crescent Committee to design training modules on Leadership, Supervision, Management and Volunteers' work.

#### **B. Issues/Problems**

- B.1. It is important to strengthen the formal connection between this program and other Central Asian countries to avoid the feeling of isolation that can easily overtake staff in Dushanbe.
- B.2. Because of the political situation, the US Embassy and USAID Mission are operating on a limited basis with essential personnel. Counterpart's Country Representative has been temporarily withdrawn from Dushanbe to Khojand until the situation stabilizes.
- B.3. Newly-developed and established NGOs from areas which are not covered by our program yet are asking us to visit their districts and to conduct trainings. However, we can not respond them yet, due to the financial issues and future development of the program in the area.

#### **C. Lessons Learned**

- C.1. During the process of registration as an international organization with the right to work in Tajikistan, we learned that if we really want to do a thing, we will do it. We also learned from Lakeisha's report and from our experiences with the tax committee that Farhod and Renny Smith must work harder to increase understanding of the difference between an NGO and a business. We forgot how difficult this lesson was for our clients last year. As we go into the new Fund-raising and Sustainability module we must remember the need for clarity.

- C.2. The political situation, after definite recent tensions, is getting quiet, gradually, and there is a hope that all the agencies operating in the area will soon come back. This issue has also a very noticeable impact on our program.

#### **D. Project Changes**

No project changes during this quarter.

#### **E. Coordination and Cooperation**

- E.1. Training Director Kiomuddin is reworking our training modules for Red Cross/Red Crescent. Renny Smith presented our program at the Monday Morning Meeting at UNDP and handed out our annual reports. We are all working with TASIF. TACIS (European Union) has asked us to explain its grant program to the trainees in our Program Design Training. The Soros representative has visited and explained its objectives to our trainers. Eurasia, our neighbor, will soon be ready to present its democracy program here.
- E.2. During the month the training team began to develop a training module on Management/Leadership, Resource Development, Volunteers' Work which is requested by the International Red Cross Committee. The training is very specific and directed to the local institutions of ICRC. Red Cross representatives are cooperating with CC to focus training module to address critical needs of the organization.
- E.3. Kiomidin is working with WB (TASIF Program) to develop a training module on Supervision. The first training with ICRC is planned for May 12-16; the second one, with WB, is on May 16-17.

#### **F. Leveraging**

Counterpart/Tajikistan continues to leverage support from a range of donors and other organizations (See E. Coordination and Cooperation).

### **4. Uzbekistan**

#### **A. Highlights**

##### *Impacts*

- A.1. **The Center for Women Leaders** and the **Women's Resource Center** recently joined forces to assist a young single mother who had given up her child to the state authorities. Upon more careful consideration, she had decided that she wanted to raise the child on her own after all, but by that time could not persuade the authorities to return the child. These two NGOs managed to convince the state to release the child to the custody of the mother, only after signing letters promising ongoing support for the young woman and her baby.
- A.2. **The Consumer Protection Society** has uncovered evidence that the Kool-Aid-like drink mix called Yupi, widely sold in Central Asia, is at least 10% food coloring and does not comply with health regulations for the protection of consumers. They are endeavoring to get an official certificate to this effect, which is apparently an arduous bureaucratic challenge, and if successful

will publicize their findings widely, including in a newsletter funded by Counterpart.

- A.3. **The Zamindor Farmers' Association** of Chirchik area was recently highlighted in a TV news program, which showed their efforts in uniting private farmers for the benefit of all. We have given them a small grant to help them with travel and meeting expenses in the oblast, as a first step towards building a broad base of support among the farmers of the area.
- A.4. **The Technology Business Incubator** organized a gala opening of their new business consultation center funded by our recent grant, attended by representatives of Counterpart, the UN, and government privatization authorities. The presentation was very high-profile and filmed by TV crews, to be shown on a special program devoted to the privatization effort in Uzbekistan. The first group of trainees has already begun their training course and there is a waiting list of candidates for the second group.
- A.5. **Perzent Center for Reproductive Health** is continuing to grow and expand its activities according to a recent letter from its founder, who described how they are continuing their health education program for women notwithstanding the fact that Counterpart funding for it has finished. The spin-off ecological group Shagala has prepared 20 environmental education trainers in Nukus, and they credit the success of this group almost entirely to the impact made on the leader by participation in Counterpart training seminars. Perzent has recently received a grant from Eurasia to publish a women's bulletin, and their reproductive health clinic is operating successfully.
- A.6. **Ecopolis**, a heretofore quietly effective group, has been becoming more and more active, using Counterpart e-mail assistance to establish important contacts with other CAR groups, and this month demonstrated its increasing confidence by having two articles printed in major newspapers about their activities. Previously they were too timid and afraid of drawing unwelcome sorts of attention and therefore did not publicize their initiatives, but are now coming out of their shell, so to speak. They have asked to use the small sum in their grant budget allocated to advertising for something else, since they have managed to get free advertising through increased contacts with journalists.
- A.7. The **Tashkent Public Education Center** has clearly established a solid reputation as a talented training organization, as demonstrated by the fact that Mubarak Tashpulatova is spending much of April in Kazakstan and Azerbaijan conducting subcontract training for Eastern European organizations.
- A.8. Leading members of **Salom Business Cultural Relations** (Raisa Gareeva) and the **Bukhara Artisans' Association** (Matluba Bazarova), as well as other artisans' NGOs, spent much of March in India courtesy of the UNDP studying dyeing techniques and other craft processes.
- A.9. The **Center for Women Leaders** had a banner month in which they received grant funding from Eurasia Foundation and finally located office space which could be paid for through legal channels by Mercy Corps (this is a big problem as everyone wants off-the-record greenbacks in this town). They are distributing very professional-looking membership solicitation letters to collect cash for overhead expenses and small projects.

- A.10. **The SABR Women's Crisis Center** brought in a truly amazing array of colored graphs with their first quarterly report, to demonstrate the types of problems their clients were experiencing, relative numbers of callers and visitors, ratios of male and female callers, and other useful data. We have connected them with the **Women's Club Ayal** in Ashgabat, which is developing at a more gradual pace, to allow them to share their expertise and discuss mutual problems.

#### *Grant Activities*

- A.11. Uzbekistan received funding for three proposals in January, at the final official grant meeting of the project. One of the projects approved will help to establish another important center for handicrafts development, this one in the village of Gizhduvan near Bukhara, where a family of ceramicists has attained fame if not fortune with their talented creations and distinctive style. The modest seed grant will help them to train apprentices to expand their scope of operations. Also approved was a grant to extend the outreach of a long-term client, the Society for Diabetic Children, by funding the production of a newsletter. The third project expands our number of grantees in Turkmenistan to four, with the addition of the Chernobyl group based in Ashgabat. In this restrictive environment, this hardworking NGO plans to gather information and strength in order to lobby the government to adopt and implement laws which will better provide for the suffering Chernobyl cleanup workers across the country.

#### *Training Activities*

- A.12. **January:** The trainers took a short break from training while everyone celebrated New Year's and subsequent Orthodox Christmas, and towards the end of the month were much occupied with preparing for the government seminar. Between those times, they conducted a three day seminar on Strategic Planning for 13 participants including one from Margilan in the Fergana Valley, two groups from Chirchik, and the balance from Tashkent. We have also been working on adapting our five-day project design seminar to incorporate the principles and requirements of other donor organizations in order to better prepare our clients now that our grant funds are depleted. Our subcontractors also conducted a two-day NGO and Environment seminar for a variety of groups from Bukhara, Fergana, Samarkand, Navoi and Tashkent.
- A.13. **February:** The trainers had an exciting month which included a couple of unusual activities which challenged them to develop their skills. The first such challenge required the training staff to design and plan an entirely new two-day fundraising seminar, based on the information and skills learned at the regional seminar held in Almaty in November last year. That seminar was conducted by outside consultants and targeted a select group of about 40 NGO leaders from across Central Asia, but afterwards our trainers and participants were so enthusiastic about the need for the broader distribution of this information, that it was decided to try to develop our own module of training.

This was achieved in a rather unorthodox manner, by asking each team of trainers in Kazakstan, Kyrgyzstan and Uzbekistan to design a trial package and conduct one training, the content and methodology of which were then analyzed and perfected by all the teams during the TOT held in Tashkent at the end of February. Our Uzbekistan training team elected to conduct two trial seminars, the first on January 30-31 (not included in January report due to CD's departure for vacation on 31st) and the second on February 18-19, and thus they were able to make a significant contribution to the development during TOT of the standardized new module. These seminars included NGOs from Khodjent (Tajikistan), Fergana, Kokand, Samarkand and Tashkent.

The second special event this month was the joining of forces of trainers from three separate countries in the Fergana Valley, Fergana City to be more specific, to conduct a three-day Strategic Planning seminar. As expected, by all accounts this turned out to be an important team-building exercise during the course of which the five trainers further cemented their already strong interpersonal relations. More importantly, they had the opportunity to discuss in advance the different training tactics and concepts which had been developed over time by three teams which had all begun with the same module, observe many of those ideas in action during the training, and then assess and choose the best ideas to adopt for use in future seminars. All trainers felt that this was an invaluable process which enabled them to understand concepts more clearly and to redesign the training methodology to be more effective. Furthermore, the site of Fergana was strategically selected for this seminar due to its position as a crossroads between the major population centers of the Fergana Valley, which encompasses the territory of three nations. Unfortunately the participants invited from Tajikistan were unable to attend the seminar, but NGOs attended from Naukat and Kizil Kiya in Kyrgyzstan, as well as from Besharyk, Fergana city and oblast, and Andijon in Uzbekistan. The participants greatly appreciated the opportunity to make cross-border contacts with their neighbors and we hope that from these initial contacts the NGOs will develop stronger bonds amongst themselves, and thus ultimately contribute to improved relations among the population at large.

Our subcontractor conducted a two-day NGO and Environment training.

- A.14. **March:** TOT was held the first week of March, the following week we were in the throes of packing, then Dina spent one week in Kazakstan conducting a seminar with Marat when two Almaty trainers were “incapacitated”, and Victor took two weeks’ vacation at the end of the month. In between all of that activity, we did managed to conduct a Strategic Planning seminar, newly revised to a two day format, combining two recent grantees from Ashgabat, with several more experienced NGOs from Tashkent and Nukus. We also conducted a Mass Media seminar at the end of the month, establishing contact for the first time with the Association of Independent Media based in Kokand - the Uzbek branch of this regional organization which has been cooperating closely with Internews. They participated enthusiastically and could of course offer a unique inside perspective on media and journalism issues. We also involved a journalist consultant who has been a great favorite with past seminar participants, and several new journalist contacts who have expressed interest in writing stories about our client NGOs.

*Coalition Building/NGO Legal Reform /Advocacy*

- A.15. In January, the status of the draft law was very unclear, but the CD pursued inquiries with the UN and other significant parties. Counterpart cooperated with the lawyers of the American Bar Association to elaborate and carry out an effective lobbying procedure for the draft. We had been advised that the law was on the agenda for the session of Parliament in February. At the time, the Ministry of Justice was unsatisfied with the draft. The UN assembled the Working Group on the NGO Law at the end of January, to attempt to resolve the outstanding issues raised by the Ministry of Justice, but the outcome of this meeting was inconclusive.
- A.16. With the encouragement of the Minister of Social Protection, USAID and the UNDP jointly organized a seminar about NGOs for the highest levels of government. This was considered to be a preliminary step to paving the way for the new law. After much legwork by Counterpart and NET Project staff, in cooperation with the UNDP and NGO Consultant Bakhram Tursunov;

approximately 70 government officials, GONGO leaders and international observers gathered on January 27th to hear opening statements by the UNDP Resident Representative Khalid Malik, the US Embassy Deputy Chief of Mission, and Minister Umurzakov. These were followed by the keynote address of Jacek Kurczewski, which dwelt on the key legal issues involving NGOs and the features distinguishing NGOs from other entities.

- A.17. In the audience, ten carefully selected NGO leaders had been prepped to make presentations in the small group sessions which followed the keynote address. Those sessions were facilitated by Counterpart trainers from Bishkek and Almaty, who put to use their considerable experience in facilitation of small group discussions and their specific experience of mixed NGO-government groups from the Issyk-kul Conference in November 1995. Lawyers of the American Bar Association, working in Tashkent under the CEELI program, attended the seminar to gain some background on the law reform process. They had been requested by USAID to review the draft law and offer advice on both the substance, and the procedural tactics of lobbying the draft with the appropriate government authorities. The CD held a long meeting with representatives of ABA to discuss the history of the draft and strategy for future action.
- A.18. At the end of March, the status of the law and strategy for the immediate future was clarified at a meeting with David Mandel, Maija-Leena Clarkson of NET, Bakhram Tursunov of UNDP, and Victor Aronow of ABA. The draft law was not on the list of laws to be considered by the Parliament in April, although it has been "accepted" by the registry of the Parliament and thus passed the first step en route to passage. The document accepted by the Parliament included both the draft agreed upon by the majority of the UN Working Group and Kurczewski, plus the several pages of dissenting commentary by the Ministry of Justice.
- A.19. Also at the end of March, it became clear that the Minister of Social Protection, who had been the strongest government proponent of the movement towards an improved law, did not have sufficient political influence to push the draft any further. Counterpart agreed to try to involve the head of the newly government established National Center for Human Rights, an influential man named Saidov, who hopefully would see this as a means to establish himself and the Center with the international human rights community as serious players in this field. Counterpart offered introductory training to Saidov and his staff in NGO principles, and if necessary offered to conduct a specialized abbreviated presentation for Saidov and/or his key staff. We also agreed to work with NET to draft a proposal for use of NET funds to extend the concept of NGO seminars for government officials to the outlying regions of Uzbekistan. The idea behind these seminars being that they would help pave the way not only with Parliamentary deputies in the regions, but also with local authorities who will be responsible for daily implementation of any new law, and who must thus also be won over to the NGO cause.
- A.20. At the end of this quarter, USAID felt that lobbying efforts for the law could only be directly played by the UN at this time. As a result of this decision, Counterpart will restrict itself to providing technical support, funding meetings, and organizing seminars.

#### *Documents/Publications*

- A.21. We are facilitating the long-awaited delivery and distribution of a book on NGO Law of Uzbekistan, written by Palmurza Khodjabekov of Public Research Center Nukus under an ALC grant, and recently printed in Almaty.

- A.22. The Country Director gave an interview to a reporter from the leading state newspaper Pravda Vostoka.
- A.23. The CD gave both a radio interview and a newspaper interview, while Dina Mukhamadieva gave a radio interview when the CD was unavailable.

## **B. Issues/Problems**

- B.1. One of our longest-standing clients, the KRIDI Club, has recently encountered some difficulties in their internal management of staff and projects. Similar to the Samarkand Information Center, part of the problem may be a reluctance of the founding director to relinquish absolute control over all activities and decisions. Given their relative wealth of experience, this would seem to indicate a gap in the training available to NGOs at present, which could be filled by a greater emphasis on NGO management and organizational principles. Conflict resolution and human resources management would also be useful areas to address in future training plans.
- B.2. Local NGOs were disappointed to learn that no further grants will be disbursed until there is additional funding for the program. The CD and trainers have spoken to many NGOs with excellent ideas for projects. We will work with them to try to find other donors for these projects.
- B.3. The lease on our current office space expired in February, and the landlord has refused to renew for the remaining four months, because the Ministry which owns the building has demanded a large amount of additional space for their own activities. Other tenants with expiring leases or month-to-month tenancies have also been asked to vacate their premises on short notice, to free up the necessary area. Despite the short time frame (two weeks), we have been fortunate enough to locate suitable and reasonably-priced premises in a new well-maintained building with a good location, including a large training room, and room for expansion should we need additional space after an extension. We were scheduled to move on Monday, March 10.
- B.4. There were some money transfer problems at the Tashkent Airport.
- B.5. We have had a marked reduction in the number of NGO clients seeking project consultations, as expected, and have reacted to that by stepping up the pace of seminars beginning in April, as well as by continuing to promote our services among other grant-making organizations. Thus our staff is keeping extremely busy, and the CD doesn't perceive any serious worry about the end of the project or any change in the attitude towards the job.

## **C. Lessons Learned**

- C.1. It was disturbing to learn that the organizers of the UNHCR conference ran into considerable difficulties once the government realized that the entire audience and focus would be NGOs. The reserved premises at the University suddenly became mysteriously unavailable and a last minute relocation was necessitated, and there was reluctance among government officials who were invited to moderate or present speeches. This merely points up the pressing need for the kind of educational and awareness-raising activities which we undertook last month in conjunction with the UN and NET, targeting not NGOs or even the general public, but specifically aimed at government officials. The incredible extent of government control over

every facet of life makes it mandatory that action be taken to lessen official mistrust and jealousy with respect to NGOs, and facilitate links between the two sectors. It is more evident than ever that NGOs here continue to face a great degree of resistance and misunderstanding, and desperately need our ongoing support. We still have a long way to go in Uzbekistan.

- C.2. Though it was a shock and rather unpleasant to race around and find new office space on short notice, we have settled into our new space very comfortably, the staff is pleased, our clientele can find us more easily, and we have a better working atmosphere with more privacy and thus higher productivity. We incurred very few extra expenses in the move and little disruption of activity, and are paying the same amount per square meter as the old office, although the space is larger so overall rent is somewhat higher. So, the final outcome has been positive and everyone feels this was a good move, which has also enabled us to share space with CHAP and will enable us to expand in future if need be. In fact, the change of scene would appear to have given the staff fresh impetus and motivation, and may be a factor in the still high levels of enthusiasm and commitment which I perceive in the staff. Everyone participated in decorating the office with traditional handicrafts courtesy of Karla and the CD, and there seems to be a greater sense of "ownership" of the new space - perhaps because all of us except Oleg inherited the old space from former staff members! If worse comes to worst and we are not extended, we have negotiated a clause which will enable us to abandon the lease with 30 days' notice.

#### **D. Project Changes**

No project changes during this quarter.

#### **E. Coordination and Cooperation**

- E.1. We have been busy gathering information and application forms from other donors active in Uzbekistan, in order to better advise our clients and assist them with successful access to other sources of funding. We have established particularly close relations with Eurasia Foundation, and worked out a system whereby they will refer clients to us for training and consultation, and we will refer quality projects to them for funding. We have also established contact with Joint Development Associates, an international NGO which works in specific fields such as health care and water supply, and has begun referring NGO clients to us in regions where we have few NGO contacts.
- E.2. We have had several meetings with staff of the Organization for Security and Cooperation in Europe, which is heavily involved in promoting human rights causes in Uzbekistan. Most recently the CD was invited to discuss our program with Audrey Glover, the OSCE Ambassador in Poland, as a result of the extremely positive reviews which other OSCE officers had given about Counterpart activity in Uzbekistan. We are cooperating to try to strengthen and stabilize the several human rights NGOs which have emerged from the ruins of the former opposition party Birlik. OSCE is strongly recommending to the leaders of those fledgling organizations that they get in contact with our office and utilize our services.
- E.3. Counterpart was among the few international NGOs honored by an invitation to participate in a recent UNHCR conference which sought NGO feedback on and discussion of the CIS Conference held last year, and appropriate follow-up focus and activities. Among local grassroots NGO participants were Tashkent Public Education Center and the Businesswomen's

Association, the representatives of which both presented themselves very professionally in discussion, although overall the Uzbek delegation was by far the least active.

- E.4. Cooperation continued with NET Project, USAID and UNDP staff to prepare the report on the government seminar jointly organized in January.
- E.5. Refer to section on NGO Law Reform. In addition, we have continued our liaison with OSCE representatives with respect to human rights organizations, and following a contact by the Human Rights Society of Uzbekistan, have discussed with USAID and US Embassy officers the special circumstances which need to be considered in dealing with such groups.
- E.6. We are cooperating with Futures Group's Red Apple Program (marketing of contraceptives) and as a result they are using the SABR Women's Crisis Center in Samarkand as an information distribution point, and have referred clients interested in establishing non-profit clinics to us for NGO training.
- E.7. We have provided a list of recommended candidates to NET for NGO Management training, and assisted CHAP in securing office space, a local staff, and various equipment items.

#### **F. Leveraging**

Counterpart/Uzbekistan continues to leverage support from a range of donors and other organizations (see E. Coordination and Cooperation).

### **C. FULFILLMENT OF SPECIFIC OBJECTIVES**

1. **To develop a functioning and sustainable communications and information-sharing network for Central Asian NGOs.**
  - **Output: Jambyl Union of Entrepreneurs**, a Counterpart/Kazakstan grantee, offers excellent consultative services (especially in relation to the legal aspects and restrictions of doing business in Kazakstan) to the more than 2,000 business people who have visited thus far.
  - **Output: Kazakstan-American Bureau for Human Rights and Rule of Law** is a very high-profile group operating in Kazakstan and Kyrgyzstan. Counterpart's grant of \$10, 265 has added to their institutional and technical capacity, allowing them to improve their communications with the groups with which they must maintain constant contact.
  - **Output:** Counterpart/Kazakstan grantee **AITU**, has completed the first phase of their project , to bring Internet technology to Almaty.
  - **Output:** Chevron, in cooperation with Earthkind and Counterpart, has completed publishing a 40,000 copy edition of Jelly Jam. This is a workbook for children emphasizing protection of the environment. This edition is in Russian, with a second edition in Kazak. It has been approved for distribution by the Ministry of Education in Kazakstan.
  - **Output:** We purchased 100 copies of " How to do Business in Kazakstan." It is being given out to the other Country Directors for distribution to appropriate NGOs.

- **Output:** The Women's Entrepreneurial Organization, Counterpart/Kazakhstan grantee, conducted a Round Table on Civil Society at the Institute for Strategic Studies. The COP discussed the relationship between Community Organizations and Civil Society.
- **Output: "Aikyn" Association for Consumers' Rights Protection,** in Kyrgyzstan, spreads awareness of it's activities by providing training seminars and publishing promotional brochures. The most recent brochure published was "What should a consumer know about his rights?" in questions and answers. The Association works closely with the republican TV and radio "Almaz" to introduce citizens to the Kyrgyz Republic Law "Protection of Consumers' Rights." Currently, the group is striving to create a network of consumers' associations in all districts of Bishkek by establishing its affiliated branches: two branches have already been created and three are in the process of being registered. Moreover, the group fosters the development of the consumers' movement in the Chui, Osh and Issyk-Kul oblasts. The Association encourages citizens to voluntarily organize consumers' societies that directly defend their rights on the community level. With this purpose it is planned to establish about 30 units in each micro-rayon in Bishkek.
- **Output:** The **Community Council Micro-Region #6,** of Bishkek, established a self-assistance public center "Consent" which was registered at the Ministry of Justice. A database on the needy population and disadvantaged families was created. The group issued a leaflet which is addressed to all micro-district citizens with the appeal to help prioritize fund-raising activities and participate in training seminars on civic rights. The goal of the action is to encourage people to be more creative and share their ideas and initiatives in what could be done on the community level without waiting for the upsurge in the national economy.
- **Output:** The Youth Ecological Association "Green House," of Kyrgyzstan, organized a three-day seminar "Youth and Ecological Protection of the Issyk-Kul Lake" and a round-table discussion on the same theme. The group established and maintains a direct contact with the local schooling and higher learning institutions. School children willingly distributed and posted environmental leaflets and advertisement in many public places. At present, they design, edit and publish about 50 copies of an ecological newsletter for schools using the equipment of the "Green House," and then selling them at fifty tyins.
- **Output:** Counterpart/Kyrgyzstan awarded a grant to "Kemin" to create a comprehensive database on needy citizens in order to develop a more effective distribution mechanism of humanitarian aid. Local mass media covers all projects and activities accomplished by the "Kemin."
- **Output: Scouts' Movement of Kyrgyzstan** has opened a new Scout Center. It is a three-room office equipped for club and focus-group activities. SM used some of their funds to buy office supplies and to develop leaflets and brochures to be photocopied and distributed among schools. The Center has a resource center with 200-300 fiction books and a rich collection of scouting materials which is constantly replenished. UNHCR frequently helps the SM. Last summer, it assisted the group in sending two scouts to the Swedish World Jamboree and now UNHCR is donating 10,000 soms to translate into Kyrgyz, publish, and distribute the books "What is Scouting?" and "A Book for a Scout Leader."

- **Output: “Smoke-Free Kyrgyzstan”** has recently carried out a survey in the Ak-Suy rayon of the Issyk-Kul oblast and in the Octyabrskiy district in Bishkek and accomplished preliminary activities for the survey in the Sokuluk rayon. The obtained data is put into a computer and used to design preventive programs against non-communicable diseases which are attributable to smoking. The next step undertaken by the group was the publication of the 18-page promotional brochure “No Smoking” and the 8-page newsletter “Slow Suicide.” 1,500 and 3,000 copies were issued respectively. In the future the brochure and newsletter will be developed and updated on a regular basis. Currently, the group is designing three types of anti-smoking posters and video clips. The Club has started to interview 210 school teachers, doctors and nurses to determine the level of health education in schools. Then three types of lectures targeting pre-school, school children and adults (mostly teachers) will be developed. Educational activities at schools will be enhanced by the distribution of brochures, newsletters and posters which will be age focused.
- **Output:** The **Bishkek Club of Young Teachers** held 10 workshops which offered young teachers a wide variety of new educational methods and techniques in the basics of democratic and civic education. In addition, the Club organized one city-wide round table and four round tables in each district of the city.
- **Output:** Counterpart/Tajikistan translated the proposed new NGO law into English.
- **Output:** *The Women of Science*, a Counterpart/Tajikistan grantee, gave us the first progress report on their Rehabilitation Center. The Women of Science, who are a group of university professors, conceived of the Rehabilitation Center because they were concerned about the severe reduction in young women attending their classes over the last year. They now have a survey of the problems of the women who are calling and visiting. We asked them to get the survey translated so we can have a fuller understanding of what they are dealing with.
- **Output:** *The Tajik Scouts* have completed the translation of their manual and are starting distribution. We encouraged them to work on membership and program content.
- **Output:** **Society and Children’s Rights** of Tajikistan has completed its survey of bazaar children. We hope this survey will increase our understanding of the real needs of these children and how to meet them without damaging their family ties.
- **Output:** During training conducted in Khujand, Tajikistan; we organized a media representatives’ meeting with a number of local NGOs. It turned out, that both sides have very little information about each other. So, media representatives are now preparing publications on local NGOs’ activities.
- **Output:** **The Zamindor Farmers’ Association** of the Chirchik area in Uzbekistan, was recently highlighted in a TV news program, which showed their efforts in uniting private farmers for the benefit of all. We have given them a small grant to help them with travel and meeting expenses in the oblast, as a first step towards building a broad base of support among the farmers of the area.
- **Output:** **The Technology Business Incubator** in Uzbekistan organized a gala opening of their new business consultation center funded by our recent grant, attended by representatives of Counterpart, the UN, and government privatization authorities. The presentation was very high-

profile and filmed by TV crews, to be shown on a special program devoted to the privatization effort in Uzbekistan. The first group of trainees has already begun their training course and there is a waiting list of candidates for the second group.

- **Output: Perzent Center for Reproductive Health**, in Uzbekistan, is continuing to grow and expand its activities according to a recent letter from its founder, who described how they are continuing their health education program for women notwithstanding the fact that Counterpart funding for it has finished. The spin-off ecological group Shagala has prepared 20 environmental education trainers in Nukus, and they credit the success of this group almost entirely to the impact made on the leader by participation in Counterpart training seminars. Perzent has recently received a grant from Eurasia to publish a women's bulletin, and their reproductive health clinic is operating successfully.
- **Output: Ecopolis**, a heretofore quietly effective Uzbekistan group, has been becoming more and more active, using Counterpart e-mail assistance to establish important contacts with other CAR groups, and this month demonstrated its increasing confidence by having two articles printed in major newspapers about their activities.
- **Output: The Center for Women Leaders** in Uzbekistan had a banner month in which they received grant funding from Eurasia Foundation and finally located office space which could be paid for through legal channels by Mercy Corps (this is a big problem as everyone wants off-the-record greenbacks in this town). They are distributing very professional-looking membership solicitation letters to collect cash for overhead expenses and small projects.
- **Output:** Counterpart is facilitating the long-awaited delivery and distribution of a book on NGO Law of Uzbekistan, written by Palmurza Khodjabekov of Public Research Center Nukus under an ALC grant, and recently printed in Almaty.
- **Output:** Counterpart was among the few international NGOs honored by an invitation to participate in a recent UNHCR conference which sought NGO feedback on and discussion of the CIS Conference held last year, and appropriate follow-up focus and activities. Among local grassroots NGO participants were Tashkent Public Education Center and the Businesswomen's Association, the representatives of which both presented themselves very professionally in discussion, although overall the Uzbek delegation was by far the least active.
- **Related Activity:** Several articles were published about the Consortium, and its activities during the quarter in Kazakstan..
- **Related Activity:** The COP has requested from USAID/Almaty, a new book funded by USAID/Moscow on NGO Financial Practices.
- **Related Activity:** Letters were sent to all organizations which have been trained by Counterpart/Kazakstan, but have not received grants. The purpose of these letters is assess the quality of our training activities, and to up-date our data base.
- **Related Activity:** A brochure was written for the Counterpart Support Centers in Kyrgyzstan. The brochure was formatted in MS Publisher and it is now ready in English and Russian. The Kyrgyz version is being translated at the present time.

- **Related Activity:** *The Heavy Lifters* of Tajikistan visited similar programs in Bishkek at Jay Cooper's invitation.
- **Related Activity:** In Dushanbe, CC grantee "Istiqbol" is writing material on CC operations and activities in Tajikistan. This will be a good illustration of the things done by CC NGO CBP during last year in Tajikistan.
- **Related Activity:** The Uzbekistan Country Director gave an interview to a reporter from the leading state newspaper Pravda Vostoka.
- **Related Activity:** The Uzbekistan CD gave both a radio interview and a newspaper interview, while Dina Mukhamadieva gave a radio interview when the CD was unavailable.

**2. To catalyze the development of creative partnerships between and among indigenous and foreign NGOs.**

- **Output:** In the opinion of the COP, one of the most significant impacts of the program has been that the newly formed **Association of Women's Organizations** is cooperating with the women's section of the UNDP, to develop women's capacities for political leadership. They arranged a conference which includes many women from Parliament and other government arenas. The participants recognize that a solidified women's vote in future elections can influence outcomes.
- **Output:** The trip to Zharkent by the COP gave positive proof how concerned people, working together can make a difference. The Oriental Women's group, in Almaty, through their grant, established the Ecoclub in Zharkent. This club is supported by the Akim, the Oblast education officials, business, farmers and other concerned citizens. They are, besides, teaching respect for the environment, enlisting the advice and support of world renown scientists and educators, to develop programs that will extend into the next millennium.
- **Output:** The COP met with the Civil Society Development Program during his trip to Poland. They are a recently localized group of trainers supported by grants from international donors. Also on the list of visits was a meeting with the Polish Special Olympics, concerning an international partnership between Poland and Kazakstan.
- **Output:** The Scouts' Movement of Kyrgyzstan is working hard to improve and expand the movement in Kyrgyzstan. Currently, they cooperate closely with Rayon Committees on Youth Affairs by providing them with methodical materials. There are new Scout teams in the towns of Talas and Maili-Suu which are supported by the Bishkek SM Center with books, brochures and training seminars. In the future, Scouts of Kyrgyzstan would like to join the International Scouts' Movement which encompasses 150 Countries. Recently, with the involvement of SM President, laws on youth rights have been drafted and lobbied in the government. Moreover, the SM President established collaboration with the National Committee on Youth Affairs, the Mayor, governmental offices, the Ministry of Education, colleges, public and private schools with which SM jointly organizes various fund-raising actions. There is a proposal to establish a Central Asian summer camp in the Issyk-Kul Lake like the Swedish World Jamboree for Scout leadership training and developing specific skills or interests. The SM has established friendly relationship with both Central Asian and international Scout organizations. On the local level,

SM has co-operative projects with "BIOM" Youth Ecological Movement and EcoClub. Scout leaders from Uzbekistan and Kazakhstan need assistance in registration, charter development and other issues. The Moscow Information Center (a branch of the International Scouting Movement) provides Bishkek SM Center with information support and newsletters to be further reproduced and distributed throughout the republic. UNHCR frequently helps the SM. Last summer, it assisted the group in sending two scouts to the Swedish World Jamboree and now UNHCR is donating 10,000 soms to translate into Kyrgyz, publish, and distribute the books "What is Scouting?" and "A Book for a Scout Leader."

- **Output:** The Young Teachers' Club's of Kyrgyzstan is receiving a number of applications and requests from schools in Bishkek, Talas and Naryn to organize an intensive course of training activities, round tables, seminars and consultations. A young teacher from Kazakhstan, is currently undergoing an internship in the Bishkek Club to establish a similar club in Almaty. Also, the group supports associations of young teachers in Kazakhstan and Uzbekistan through information materials and seminars. Among the Kyrgyz NGOs, the organization maintains partnership links with "BIOM" Youth Ecological Movement, Soopker, Junior Achievement and the Kyrgyz Peace Research Center.
- **Output:** *The Women of Science*, a Counterpart/Tajikistan grantee, gave us the first progress report on their Rehabilitation Center. They launched their project last year, with a Counterpart grant, at the Komila Womens' Network; Komila itself does not have a rehabilitation center. Many international donors are interested in their program, but the NGO was persuaded to hold back until they have good data and a good program evaluation to help them determine the proper direction for expansion.
- **Output:** **Society and Children's Rights**, in Tajikistan, part of whose project is funded under Save/UK (not a Partnership Grant, just a partnership) has completed its survey of bazaar children and will present its findings February 4th. In the meantime, our office has been visited by prospective donors (Medecins Sans Frontiers, Avicenna) looking for partners to work with bazaar children.
- **Output:** **The Center for Women Leaders** and the **Women's Resource Center** of Uzbekistan recently joined forces to assist a young single mother who had given up her child to the state authorities. Upon more careful consideration, she had decided that she wanted to raise the child on her own after all, but by that time could not persuade the authorities to return the child. These two NGOs managed to convince the state to release the child to the custody of the mother, only after signing letters promising ongoing support for the young woman and her baby.
- **Output:** Leading members of the Uzbek **Salom Business Cultural Relations** and the **Bukhara Artisans' Association**, as well as other artisans' NGOs, spent much of March in India courtesy of the UNDP studying dyeing techniques and other craft processes.
- **Output:** Counterpart/Uzbekistan has connected the **SABR Women's Crisis Center** with the **Women's Club Ayal** in Ashgabat
- **Output:** Counterpart/Uzbekistan is cooperating with Futures Group's Red Apple Program (marketing of contraceptives) and as a result they are using the SABR Women's Crisis Center in

Samarkand as an information distribution point, and have referred clients interested in establishing non-profit clinics to us for NGO training.

**3. To design and implement a demand-driven training and technical assistance program for NGOs in support of institutional and programmatic viability, using existing in-country training resources wherever possible.**

- **Output:** During January, Counterpart/Kazakstan held a two-day training on NGOs and the Community; a special two-day on Fund-raising; and a five-day on Project Design and NGO Management.
- **Output:** During February, Almaty trainers conducted one two-day NGO and the Environment training; one three-day Strategic Planning training; and one two-day Fundraising training during.
- **Output:** During March, there was one five-day training in Almaty; a three day and a two day training in Kustani for representatives of the Kustani Businesswomen's Association and selected Peace Corps NGOs; and a special one day training in Chimkent, in collaboration with ABA, forming a Chimkent Bar Association.
- **Output:** The COP is working with Interlegal and the Accounting NGO, to develop technical trainings in the legal and accounting specialties.
- **Output:** Mansiya Kainazarova, Almaty Trainer and Altynai Karasaeva, former Bishkek Trainer, in conjunction with the UNDP Gender Development Program, conducted a three day workshop on *Women's Political Leadership*.
- **Related Activity:** NGO Accounting training has been started by one of Counterpart/Kazakstan's grantees. This training is not listed as a Counterpart Training, because it is combined with "fee for service" training being conducted by the grantee. Another grantee is currently developing a training for our NGOs, covering legal concerns that restrict NGO development.
- **Related Activity:** As our grantees develop their programs, their problems become more complex. Now they are having financial concerns, over and above the original project; they are having legal and tax issues, which require expert advice; they require constant support in the form of networking, new resources; parallel or similar programs; etc. It is our responsibility to give or find this expert advice as part of our follow through, to insure continued success and sustainability.
- **Output:** During the month of March, four training workshops were conducted in Kyrgyzstan. There were two contracted NGO and Community workshops, one Strategic Planning and one Public Education through the Media. The total number of NGOs trained was 44 and participants totaled 63.
- **Output:** INTRAC conducted a week-long workshop in Participatory Rural Appraisal (PRA) in Kyrgyzstan this quarter. One Counterpart trainer took part along with three Counterpart staff members from the Counterpart NGO Support Center Program.
- **Output:** Counterpart/Tajikistan's training team developed new training module drafts for

fundraising, Media relationships, Strategic Planning and Project Design. These materials need to be processed and developed into a final version.

- **Output:** Counterpart/Tajikistan held Project Design Training on February 12-18 and Mass Media Training in March. Nineteen representatives from different areas of Khujand participated in the actual training and it was a success.
- **Output:** Counterpart/Tajikistan visited the Kulyab area (the southern part of Republic) to seek out existing NGOs or other types of non-governmental communities, in order to let them know about the program and its mission, progress and development in Tajikistan. As a result, 14 people have indicated an interest in our training.
- **Output:** On February 24, the Tajik training team left for Tashkent to take part in the TOT. This was a very valuable training- a number of training modules were developed and discussed, such as: Fundraising, Public Education Through Media, Strategic Planning, Project Design, and Management. Representatives from all four Central Asian republics attended the above mentioned TOT training.
- **Output:** Other trainings conducted in Tajikistan include a Project Design training, on March 17-20, Introductory training, on March 12- 13, and Media and NGOs relationships, on March, 26-28.
- **Output:** During the quarter the Tajik training team began to develop a training module on Management/ Leadership, Resource Development, and Volunteers' Work which was requested by the International Red Cross Committee. The training is very specific and directed to the local institutions of ICRC. Red Cross representatives are co-operating with CC to focus training module to address critical needs of the organization.
- **Output:** Counterpart/Tajikistan is working with WB (TASIF Program) to develop a training module on Supervision. The first training with ICRC is planned for May 12-16; the second one, with WB, is on May 16-17.
- **Output:** The **Tashkent Public Education Center** has clearly established a solid reputation as a talented training organization, as demonstrated by the fact that Mubarak Tashpulatova is spending much of April in Kazakstan and Azerbaijan conducting subcontract training for Eastern European organizations.
- **Output:** In Uzbekistan this quarter, with the encouragement of the Minister of Social Protection Umurzakov, USAID and UNDP decided to jointly organize a seminar about NGOs for the highest levels of government, as a preliminary step to pave the way for the new law. After much legwork by Counterpart and NET Project staff, in cooperation with UNDP NGO Consultant Bakhran Tursunov, approximately 70 government officials, GONGO leaders and international observers gathered on January 27 to hear opening statements by the UNDP Resident Representative Khalid Malik, the US Embassy Deputy Chief of Mission, and Minister Umurzakov. These were followed by the keynote address of Jacek Kurczewski, which dwelt on the key legal issues involving NGOs and the features distinguishing NGOs from other entities.
- **Output:** In January Counterpart/Uzbekistan conducted a three day seminar on Strategic Planning

for 13 participants including one from Margilan in the Fergana Valley, two groups from Chirchik, and the balance from Tashkent. They also worked on adapting the five-day project design seminar to incorporate the principles and requirements of other donor organizations in order to better prepare clients now that our grant funds are depleted. Our subcontractors also conducted a two-day NGO and Environment seminar for a variety of groups from Bukhara, Fergana, Samarkand, Navoi and Tashkent.

- **Output:** During February, Counterpart/Uzbekistan designed and planned an entirely new two-day fundraising seminar, based on the information and skills learned at the regional seminar held in Almaty in November last year. Also during February, Counterpart/Uzbekistan joined forces with trainers from three separate countries in the Fergana Valley to conduct a three-day Strategic Planning seminar.
  - **Output:** TOT was held the first week of March, Counterpart/Uzbekistan managed to conduct a Strategic Planning seminar, newly revised to a two day format, combining two recent grantees from Ashgabat, with several more experienced NGOs from Tashkent and Nukus. They also conducted a Mass Media seminar at the end of the month, establishing contact for the first time with the Association of Independent Media based in Kokand - the Uzbek branch of this regional organization which has been cooperating closely with Internews.
  - **Related Activity:** Several USAID-funded contractors are working in the development of professional associations in Kyrgyzstan. Counterpart has been requested to develop and provide some special training for the newly forming associations.
4. **To assist Central Asian NGOs in accessing technical and financial resources in-country and abroad.**
- **Output:** It should be noted that the trainers will now include full documentation and instruction on the programs of other donors. The intern has carefully researched other in-country and international donors who could support NGO development in Kazakhstan. The trainers will present this information during future Project Development Workshops.
  - **Output:** Counterpart is continuing cooperation with Chevron Corporation concerning possible support for unfunded proposals.
  - **Output:** Counterpart referred several NGOs to Mercy Corps, Chevron and Eurasia Foundation for funding.
  - **Output:** "Green House" in Kyrgyzstan is seeking the assistance of Kumtor Operating Company in getting equipment for collecting and removing garbage from the town.
  - **Output:** A list of training resources was developed in Kyrgyzstan. The list includes local and international training programs currently active in Kyrgyzstan. The list includes Counterpart trainers and contracted trainers. Surprisingly there are 37 organizations listed which are providing training mostly in 2 areas: business promotion and NGO development. This is a valuable tool for further development of the Counterpart training plan which seeks to build capacity in the community to provide a professional level of training.

- **Output:** *The Youth Ecological School* in Tajikistan was partly funded, and the Tajik office will help the group as it approaches the Soros Foundation for the level of support the project needs.
  - **Output:** Counterpart/Uzbekistan has been busy gathering information and application forms from other donors active in Uzbekistan, in order to better advise our clients and assist them with successful access to other sources of funding. We have established particularly close relations with Eurasia Foundation, and worked out a system whereby they will refer clients to us for training and consultation, and we will refer quality projects to them for funding. We have also established contact with Joint Development Associates, an international NGO which works in specific fields such as health care and water supply, and has begun referring NGO clients to us in regions where we have few NGO contacts.
  - **Related Activity:** A list of needed NGO skills areas was sent to the Canadian Executive Service Organization.
5. **To provide broad-based support for U.S./Central Asian Partnership Programs.**
- **Output:** Counterpart continues to provide technical and logistical support to the programs of our consortium partners.
  - **Related Activity:** During a recent trip, the COP became aware of very professional artisans and a Women's Private Farm Association. The COP passed this information on to the appropriate partners of the Consortium.

<b>D. ACTIVITY STATUS FOR THIS QUARTER</b>
--

<u>Activity</u>	<u>Status</u>
Confer and negotiate with external consultants	ON-GOING
Network with USNGOs in-country	ON-GOING
Network with USAID contractors in-country	ON-GOING
Network with foreign NGOs in-country	ON-GOING
..... Network with private sector in-country	ON-GOING
---- Monthly meetings with consortium partners	ON-GOING
Monthly USAID Round-table meetings	ON-GOING
Identify and negotiate with local NGO partners	ON-GOING
NGO Training	ON-GOING
Initiate information exchange/newsletter	ON-GOING

Monthly Financial Reports

ON-GOING

Evaluation of training

ON-GOING

<b>E. PROJECTED ACTIVITY STATUS FOR NEXT QUARTER</b>
--

All of the above activities will be on-going during the next quarter.

### III. TARGETED SECTOR SUPPORT: AID TO ARTISANS

#### A. PROJECT PURPOSE

The purpose of Aid to Artisan's (ATA) project is:

**To create financially sustainable NGOs in Central Asia through craft-based microenterprise development.**

#### B. NARRATIVE

##### 1. HIGHLIGHTS

- Holland Millis arrived in Uzbekistan on January 22 to conduct 3.5 weeks of intensive product development work with artisans from Tashkent, Samarkand, Bukhara, and Kokand. President of *Los Disenos*, a Honduras-based home furnishings manufacturing business selling to U.S. markets, Mr. Millis' objective was to help artisans increase the marketability of wood, metal, and ceramics products for local and export markets and increase their understanding of basic business.
- From February 23-27, Aid to Artisans (ATA) and *From the Mountain (FTM)*, a US company based in North Carolina, exhibited and marketed Central Asian craft NGO products at the bi-annual New York International Gift Fair (NYIGF). Between both booth displays, ATA and FTM took wholesale orders worth more than \$8,300. *Mediterranean Imports*, a Connecticut-based craft importer, agreed to fulfill NYIGF Uzbek orders and exhibited Uzbek products at smaller trade shows in Boston in March and North Carolina in April.
- Due to the untiring efforts of ATA's Uzbek partner NGO *Mussavir*, the Uzbek government has announced that it will eliminate export taxes on handicrafts for five years with effect from April 1, 1997. When *Mussavir* brought the original draft resolution to ATA's attention last year, there was no mention of eliminating export taxes. ATA prepared written recommendations describing our work, potential buyers and how export taxes affect Uzbekistan's ability to compete in world markets. ATA's Regional Director circulated these recommendations to USAID, the American Bar Association, the UN and the US Ambassador, requesting their support in lobbying the Uzbek government. The success of the initiative speaks to the possibilities of collaboration and the indirect positive effects of ATA's craft development programs.

##### a. UZBEKISTAN

##### i. Marketing/Market Training

- ATA wood/metal/ceramics product designer Mr. Holland Millis spent 3.5 weeks in Uzbekistan during late January and February 1997. He held three formal training seminars in Bukhara and Samarkand and 45 workshops with over 50 artisans and NGO leaders. Training sessions were hosted jointly by ATA and the artisan centers of Bukhara, Samarkand, and Gidgduvon and created an atmosphere of excitement and productivity in the new centers, particularly as new products emerged and samples were purchased. Seminars and workshops addressed the following issues:

1. Understanding typical foreign buyer (tourist and resident) spending habits (how much cash tourists allot to souvenirs, who they are buying for, what they are looking for)
  2. Creating product lines that encourage more purchases from a single buyer in an artisan's workshop (diversifying product categories and price points offered, creation of products that work together, etc.)
  3. Strategies for bringing production costs down while maintaining perceived value of products (through design and use of less expensive machined components)
  4. General principles of costing and pricing for export, wholesale, and retail markets
- Mr. Millis worked with artisans to develop 17 new product lines which reflect lessons learned during training workshops. Selected samples from these product lines were hand-carried to the U.S. by Mr. Millis for exhibition to stores at the February New York International Gift Fair (NYIGF) and ongoing ATA marketing activities. Others will be test-marketed at the spring ATA craft sale in Tashkent.

## ii. NGO Development

- In February and March, ATA's Regional Director initiated preparation work for a spring Central Asia Regional Craft Sale in Tashkent that will enable producers from Uzbekistan to market new and established product lines to buyers in Tashkent. The sale, scheduled for May 1997, will reflect an attempt to broaden the craft category as perceived by producers and buyers by emphasizing products for the Home & Garden. A special "trade only" day during the first day of the 3-day sale will introduce craft products to buyers from Tashkent retail shops in an attempt to increase year-round sales for producers. This will be Central Asia's first wholesale craft exhibition. ATA's Regional Director held discussions with Uzbekistan NGO leaders to discuss these new concepts and to begin planning product presentation.
- ATA's Regional Director also visited Uzbek producers in Bukhara, Samarkand, Shakrisabz, and Gidgduvon to deliver orders from the New York and Boston gift shows. Richard Lawrence, the President of *Mediterranean Imports*, the US company which will import these products and fulfill orders from New York and Boston, will travel to Uzbekistan in May or June 1997 to meet with producers and local craft NGOs.
- **New ATA Partner Development**
  1. **Kokand, Uzbekistan:** After participation in ATA Tashkent sales and exhibitions and in Counterpart training programs, the Kokand Artisans Association (KAA) successfully applied for a Counterpart grant to unite artisans in Kokand and establish an artisans center. While not a primary ATA partner, this new NGO has been inspired by ATA's work with NGOs in Bukhara and Samarkand and is now striving to create its own model for artisan organization in the Fergana Valley, where tourist markets do not yet exist and local markets for Kokand's relatively high-end carved wood, painted wood, gaunche (hand-carved plaster), and ceramic products are limited. ATA has maintained a dialogue with the KAA and in January and February, invited five members of the new association to Bukhara and later Tashkent to participate in product development and business training workshops with ATA product design consultant Holland Millis. The association will test new and existing products at the upcoming ATA sale in Tashkent.

2. **Gidgduvon, Uzbekistan:** In late 1996, led by the owners of the Gidgduvon Ceramics company (members of the Bukharan Artisans Center and long-time participants in ATA workshops and marketing efforts), artisans in Gidgduvon established the Gidgduvon Artisans Association and successfully applied for and received Counterpart grant funding for an office. These artisans feel a separate center in Gidgduvon is needed because the Bukhara Center is too far away (45km) to offer them real assistance and because they believe their crafts can be marketed to tourists passing through Gidgduvon on the way to Bukhara. In February, ATA Regional Director and consultant Holland Millis held two separate workshops in Gidgduvon with artisans and participated in discussions between association leaders and local Khokimiat (mayor's office) officials regarding state support for the new center. The Khokimiat supports the idea as a means of developing Gidgduvon tourism and commerce and is considering donating a building in the city for the center.

- **Existing Partner Development**

1. **Tashkent, Uzbekistan**

- Aid to Artisans and partner NGO *Mussavir* were successful in obtaining tax-free status on Uzbek handicrafts intended for exportation effective as of the first of April 1997 for five years. The original proposal from the Uzbek cabinet of ministers did not include issues of taxation but simply called for the establishment of craft programs in local schools, creation of gallery sites, establishment of market research programs and improvement in the availability of art supplies. ATA and USAID, directly, worked to influence the legislative process late last year. They followed up their campaign with a letter recommending more specific policy changes--including some tax exemptions--and asked for government support of NGO initiatives already under way, rather than opening new galleries as proposed in the draft.
- *Mussavir* independently lobbied for the same changes. USAID, ATA and *Mussavir* also collected the opinions and assistance from the US Ambassador, the American Bar Association, and the United Nations. The ABA took the recommendations directly to the cabinet of ministers on everyone's behalf and as a result, handicraft intended for export is tax-exempt and all other handicraft production businesses will be exempt from general taxation for a period of five years.
- Also, as a result of their involvement in the process, *Mussavir* will receive a large grant from the Uzbekistan government to conduct a nation-wide craft development initiative. With USAID/CAR and ATA guidance, as well as the strength and initiative of indigenous NGOs such as *Mussavir*, the craft community has become the strongest and most progressive private enterprise in Uzbekistan.
- In early 1997, *Mussavir* opened a shop in the new Intercontinental Hotel in Tashkent. The first centrally located *Mussavir* sales outlet, this new store should generate a significant increase in revenues.

- b. **KYRGYZSTAN**

- i. **Marketing/Market Training**

- In March, ATA's Regional Director met with *Talent Support Fund* to prepare for shipment of orders placed by *From The Mountain* in North Carolina in late 1996 and January 1997. TSF has proven itself capable of handling all aspects of export (labeling, packing, shipping, etc.) independently with only minimal guidance from ATA. ATA-TSF discussions centered on the existing 20% sales tax charged on all retail and export sales and on what routes might be taken to gain exemption from this tax. ATA and TSF met with Turkish Airlines/Bishkek to arrange to have shipment sent by bonded cargo from NYC to Raleigh, North Carolina. TA will charge a rate of \$8.50/kg.
- ATA's Regional Director also assisted TSF in developing a product catalog. In its original form, the catalog overemphasizes education and cultural history rather than sales. For example, while it included over 20 colorful photos of village life and crafts, 90% of the products shown cannot be ordered. ATA Regional Director discussed how to improve the catalog as a sales tool and reviewed various ATA catalogs and product sheets which offer prices for each product in various sizes and color variations. Ideas like viewing each square inch page space in terms of revenues generated were new and foreign to TSF members. ATA's Regional Director also emphasized the importance of using professional photographers in order to produce effective catalog photos.
- TSF and ATA's Regional Director communicated with *From the Mountain* regarding viability of producing several thousand felt yurt creches for National Geographic Society (following up a sample order placed during the August New York Gift Show). Initial requests were for 75,000 units - too big an order for a start-up business to handle - and with a target price that would not be profitable for NGO members using current production methods. ATA and TSF will work with a producer group in April to see if the products can be simplified and new production methods introduced to reduce costs and meet target prices for an order of 2,000 units while ensuring fair wages for the artisans. If successful, this initiative could create new jobs for 50-100 artisans.
- ATA's Director also visited the new TSF store which has opened in the National Library in Bishkek and discussed display and product selection with TSF staff. ATA supported TSF's latest plan to relocate the store to the city center where a larger and less expensive space will be available. TSF is having problems promoting the current store because library officials will not allow them to place a sign outside the building or in the shop entrance. The library also retains half of the space in the store for book sales.
- In December 1996, *Victoria Magazine*, a US style journal, published a several page article on products from Aid to Artisans' projects in Armenia and the Kyrgyz Republic for its January 1997 issue. During December alone, ATA and from the Mountain have received over 50 inquiries for retail and wholesale orders. As a result, From the Mountain placed another order to Talent Support Fund for mohair pillows worth approximately US\$ 3,000.

## ii. NGO Development

### *Talent Support Fund (TSF):*

- In an effort to improve communication with its US importer (*From the Mountain*), TSF has obtained two E-mail accounts. During the past two years it has been ATA's experience that e-mail is more reliable (as well as less expensive) than fax or telephone. The addresses are: office@tsfund.bishkek.su and dinara@tsfund.bishkek.su.

- During the first quarter of 1997, TSF hired Aynura Bozguncheyeva as export manager. Although Ms. Bozguncheyeva is still studying English, TSF expects that her arrival will improve the efficiency of their export procedures.
- In Balkanbaeva, *Golden Thimble Creative Center*, a TSF producer organization has grown from two to 20 employees in the last 8 months, including 18 women and four pensioners (male and female). Each worker now earns \$40 per month for part-time work, a figure twice the average full-time monthly income in that area of Kyrgyzstan.
- In Kissultu, the producer of knitted mohair pillows designed with input from ATA, has hired five women to help her produce an initial export order of 90 pillows. The orders came from US retail store owners who saw the pillows featured in the January 1997 issue of *Victoria* magazine, a US style journal. If the pillows are received well in the US market, ATA expects subsequent orders to grow this small business.

### c. KAZAKHSTAN

#### i. Marketing/Market Training

- In March 1997, the Kazakh Drama Theater offered sales space to ATA partner NGO *Shiber Aul*. The theater has agreed to provide space to *Shiber Aul* in the upstairs lobby free of charge. While the space is not ideal (products must be packed up and stored each night then redisplayed in the morning), it is large and the theater enjoys wide attendance, mainly by Kazakh residents. It may also be easily promoted to foreign visitors as it is located across the street from the Hyatt Hotel. *Shiber Aul* still maintains another sales location at the Central Museum.

#### ii. NGO Development

- **Women's League of Creative Initiative (WLCI)/Almaty College of Arts/Berea College Partnership:** As reported in December, the resignation from Berea College of Marketing Director Garry Barker (who was planning a month-long consultancy with the Almaty College of Art this winter) has delayed continuation of this project. Mr. Barker still hopes to come to Almaty (as President of the Board of Governors of the Southern Highland Craft Guild). Counterpart has decided to withhold funding for this grant until the issue is resolved.
- ATA met with WLCI in February to review project work completed to date and was extremely satisfied with this group's compliance with the terms of the grant given recent obstacles encountered. Equipment has been purchased and is being used by faculty and students to create new products. Following the school's participation in the Almaty and Tashkent sales, faculty and students attended ATA/WLCI workshops to process market information gained about existing and prospective products. Limited display space for school products has also been established in the "Most Art Gallery" in the Business Center on Lenin Street across from the Kazakhstan hotel.
- **Tengri Umai (TU):** Craft display space in TU's gallery has tripled during the past year and a half, offering many new artisans ongoing sales opportunities. During discussions with TU leaders, ATA Regional Director emphasized the importance of continuing to bring artisans from rural areas into the Almaty market.

- **Shiber Aul Village:** Of all ATA partner NGOs, the artisans village *Shiber Aul* has probably encountered the most difficulties in making progress toward its goals of increasing sales and employment opportunities for village members. Despite the extreme dedication of NGO leaders, most members have remained reluctant to take initiative in putting ATA-introduced business concepts and new product ideas into action. Product lines remain largely unchanged and prices remain high. Many artisans in this rural NGO seem confused about ATA and leadership objectives and tend to view ATA as a potential buyer (due to purchases of new product samples) rather than a training organization. The lack of product diversity and consistently high prices have also reduced the success of *Shiber Aul* products during ATA sales. Largely a result of poor member initiative, *Shiber Aul* leaders have started adding Uzbek artisans' products to their display in the village museum store.
- Despite these obstacles, some progress has been made. Seeing the success of more diverse and lower-priced products from other groups at ATA sales caused *Shiber Aul* artisans to lower prices and to increase their understanding of what steps should be taken if they are to be competitive. Women, previously the least active of *Shiber Aul* artisans, have shown the most initiative. For example, while at first *Shiber Aul* felt artisans were discouraged by the high quality and low prices of Kyrgyz felt rugs and pillows, feeling they could not compete, ATA's recommendations that they consider changing tactics by identifying sources of higher quality felt in Kyrgyzstan have resulted in purchases of felt from Kyrgyzstan and accelerated new product development work. The sale of many embroidered hats in Tashkent has also increased production of these products in *Shiber Aul* and an extended collection will be offered at the upcoming Tashkent sale in May.
- The grant received from Counterpart to work with older students in Orphans House #2 in Almaty in developing crafts for sale has also encouraged initiative in *Shiber Aul* village. Three women are now enthusiastically taking courses in machine embroidery (thanks to the purchase of an embroidery machine with Counterpart funds) and will test new products at the spring sales. Sewn products (national children's apparel) are also in production and are selling to local markets through *Shiber Aul's* reopened sales facility at the nearby Sanitorium. Wood products are also now being developed by a *Shiber Aul* trainer and students at Orphans House #2. This new line will offer a wood collection at a lower price than existing *Shiber Aul* products and will be ready for testing at the spring sales in Almaty and Tashkent.

#### d. U.S. MARKETING

- As of April 7, 1997, total sales for all ATA partner NGOs in Central Asia had surpassed \$115,000, almost three times the original project target of \$40,000-\$50,000.
- *New York International Gift Fair (NYIGF):* From February 23-27, ATA exhibited and marketed Central Asian craft NGO products at the New York International Gift Fair (NYIGF). The NYIGF is the premier US trade show for the home and decorative accessories industry in the United States - an industry which reported \$16.1 billion in retail sales during 1996. The NYIGF brings together 50,000 wholesale and retail buyers with 2,500 exhibitors twice annually.
- ATA displayed primarily Uzbek products, including lines developed by recent ATA product design consultants Gay Ellis and Holland Millis. As this was the first real test for these products in an

international market, ATA's goal for the show was to develop buyer and prospective importer interest. Nonetheless, the Uzbek products were very well received - generating wholesale orders worth \$7,342. 21 wholesale buyers and retail shops ordered products. More importantly, several large companies - including *Georgio of Beverly Hills* and *American Country Collection* of Sante Fe, New Mexico - expressed long-term interest in developing these product lines. The average order size was approximately \$350. As all of these Uzbek products are new to the US market, most buyers treat their purchases as sample orders which may lead to further orders depending on consumer response.

- *From the Mountain*, a member of ATA's Trade Network, displayed Kryrgyz products in a separate booth at the NYIGF. *From the Mountain* received \$964 in orders for *Talent Support Fund's* felt products, including one from a large retail store which will place monthly orders in the future.
- *Mediterranean Imports*, a West Hartford, Connecticut-based retail shop currently importing Turkish ceramics, agreed to act as an importer for the NYIGF Uzbek orders. From March 22-26, *Mediterranean Imports* exhibited the Uzbek products at the Boston Gift Show and received an additional \$1000 in wholesale orders for Uzbek products, particularly the embroidered stockings from Shakrisabz. *Mediterranean Imports* will also exhibit Uzbek products at the home furnishings gift fair in High Point, North Carolina in April. The willingness of a US company to aggressively market Uzbek products and commit its financial resources to importing the product is a testament to the extraordinary market potential of these products. Moreover, the *Mediterranean Imports* case illustrates the positive impact ATA's project has on the US economy by helping small businesses to grow.

## **2. COOPERATION WITH OTHER ORGANIZATIONS**

- In March 1997, ATA's small grants program selected two projects submitted by Kyrgyz partner NGOs for funding. *Osh Feltworks*, a small business employing 7 family members and 3 other staff produces small, colorful embroidered felt bags, slippers, hats, and vests. During the past year *Osh Feltworks* has benefited from ATA marketing efforts and has earned over \$1,200, a large sum in Osh where many people earn just \$20 per month income. ATA is providing a grant of \$350 for a felt making machine to increase production capacity and initial transport costs to establish regular product distribution in Almaty, Tashkent, and Bishkek.
- The Golden Thimble Creative Center started with two women producing felt rugs and pillows in their homes. After receiving technical assistance and marketing support from ATA, Golden Thimble has grown to a small business employing 15 villagers in Balkanbaeva, Issyk-kul, Kyrgyzstan. ATA's \$360 grant will enable Golden Thimble to rent and heat a modest production facility in their village. With a heated production area, Golden Thimble can expand its capacity to make felt, a process normally restricted to the warm summer months in Kyrgyzstan.
- ATA's grants program is funded through private donations to ATA and has helped artisans in 25 countries over the past 21 years.
- In mid-March, ATA's Regional Director assisted ATA partner NGO members in Kazakhstan and Kyrgyzstan to apply to the Academy for Educational Development (AED) NET training program for July 1997. Already three Kazakhs have been notified that their applications were successful and ATA is starting to plan their visit.

### 3. LESSONS LEARNED

- Relationships forged between ATA partner NGOs during five ATA regional craft sales in Tashkent and Almaty have initiated independent networking between NGOs in all three countries and the beginnings of an NGO-driven regional sales distribution network in Central Asia. Development of commercial networks and regional trade is evident.
  1. In December 1996, the Almaty-based NGO *Women's League of Creative Initiative (WLCI)* organized an independent holiday craft sale attended by Kazakhstan artisans as well as 15 artisans from the *Meros Samarkand Artisans Association* and the *Bukhara Artisans Center*, both in Uzbekistan. The sale generated approximately \$4,000 in sales. In the months following the sale, *WLCI* has helped Bukhara and Samarkand artisans place products in at least two Almaty retail shops ("Voyager" and the "Most Gallery"). Uzbek products were previously unavailable in Almaty.
  2. *Talent Support Fund*, in Bishkek, has conducted numerous independent sales that have helped artisans from throughout Kyrgyzstan market products to buyers in Bishkek. To increase diversity of its products, *TSF* recently placed a large order for embroidered vests from Shakrisabz embroidery factory (a member of the *Meros Association* in Samarkand, Uzbekistan) which it will market in its Bishkek retail store and at future sales. *TSF* will earn a mark-up on these products and the more diverse product line will help distinguish *TSF's* store from other Bishkek craft retailers.
  3. The Almaty-based NGO *Shiber Aul* now buys felt from a *Talent Support Fund* enterprise (*Golden Thimble*) in Kyrgyzstan, which will improve the quality of *Shiber Aul* felt products and help to reduce the cost. *Shiber Aul* artisans previously relied solely on relatives in Kazakh villages to make their felt (without reimbursement) which was of lower quality and only infrequently available (raising the price set by producers). If ATA's work in Kazakhstan continues, improving the quality and availability of raw materials made in Kazakh villages will be a key objective. For now, Kyrgyz felt offers a good solution.
  4. *Shiber Aul* will also soon begin distributing a Kyrgyz producer's slipper line in its museum store and has bartered a number of its own products for Uzbek craft products for re-sale in Almaty, Kazakhstan.

- **Lessons from Uzbekistan**

Despite substantial progress toward program objectives in Uzbekistan, several key challenges have arisen recently that must be overcome, foremost among them:

1. Grant funding secured for NGOs, while crucial to NGO survival, has diminished the urgency felt by leaders in Uzbekistan to generate additional revenue sources either for NGO operations or their members. While NGOs, in Bukhara and Samarkand, have taken great strides in organization of members, lobbying, and facility development; actual program planning tends to prioritize cultural, non-revenue-generating activities such as conferences and exhibitions rather than sales. Leaders assume revenues will come in from center retail activities, but have done little real planning regarding product line selection or retail

management strategies. Leaders have also not yet taken an initiating role in planning for year-round marketing events that will retain member interest, participation, and confidence.

2. There is an assumption that guidance and grant funding - from Counterpart, ATA, Mercy Corps, the UN, and other sources - will continue, when in fact it will diminish radically within the next few months. In Bukhara especially, the high visibility of the new artisans center and new Khokimiat support for other craft "museums" throughout the city (in preparation for Bukhara's summer anniversary celebration) has caused many individual artisans to seek grants for their own craft museums and centers rather than develop incomes through craft sales or turn to the artisans' center for collective problem solving.
3. During the remainder of ATA's program and in any potential new program starting up, a fairly constant process of new product and test marketing is crucial to the development of Uzbekistan's craft industry. Even when new products sell well at craft fairs, artisans are reluctant to reinvest profits into expanding production of these items or in pursuing more regular market opportunities. Without regular sales, artisans keep product prices high, preferring to make a lot on an infrequent sale than on increasing volume and year-round profits. This challenge is less an issue of artisan interest than one of lack of confidence in new concepts, knowledge of how to build a business, and understanding of real buyer demand for products that seem culturally unusual. With sufficient time and outside support to continue sample creation and market tests and to establish regular sales outlets, initiative would increase substantially.

### C. FULFILLMENT OF OBJECTIVES

1. **Project Objective:** *9 NGOs (three per country) trained, experienced, and productive in small and micro-enterprise ventures designed to provide support for the organizations as well as for its members.*

#### **Achievements to Date**

- ATA has trained 8 NGOs in Uzbekistan, one in Kyrgyzstan, and three in Kazakhstan in business management, local and export marketing, and product design.
- Nine Counterpart grants have been awarded to 11 of ATA's 12 main partner NGOs demonstrating that these NGOs have developed the necessary organizational capacity (management structures, etc.) to operate.
- All 12 NGOs have become service-oriented and market-driven.
- All 12 NGOs earn profits from local sales.
- Members of 9 NGOs participate in export marketing with assistance from their organizations.
- Two NGOs are now actively involved in craft export management.
- All 12 NGOs are experienced in exhibition planning.

2. **Project Objective:** *900 individuals trained in product development, marketing, business and management of their own NGOs.*

#### **Achievements to Date**

- 185 artisans from Uzbekistan participate in sale and marketing training.
- 25 artisans in Kyrgyzstan produce samples for export and local marketing.
- 10 artisans from Kazakhstan produce samples for local marketing

- 80 workshops, seminars, and consultations held by ATA for core group of 400 artisans/NGO directors
  - 70 workshops held by NGOs using ATA principles involving an additional 60 artisans as well as the 400 core group participants.
  - More than 50 apprentices in training with master artisans.
  - 100 "non-ATA" artisans & NGO representatives have received market information or product analysis from ATA during sales and consultations.
  - Total Participation (December 95-March 97): 1000.
3. **Project Objective:** *Linkages made among at least 9 NGOs at regional trade fair and seminars. Networking will also occur through sales to same or similar customers, shared tourism sites, shared business experience, shared procurement of materials, and shared export costs through consolidated shipping.*

#### **Achievements to Date**

- Partner NGOs collaborated to host Holiday Craft Fairs in Tashkent in the Spring of 1995 and in Almaty and Tashkent in the Fall of 1995. In October and November 1996, the Almaty and Tashkent fairs were commercial and organizational successes. Sales revenues doubled from the previous fairs and artisans earned close to \$40,000. ATA partner NGOs organized these fairs and recovered all expenses through booth fees. Finally, the Almaty and Tashkent fair provided ideal settings for regional craft NGO meetings. 13 craft NGOs, 20 small, private producers, and over 1,100 buyers from all over Central Asia and the former Soviet Union networked during these fairs. ATA and partner NGOs are currently planning Spring 1997 craft fairs for Tashkent and Almaty.
  - Almaty NGO agreed to carry products from all other NGOs in 3 prime sales locations.
  - Intra-regional sourcing of raw materials among NGOs.
  - All partner NGOs in Uzbekistan regularly meet at sales, seminars, and other ATA events.
  - Two NGO leaders from Uzbekistan have met with leaders of Kyrgyz NGOs at ATA-sponsored sales. One Uzbek NGO has participated in Almaty advocacy seminar.
  - In October and November 1996, NGO representatives from all four Central Asian republics met to discuss issues of mutual concern, including establishment of regional NGO marketing networks, regional policy issues, and promotion of Central Asian handicrafts in general.
4. **Project Objective:** *\$40,000-\$50,000 in sales (local, regional and export) for all 9 NGOs by the end of the project.*

#### **Achievements to Date**

- Reported sales as of April 7, 1997 amounted to \$115,000. Total sales exceed this figure significantly as independent, unreported daily retail sales by artisans or NGO retail outlets have risen between 200% and 400% as a result of new product lines developed with ATA assistance and new market-oriented sales strategies.

5. **Project Objective:** *Enhance Central Asian cultural identity with foreigners through well crafted products adapted to foreign markets.*

#### **Achievements to Date**

- As a direct result of working with ATA, Cultural Business Relations (CBR), an ATA partner NGO in Bukhara, Uzbekistan, specializes in craft tourism. CBR is currently planning a regional craft tour for 30 visitors traveling in early 1997. This NGO develops craft itineraries for 7 major tour groups

per year including CATS - the second largest artisans tour operator in Central Asia. Approximately \$6,000 in craft sales have been generated by CBR for crafts people.

- With the assistance of ATA staff, about 75 Bukhara and Samarkand artisans now have brochures providing information about sources for crafts, specific media, artists and craft NGOs in English. These brochures were the first information sources about crafts available in these major tourist destinations.
- ATA Field Director and partner NGOs regularly communicate with tour operators and guides in Uzbekistan and Kazakhstan.
- With ATA's assistance, *From the Mountain*, *Mediterranean Imports*, and *Silk Road Gallery* (all US companies) have established long-term import arrangements with Kyrgyz, Uzbek, and Kazakh craft NGOs respectively.

#### D. ACTIVITY STATUS FOR QUARTER

1. January: ATA Field Director returns to Central Asia. **Completed.**
2. January: Holland Millis, ATA Product Development/Design Consultant travels to Uzbekistan, Kazakhstan to work with artisans in non-textile products (ceramics, wood, metals). **Completed.**
3. February: ATA displays Central Asian products at the NYIGF. **Completed.**
4. February: ATA's Field Director and partner NGO management staff follow-up on NYIGF orders (through May). **Completed.**
5. March: ATA rug and carpet consultant, Vincent Carlton, travels to Kyrgyzstan to work with TSF felt rug makers to improve designs for export. **Postponed pending project extension.**
6. March: President of Board of Governors of *Southern Highland Craft Guild* (SHCG), Garry Barker, travels to Almaty to fulfill partnership grant marketing activities and training with Almaty Vocational School (pending approval of Counterpart Partnership Committee). Postponed pending clarification of SHCG's status.

#### E. PROJECTED ACTIVITY IN NEXT QUARTER

1. April: Meet with Uzbek craft NGOs, deliver gift show orders, confirm prices.
2. April: Identify sales location for Tashkent and Almaty regional craft fairs.
3. May: Tashkent, Almaty craft fairs and regional craft NGO meetings.
4. May: Organize buyer visit to Uzbekistan from *Mediterranean Imports*.
5. May: Facilitate export seminars for NGOs in Uzbekistan
6. June: Assist craft NGOs with packaging and shipping orders to US.
7. June: Project hand-over, ATA Regional Director departs unless additional USAID funding is secured.

## IV. THE CITIZENS NETWORK FOR FOREIGN AFFAIRS

### A. PROJECT PURPOSE

The purpose of the Citizens Network for Foreign Affairs (CNFA) project is:

**To assist in the creation of democratic and pluralistic participation, promote the economic viability of rural communities and raise the quality of life for people of rural Central Asia.**

### B. NARRATIVE

#### 1. HIGHLIGHTS

The following is a summary of key impacts achieved to strengthen private farmers' associations (PFAs) in the region (Note: KFB = Kentucky Farm Bureau; IFB = Indiana Farm Bureau; OFB = Oregon Farm Bureau):

##### **Uzbekistan**

- **KFB EXPERTS RESTRUCTURE RAYON PFA GOVERNANCE STRUCTURE**

Tony Holloway and Larry Smith, KFB District Directors, spent three weeks assisting oblast and rayon-level Boards on committee and bylaw development. As a result, they facilitated restructuring governance procedures for 8 rayon PFAs. They worked with 450 farmers, 116 Board members, 37 oblast/rayon officers and 73 committees. Women represented 8% of the farmers and PFA officers whom they met. They conducted 16 one-day workshops for rayon PFAs, and a workshop for the newly elected rayon PFA presidents.

- **SOKH RAYON PFA ELECTS FARMER-CHAIRPERSON**

Through the efforts of KFB expert Tony Holloway who conducted a rayon workshop on boards of directors and committees, the Sokh PFA organized a general assembly and elected a farmer-member to serve as PFA chair. The PFA adopted TACIS bylaws and changed the position of their former chairperson to that of director.

##### **Kyrgyzstan**

- **IFB EXPERT ASSISTS FIVE RAYON PFAs ADAPT FB MODEL FOR NEW BOARDS**

IFB expert James York spent three weeks introducing the IFB organization and procedures to five rayon PFAs and the oblast Board. He worked with 115 private farmers, 25 Board members, 8 PFA officers and five committees. Women represented approximately 4% of the farmers whom he met. He conducted five one-day workshops and facilitated initial meetings of two new committees.

- **ISSYKUL AND TALAS PFAs FORM WORKING RELATIONSHIPS WITH USDA-FUNDED U.S.-KYRGYZ JOINT COMMISSION FOR AGRIBUSINESS &**

## **RURAL DEVELOPMENT**

Facilitated by the Field Director, PFA leaders agreed to join forces with the U.S.-Kyrgyz Commission for Agribusiness and Rural Development (the Field Director continues to serve on the Commission) to assist in collection of outstanding loans from farmers. In Talas, in exchange for support from the PFA, the Commission agreed to partially fund the PFA newspaper. The Commission is a major credit-lending organization in Kyrgyzstan, but, has been inactive for over 6 months because farmers repaid less than 30% of their loans.

- **CNFA SUCCEEDS IN RESTRUCTURING OSH RAYON PFAs TO INCREASE MEMBER PARTICIPATION AND STRENGTHEN DEMOCRATIC BYLAWS**

Substituting for a canceled OFB expert, CNFA's Program Assistant, Bibira Akmoldoeva, successfully carried out a two-week assignment to strengthen management structures at both the oblast and rayon levels. Working with the local Peace Corps volunteer and an attorney provided by the German aid agency, GTZ, Bibira visited all 6 rayon PFAs and revised PFA bylaws and conducted special general assemblies where members voted on new bylaw amendments.

### **Kazakstan**

- **IFB EXPERTS STRENGTHEN BOARDS AND CREATE COMMITTEE STRUCTURES FOR TALDYKORGAN RAYON PFAS**

Hank and Betty Lou McGuire spent three weeks strengthening oblast and rayon Boards and committees. They conducted 10 one-day workshops and facilitated an oblast general assembly meeting. They visited 10 rayon PFAs and worked with 110 farmers, 13 officers, 8 committees, 22 Board members and 9 rayon governors and deputy governors. Women represented 20% of the total number of farmers and PFA leaders whom they met.

- **ALMATY OBLAST PFA ADOPTS FARM BUREAU MODELS TO REVISE BY-LAWS AND INCREASE MEMBER PARTICIPATION**

Responding to support and encouragement from CNFA staff and FB experts, the Almaty PFA, a Counterpart-Almaty "graduate" and grant recipient, used translated versions of the Indiana, Kentucky and Oregon Farm Bureau bylaws as models to change its by-laws. These changes supported efforts by the PFA to increase participation of PFA members in association affairs.

## **2. ISSUES/PROBLEMS**

- The Taldykorgan PFA President continued to maintain an ineffectual relationship with his Board. The recent team of IFB experts on assignment to the PFA confirmed the President's difficulty in sustaining membership support at the rayon level. At present, the PFA has only seven (7) dues-paying members. However, the IFB team was successful in its outreach to farmers at the rayon-level who were enthusiastic in participating in expert-led workshops. The team recommended that CNFA continue its institutional development assistance to targeted rayon PFAs.

- The Field Director was unable to travel to Dushanbe to explore status of PFAs; however, he began to copy USAID-Dushanbe on his weekly Consortium report and will re-schedule his trip later in the Spring.
- Due to the resignation of its proposed expert at the last minute, the OFB was unable to send anyone to the field in this quarter. This assignment was carried out by the CNFA Program Assistant. OFB will recruit two experts for new assignments in the next quarter.

### **3. LESSONS LEARNED**

- As demonstrated by IFB expert Jim York, the visit of a single FB expert to a PFA can serve as a catalyst for the PFA to make a dramatic change in direction.
- Although CNFA's field staff is multi-lingual and has a working knowledge of Uzbek, it is necessary to hire fluent Uzbek/English speaking interpreters to assist future FB experts in the Fergana oblast, especially in rayons. More fluent Uzbek translations will enable farmers to understand better the complex issues raised in expert presentations and workshops.
- Pairs of FB experts can work effectively on assignments in oblast PFAs with a large number of rayons as the team simultaneously covers the same subject in different rayons. In addition, given the experts' unfamiliarity with conditions in developing nations, there is an important psychological benefit for them to travel to the region as a team. CNFA's experience sending two teams to the region this quarter demonstrates a very high level of performance from individual team members.
- It is cost effective, particularly in Kazakstan, for CNFA to pay the travel expenses of oblast PFA representatives from outlying oblasts to come to Almaty for meetings. The Field Director has conducted meetings in Almaty with two different oblast PFAs which are more than 1000km from the capital. Total travel costs for the participants amounted to less than US\$100 per person.

### **4. COOPERATION WITH OTHER ORGANIZATIONS**

**TACIS:** Close collaboration between CNFA and TACIS advisors contributed to successful outcomes of the KFB expert team assignment with the Fergana PFA. For the first time, TACIS assigned 8 advisors - four with each KFB expert - to participate in workshop presentations in 16 rayons visited by the KFB experts.

**NET:** NET is managing processing of documents for four PFA representatives participating in the reverse exchange training program to the IFB and KFB in May. The Field Director nominated the Taldykorgan PFA Vice-President, the Turgai PFA President and the newly elected Osh Union PFA President and Vice-President to participate in the "NGO Leadership" workshop scheduled for July-August, 1997 in the U.S.

**Peace Corps:** The Field Director provided support for volunteers assisting the Fergana and Talas PFAs. In Fergana, CNFA assisted the volunteer who is helping develop, produce and distribute the PFA's first newsletter to its members. CNFA agreed to fund the first three issues of the newsletter.

**USDA Cochran Program:** The Washington Central Asia coordinator supported continued cooperation with CNFA as the Field Director began to distribute Cochran applications to PFA leaders ( PFA candidates from Osh, Talas, Naryn and Issykul were interviewed by the USDA coordinator in Bishkek) in the region. In cooperation with partner Farm Bureaus, CNFA will again seek to extend the stay of any PFA leaders who receive awards this year.

**TACIS, ACDI & Mercy Corps:** The Field Director continued to coordinate program activities with these organizations.

**Helvetas:** The Field Director met the new coordinator for the Swiss PVO and discussed mutual cooperation to support development of a new agriculture extension service in Naryn oblast in late Spring. CNFA agreed to conduct workshops in cooperation with Helvetas agriculture extension specialists on the basics of PFA operations and good governance.

## C. FULFILLMENT OF OBJECTIVES

*(1) To support the development of new private farmers associations (PFAs) as democratic, rural-based NGOs in Central Asia, through partnerships with U.S. state Farm Bureaus.*

### **Kyrgyz PFAs:**

#### Osh Union of PFAs

- At its second General Assembly in February, in a remarkable demonstration of its organizational maturity (one year after its founding) and the application of democratic governance practices, the PFA successfully revised its bylaws, expanded its Board and voted in new officers. In preparation for the Assembly, the PFA's Resolutions Committee initiated, for the first time, a policy resolutions process (adapting the model of the OFB) at the rayon level. Consequently, members of the 6 rayon PFAs represented at the Assembly voted and adopted new oblast-wide policies.
- In a unique advocacy initiative on behalf of private farmers, CNFA was a catalyst for the first open dialogue between Kyrgyz parliamentarians and PFA leaders to review the new draft "agriculture cooperative law." In February, the Field Director and staff conducted the first of three scheduled open public meetings to review the new law; forty-six PFA members interacted with three parliamentarians in the first policy dialogue.

#### Support for Additional PFAs

- Issy-kul: Following reorganization of the oblast Board based upon FB practices (an impact of the Jim York's assignment in January), the Board held its first meeting which adhered to the FB model.
- Naryn: In cooperation with rayon PFAs and Helvetas, the Field Director is supporting development of an oblast PFA. Building on the success of the first CNFA-supported advocacy meeting in Osh, forty PFA representatives from both Naryn and Issykul joined parliamentarians to review and comment on the new draft agriculture law.

- Talas & Chui: Following similar events in Osh and Naryn, thirty-eight PFA representatives joined parliamentarians in a CNFA-supported meeting to review and comment on the new draft agriculture law. CNFA staff assisted Talas PFA President complete and submit his Cochran application.

#### **Uzbek PFAs:**

##### Fergana PFA

- At CNFA's urging and in an encouraging sign of openness to democratic reforms, 8 rayon PFAs elected *farmers for the first time* to serve as chairpersons of their PFAs. KFB experts Tony Holloway and Larry Smith facilitated general assemblies in each rayon during which farmer-members were elected from their ranks as chairpersons to manage PFA daily operations. The existing rayon PFA chairpersons, appointed salaried government administrators, will assume the role of "director." This new structure follows the KFB model of electing farmers as chairpersons (called "Presidents" in the U.S system) and hiring professional managers as directors of operations.
- KFB experts reported that farmers they met were enthusiastic and open in discussing their views about developing a more transparent and democratic governance structure for the PFA. This stands in stark contrast to the cautious reaction of the PFA President and farmers to discussing governance issues with KFB experts when the partnership was formed a year ago.

##### Support for Additional PFAs

- Namangan/Andijan: Field Director encouraged the PFA President to support the participation of PFA representatives in Fergana-based CNFA-sponsored workshops.

#### **Kazak PFAs:**

- Turgai: Field Director coordinated discussions between PFA President, Counterpart trainers and TACIS-Almaty representative to review areas of support from all three parties. PFA agreed to develop a training proposal for the Counterpart grant committee to consider funding.
- Zhezkusgan: CNFA supported funding a PFA proposal to conduct a workshop on cooperatives for 65 PFA members, representatives from the donor community, local officials and presidents of neighboring oblast PFAs.
- Almaty: The Field Director assisted the PFA Executive Director and Board Chairman complete Cochran applications and maintained ongoing communication with the PFA President on issues relating to donor support for association activities.

**2) To support development of other rural NGOs, including trade associations and commodity groups, by creating partnerships with American counterpart NGOs.**

**Outputs:** [See B (1) and (4) for outputs]

3) *To stimulate and accelerate US corporate support to Central Asian NGOs by supporting the successful development and implementation of joint ventures between US agribusinesses and their Central Asian counterparts.*

**Outputs:** None to date.

(4) *To develop institutional capability and management skills in running rural NGOs.*

**Outputs:** [ See additional outputs under B (1)]

- See attached Farm Bureau Expert Impact Statements for experts from IFB and KFB.
- Following a lengthy and contentious deliberative process, the Taldykorgan PFA nominated a senior oblast officer and a rayon President to participate in the first U.S.-based training program hosted by the IFB since the partnership was established.

(5) *To provide Central Asian women farmers, managers, entrepreneurs and leaders the skills, training and information necessary for them to develop long-term business and personal linkages with US counterparts.*

**Outputs:**

- The IFB and KFB selected Ms. Biken Bazarbekova, President of the Koksuiski rayon PFA (cited by CNFA field staff as one of the best rayon PFA Presidents in the Taldykorgan oblast) to participate in the May reverse exchange training visit to the IFB and KFB. She is the first woman PFA leader to participate in a reverse exchange program.

#### **D. ACTIVITY STATUS FOR QUARTER**

1. Quarterly report submitted by January 15 (Completed).
2. Two IFB experts travel on assignment to the Taldykorgan PFA (Completed).
3. Three Kyrgyz and Kazak PFA leaders receive training from their partner Farm Bureaus (Changed to two PFA representatives and moved to next quarter).
4. Two KFB experts travel on assignment to the Fergana PFA (Completed).
5. One OFB expert travels on assignment to the Osh union PFA (Moved to next quarter and may include two experts).

#### **E. PROJECTED ACTIVITY IN NEXT QUARTER**

1. EOP final report submitted by July 25.
2. Conduct seminar on cooperatives with Zhekusgan PFA (April)

3. Conduct seminar to review draft Kyrgyz agriculture law with oblast PFAs (April).
4. Two Taldykorgan and two Fergana PFA leaders participate in three week training program jointly hosted by the IFB and KFB (May).
5. One or two OFB experts on assignment to Osh Union PFA (May-June).
6. One KFB expert on assignment to Fergana PFA (May-June).

## V. GOODWILL INDUSTRIES INTERNATIONAL

### A. PROJECT PURPOSE

The purpose of the Goodwill Industries International (GII) project is:

**To transfer the Goodwill model of NGO and microenterprise development, vocational rehabilitation, and employment generation to Central Asia in order to improve the standard of living and quality of life for people with disabilities and other vulnerable groups within the population.**

### B. NARRATIVE

#### 1. HIGHLIGHTS

##### **Efforts at the First Retail Location**

- During this quarter, sales at the first Goodwill retail site in Tashkent maintained levels set in the previous quarter (131,750 soom [\$2,352] in January and 122,000 soom in February) until March, when sales fell to 97,355 soom. Faltering economic conditions in Tashkent were identified as a main contributor to this sales fall, which happened despite a "spring sale" held by the organization and increased visual advertising through out the city.
- To keep up with the growing inflation in Uzbekistan, prices at the Goodwill store are being raised slowly, and in a manner designed to not scare off current and potential customers.

##### **Progress at the Second Retail Location**

- In February, an agreement was signed for space for the second retail store location. Contrary to previous reports, the space identified is not in the Chilanzar region of Tashkent, as had been planned. The Chilanzar site had been located by the previous executive director (Bekhzod Yakubov.) However, upon further examination, the current executive director (Yevgeniy Arenburg), with the agreement of Ms. Brill, deemed the space unsuitable. The steep stairway at the entrance (the space being basement level) and the necessity of installing a ventilation system (per Uzbek government safety regulations) led the director to decide against this space.
- After months of searching for an appropriate, reasonably-priced store space, a site was located. Although not located in the city of Tashkent itself, the site is in the Tashkent oblast, approximately 10 kilometers from the city proper. The space is in a new building owned by a farm equipment factory. The store will serve a community of approximately 20,000 people. A store manager has already been chosen, along with 2 store workers (both people with disabilities.) The manager is handling all the necessary registration paperwork with the local government, and is overseeing the slight renovations needed to get the site ready for retail activity.
- The farm equipment factory has been most cooperative, which is quite a change from Goodwill's experiences with landlords in the city. One of the biggest obstacles to finding appropriate space within Tashkent itself was that most of the desirable space is owned by private "biznesmeni," naturally interested in maximizing their profits and not in providing assistance to a local NGO. By moving a few kilometers outside of the city, the Tashkent Goodwill was able to find a promising site,

with reasonable landlords and reasonable rent, and a decent-sized community of possible customers and clients.

- In March, efforts were made to ready the second store for an April 1<sup>st</sup> opening. While the April 1<sup>st</sup> deadline could not be met, due to ongoing renovations, the store opening is expected the week of April 21<sup>st</sup>. Workers were provided by the factory landlord to assist in preparing the store site, including laborers to help unload clothing moved to the store/warehouse site, as well as drivers and two vehicles in which to transport the clothing. Not an easy task in Tashkent conditions, this generous effort demonstrated the willingness of a local company to help the Goodwill organization - something that has not been seen to a large degree within the confines of the city of Tashkent itself.
- By the end of March, the store manager was working toward completion of the store licensing and fulfillment of other government requirements in anticipation of the mid-April opening.

### **Training and Vocational Rehabilitation Efforts**

- After a lengthy interview and selection process, the Tashkent Goodwill hired a training and vocational rehabilitation director to shepherd the Goodwill's developing training and job creation program. The new director will work with Melissa Brill, Bahadir Rasulov and Executive Director Arenburg to define the course of the training component of the Goodwill organization. One of Melissa Brill's goals through the end of the program is to help the local organization foster relationships with U.S. and other Western companies working in Uzbekistan (and Tashkent in particular) to find possible joint activities, job creation opportunities, and funding options for a variety of programs.
- In April and May, the executive director and the training director will travel to two established Goodwills and a candidate Goodwill organization in, respectively, Kharkiv, Ukraine; Rybinsk, Russia; and Vladimir, Russia to see Goodwill programs - in retail, job training and creation, contracts, education, and community development - in action. These training trips will not only allow the Tashkent group to see possible options for growth, but also, hopefully, foster a sense of community and collegiality between NIS Goodwill organizations.
- In late May or early June, a consultant from the Indianapolis Goodwill is expected to travel to Tashkent for a two- to three-week visit to work with the training and vocational rehabilitation director to better define and pursue a plan for job creation activities, including meetings with potential private sector co-venturers culled from Ms. Brill's earlier meetings. It is anticipated that the Tashkent leadership, after completing their training trips to other NIS locations, will have a much more focused view on which paths to pursue in job creation, and, therefore be prepared to make maximum use of the time and skills of the Indianapolis consultant.

### **Financial and staffing figures from Goodwill Tashkent**

- The financial figures for Goodwill Tashkent's 1996 operation year have become available:

Income from sales:	593,800 soom
Bank interest:	1,650 soom
Expenses:	(553,497 soom)
Balance:	41,953 soom
- It is anticipated that the mid-April opening of the second Goodwill retail site, the total organizational balance will be increased due to economies of scale.

- By the end of the previous quarter, almost 80% of the employees of the Tashkent Goodwill were people with disabilities. Now, with the hiring of additional disabled employees for the second retail site, that percentage is increasing. The percentage of employees with disabilities at the Tashkent Goodwill is consistent with that at other NIS Goodwill agencies. Participation in Counterpart Consortium Activities GII Grant Manager Melissa Brill is attending all regular Counterpart Consortium staff meetings, and, at the writing of this report, was bound for Bishkek, to attend the latest Counterpart event.

## 2. COOPERATION WITH OTHER ORGANIZATIONS

- **ACAKA Advertising:** In March, discussions were held with the manager of the ACAKA advertising agency in Tashkent. This person has been a customer at the first retail store, and, after learning of the mission and goals of Goodwill, offered to help the local organization secure additional advertising, including space in a Metro station. This assistance is of tremendous value to the Goodwill, as the cost of advertising in Tashkent is extremely high.
- **Mexribonlik Disabled Association:** Understanding the value of linkages with other disability-oriented NGOs, the Tashkent Goodwill made a donation of 35 kilograms of clothing to the Mexribonlik Disabled Association in March. The items donated were unsaleable and will be given free of charge to people with disabilities in the Mirabadski region of Tashkent.

## 3. ISSUES/PROBLEMS

### **The Tashkent Board of Directors**

- In March, a board meeting was held to discuss the progress and problems of Goodwill Tashkent. The board was informed of the loss of parts of their USAID/Counterpart funding. It was explained that the loss of funds was due, in part, to their failure to start a training/job creation program during the projected time period. It was at this point that the Tashkent leadership recognized the need to make a decision on a training/vocational rehabilitation manager or face further funding reductions. Sensing the urgency, a hiring decision was made. However, this situation illuminates along-standing problem of Goodwill Tashkent - the inability of the leadership to consistently make independent decisions in a timely fashion.
- Part of this slow reaction time may be due, in part, to the non-realization that, when the grant money disappears at the end of June, the Tashkent organization will have to stand on its own (with, of course, the guidance and support of its partner agency in Indianapolis and the GIO office in Bethesda.) This complacency is not unfamiliar to GII in its work in the former Soviet Union. It is hoped and anticipated that, in the course of the training trips to Kharkiv, Rybinsk, and Vladimir, the Tashkent directors will hear a great deal about the perils of relying too much on foreign aid and the rude, but important, awakening lesson of true self-sufficiency.
- The board of the Tashkent Goodwill is aware that the slowness of their reactions has cost them funding, and GII is pleased with the speed at which progress is finally taking place in Tashkent.

### **Financial Issues**

- The most pressing issue of 1997 is the growth of expenses. Due to the governmental bureaucracy present in Uzbekistan, expenses for the Tashkent Goodwill are increasing more than was anticipated.

Utilities have increase 1.5 times above previous rates, and, more pressing, rent for the first retail site has increased by 2 times the previous amount. This increase was due directly to the government and not to the landlord. New regulations allow the local hakimats to set the "minimum" rental rate - that is the minimum - not maximum - amount the landlord is able to charge for rent. This makes it more difficult for not-for-profit organizations to find affordable space. It also hinders their ability to expand their operations, since it lowers their financial base.

- In addition, due to inflation, the local organization wishes to increase the salaries of its staff, and hopes that the downward sales in March does not signal a trend. While the employees of Goodwill Tashkent are still above the Uzbek minimum, a salary increase is necessary to keep up with spiraling inflation.

#### **Warehousing Problems**

- In February, the local organization was notified that their warehouse space would no longer be available; the warehouse was to be torn down by order of the local government, who wanted the space for other purposes. The Tashkent Goodwill was notified that they would have to seek new warehouse space, and then given one day's notice to move the 14 metric tons of clothing stored in that space.
- Arrangements were made, however, with the director of the factory where the second Goodwill store will be located, and the clothing was moved over a two-day period. As previously mentioned, the director of the factory provided labor and equipment to assist Goodwill in the move to this new location.
- While the Tashkent Goodwill was grateful for the factory's storage space, in March, several items of clothing were stolen from the new warehouse. The thieves were not able to enter the space due to the bars on the windows; however, using long metal poles, they were able to reach through the windows and pull up a few items. The losses appear to be minimal, since most of the clothing is still baled, making it difficult to pull out a significant number of items. The director of the factory immediately added more protection to the windows and no further problems are anticipated.

#### **4. LESSONS LEARNED**

- On the kind assistance of the factory director at the new store site: when you are relying on the assistance of others, you must be prepared to accept the delays that accompany their schedules. The second store location is a good location; however, relying on the assistance of the factory itself has been problematic. The director has been more than helpful, but the workers that he has provided have not been. Delays due to their lack of motivation, as well as their inability to find materials, have caused delays in the opening of the second store. Still these problems are being ironed out, but it serves to point out that even "free" assistance costs something (in this case - time.) It is gratifying, though, to see that some people in Tashkent are beginning to see the value of cooperating with an NGO. The volunteerism of the factory director and the offer of help from the manager of the ACAKA advertising agency demonstrates that, if even slowly, the concept of philanthropy (plus an element of excellent PR) is growing in Uzbekistan.

## List of Attachments

1. Counterpart Performance Plan
2. ATA Performance Plan
3. CNFA Performance Plan
4. Counterpart Pipeline Analysis
5. ATA Pipeline Analysis
6. CNFA Pipeline Analysis
7. Counterpart: Grant Report
8. Counterpart Ashgabat Trip Report
9. ATA: Updated List of Formal ATA Partner NGOs in Central Asia
10. ATA: Summary of Uzbek Sales at February 1997 New York International Gift Fair (NYIGF)
11. ATA: Uzbek Product Photos from the Items Shown at the NYIGF
12. CNFA: Summary of Farm Bureau Expert Assignments
13. CNFA: Summary of PFA Grant Tracking Sheet
14. CNFA: Letter from Oregon Farm Bureau President
15. CNFA: Article About Assignment of James York
16. CNFA: Press Releases for Farm Bureau Experts
17. CNFA: Farm Bureau Expert Impact Statements
18. GII: Pipeline Analysis
19. Counterpart Training Activity in Central Asia for March 1997

**Attachment 1: Counterpart Performance Plan**

**Performance Plan for Grant-Making (Counterpart)**

INDICATORS	1995								1996								1997		
	First		Second		Third		Fourth		First		Second		Third		Fourth		First		
	P	A	P	A	P	A	P	A	P	A	P	A	P	A	P	A	P	A	
<b>Kazakstan</b>																			
Seed Grants (15)			2	1	4	6	6	12	9	21	12	31	14	42	15	51	15	55	
Partnership Grants (6)							2	0	3	1	4	3	5	5	6	6	6	6	
Corp Challenge (10)				1		4	2	5	4	5	6	9	8	9	10	9	10	10	
<b>Kyrgyzstan</b>																			
Seed Grants (13)			1	1	3	7	5	15	7	25	9	36	11	51	13	66	13	72	
Partnership Grants (5)							1	0	2	1	3	3	4	4	5	4	5	3	
Corp Challenge (5)							1	1	2	1	3	2	4	1	5	1	5	5	
<b>Uzbekistan</b>																			
Seed Grants (10)			1	2	2	5	4	13	8	18	10	25	10	30	10	41	10	44	
Partnership Grants (4)							1	0	2	1	3	3	4	3	4	3	4	3	
Corp Challenge (5)							1	0	2	1	3	1	4	3	5	4	5	4	
<b>Tajikistan</b>																			
Seed Grants (7)					1	1	2	2	3	4	5	9	6	14	7	18	7	17	
Partnership (0)																	0	1	
Challenge (0)																	0	2	
<b>Turkmenistan</b>																			
Seed Grants (5)	0		0		0		1	1	2	1	3	1	4	3	5	3	5	4	

57

**Attachment 2: ATA Performance Plan**

**Aid to Artisans Performance Plan**  
**December 1995 - August 1996**

**Purpose:** To create financially stable NGOs in Central Asia through crafts-based micro-enterprise development.

Results and Indicators by Month	Dec.		Jan.		Feb.		Mar		April		May		June		July		Aug.	
	P	A	P	A	P	A	P	A	P	A	P	A	P	A	P	A	P	A
<b>1) 9 NGOs (3 per country) trained, experienced &amp; productive in craft micro-enterprise ventures &amp; business management</b>																		
a. Identify & assess needs of a minimum of 3 NGOs per country <b>COMPLETED</b>																		
b. Identify & Hire part-time Local Regional Coordinators <b>COMPLETED</b>																		
c. Identify and assist appropriate partner NGOs in planning & writing Consortium Grant Proposals	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X		X	
d. Hold initial meetings & NGO training sessions with identified NGOs to expand project goals & objectives	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X		X	
e. Develop/Revise work plans outlining objectives of ATA partner NGOs in accordance with Partnership grant proposals.					X	X	X	X	X	X	X	X	X	X	X		X	
<b>2) 900 individuals trained in product development, marketing &amp; business management</b>																		
a. Conduct Product Development Workshops & Seminars									X	X		X	X					
b. Conduct Marketing Workshops & Seminars					X	X	X	X	X	X	X	X	X	X	X		X	

Results and Indicators by Month	Dec.		Jan.		Feb.		April		May		June		July		Aug.			
	P	A	P	A	P	A	P	A	P	A	P	A	P	A	P	A	P	A
<b>Planned (P) vs. Actual (A)</b>																		
c Conduct Business Training & NGO Development Workshops & Seminars					X	X	X	X	X	X	X	X	X	X	X		X	
d Incorporate additional regional artisans and groups into trainings									X	X	X	X	X	X	X			
e Explore & assist partner NGOs participating in other regional and U S based training activities & conferences							X	X	X	X	X	X	X	X	X		X	
<b>3) Linkages and networking among a minimum of 9 partner NGOs</b>																		
a. Networking through participation in ATA seminars/workshops							X	X	X	X	X	X	X		X			
b Sample shipments consolidated between countries									X		X	X	X		X			
c. Participation and planning for Holiday Exhibitions or Fairs			X		X	X	X	X	X	X	X	X	X	X	X	X		
d. Explore shared resources for NGO network	X		X	X			X	X	X	X	X	X	X	X	X	X		
e. Creation of an Artisan based NGO network <b>COMPLETED</b>																		
<b>4) \$40,000-\$50,000 in sales of craft products for a minimum of 9 partner NGOs</b>																		
a. Regional/Local Marketing. Assist appropriate & interested partner NGOs to open, or display products in retail facilities					X	X	X	X	X	X	X	X	X	X	X			
b U S Marketing: Hold ATA Design Meeting for Market response to recent samples									X	X								
c. U.S. Marketing: Exhibit products at the New York Intl Gift Fair			X	X														

Results and Indicators by Month	Dec.		Jan.		Feb.		April		May		June		July		Aug.			
	P	A	P	A	P	A	P	A	P	A	P	A	P	A	P	A	P	A
d. Contact and arrange for U.S. buyer visits to the CAR	X		X		X		X	X	X		X		X		X			
e. Sample purchase orders placed for local and export marketing/sales.			X	X	X	X	X	X	X	X	X	X	X	X	X			
<b>5) Increased cultural identity of Central Asia by foreigners through sales of products adapted for export</b>																		
a. NGO Artisan Resource Guide completed & distributed									X									
b. Samples & information provided to tourist groups, U.S. buyers & importers			X	X	X	X			X	X								
c. Individual partner NGO marketing action plans developed and updated with grant activities			X	X	X	X	X	X	X	X	X	X	X	X	X	X		

## Aid to Artisans Performance Plan September 1996-March 1997

**Purpose:** To create financially stable NGOs in Central Asia through crafts-based micro-enterprise development

Results and Indicators by Month	Sept		Oct.		Nov.		Dec.		Jan.		Feb.		Mar					
	P	A	P	A	P	A	P	A	P	A	P	A	P	A				
<b>1) 9 NGOs (3 per country) trained, experienced &amp; productive in craft micro-enterprise ventures &amp; business management</b>																		
a. Identify & assess needs of a minimum of 3 NGOs per country <b>COMPLETED</b>																		
b. Identify & Hire part-time Local Regional Coordinators <b>COMPLETED</b>																		
c. Identify and assist appropriate partner NGOs in planning & writing Consortium Grant Proposals	X	X	X	X	X	X	X	X	X	X	X	X	X	X				
d. Hold initial meetings & NGO training sessions with identified NGOs to expand project goals & objectives	X	X	X	X	X	X	X	X	X	X	X	X	X	X				
e. Develop/Revise work plans outlining objectives of ATA partner NGOs in accordance with Partnership grant proposals	X	X	X	X	X	X	X	X	X	X	X	X	X	X				
<b>2) 900 individuals trained in product development, marketing &amp; business management</b>																		
a. Conduct Product Development Workshops & Seminars			X	X	X	X			X	X	X	X						
b. Conduct Marketing Workshops & Seminars	X	X	X	X	X	X	X	X	X	X	X	X	X	X				
c. Conduct Business Training & NGO Development Workshops & Seminars	X	X	X	X	X	X	X	X	X	X	X	X	X	X				

64

Results and Indicators by Month	Sept.		Oct.		Nov.		Dec.		Jan.		Feb.		Mar.					
	P	A	P	A	P	A	P	A	P	A	P	A	P	A				
d. Incorporate additional regional artisans and groups into trainings			X	X	X	X			X	X	X	X						
e. Explore & assist partner NGOs participating in other regional and U.S. based training activities & conferences			X	X			X	X	X	X	X			X				
<b>3) Linkages and networking among a minimum of 9 partner NGOs</b>																		
a. Networking through participation in ATA seminars/workshops	X	X	X	X	X	X	X	X	X	X	X	X	X	X				
b. Sample shipments consolidated between countries			X		X	X			X			X						
c. Participation and planning for Holiday Exhibitions or Fairs	X	X	X	X	X	X							X	X				
d. Explore shared resources for NGO network	X	X	X	X	X	X	X		X	X	X	X	X	X				
e. Creation of an Artisan based NGO network <b>COMPLETED</b>																		
<b>4) \$40,000-\$50,000 in sales of craft products for a minimum of 9 partner NGOs</b>																		
a. Regional/Local Marketing: Assist appropriate & interested partner NGOs to open, or display products in retail facilities	X	X	X	X	X	X	X											
b. U.S. Marketing: Hold ATA Design Meeting for Market response to recent samples			X	X										X				
c. U.S. Marketing: Exhibit products at the New York Intl. Gift Fair											X	X						
d. Contact and arrange for U.S. buyer visits to the CAR	X	X	X		X		X											

Results and Indicators by Month	Sept.		Oct.		Nov.		Dec.		Jan.		Feb.		Mar.					
	P	A	P	A	P	A	P	A	P	A	P	A	P	A				
e. Sample purchase orders placed for local and export marketing/sales.	X	X	X	X	X	X			X	X	X	X	X					
<b>5) Increased cultural identity of Central Asia by foreigners through sales of products adapted for export</b>																		
a. NGO Artisan Resource Guide completed & distributed																		
b. Samples & information provided to tourist groups, U S buyers & importers	X	X	X	X	X	X	X		X	X	X	X	X	X				
c. Individual partner NGO marketing action plans developed and updated with grant activities.	X	X	X	X	X	X	X		X	X	X	X	X	X				

**Attachment 3: CNFA Performance Plan**

**Citizens Network for Foreign Affairs  
Performance Plan: October 1, 1996 - June 30, 1997**

1. Three US state farm bureau alliances established with counterpart private farmers' associations (PFAs); one each in Kyrgyzstan, Kazakstan and Uzbekistan.

**All Results & Indicators Completed** (see Plan: October 1, 1995- September 30, 1996)

2. Three US state farm bureau teams sent to Kyrgyzstan, Kazakstan and Uzbekistan to develop long-term protocol agreements with selected PFAs.

**All Results & Indicators Completed** (see Plan: October 1, 1995- September 30, 1996)

3. 50% increase in membership in selected PFAs in targeted oblasts.

**All Results & Indicators Completed** (see Plan: October 1, 1995- September 30, 1996)

4. 60 members of selected PFAs in targeted oblasts trained in management and leadership skills through Consortium activities and by US state farm bureau experts.

**All Results & Indicators Completed As of December 30, 1996.**

**January 1, 1997- June 30, 1997:** As of March 31, 92 PFA members have received training through the Consortium. A total of 1,021 PFA members received training resulting from workshops and seminars conducted by 5 FB experts and CNFA staff in the first quarter.

5. Nine leaders from targeted oblast PFAs receive US-based training from state farm bureau partners.

**January 1, 1997- June 30, 1997:** Through March 31, 4 PFA leaders have received training through their FB counterparts and an additional 5 have been nominated by CNFA and selected to receive Cochran Fellowships. An additional 4 leaders (2 each from Taldykorgan and Fergana) are participating in a three week training program - hosted by partner FBs - in the second quarter.

6. 10 rural NGOs in target countries receive Consortium grants.

**All Results & Indicators Completed As of December 30, 1996.**

**January 1, 1997- June 30, 1997:** One additional grant was awarded in the first quarter.

7. 18 FB experts, 6 per partnership, sent to work on assignments with targeted PFAs.

**January 1, 1997- June 30, 1997:** 5 experts completed assignments in the first quarter and 3 are targeted for the second quarter. To date, 14 FB experts have completed assignments with partner PFAs (6 from the IFB; 5 from the KFB; and 3 from the OFB).

**Attachment 7: Counterpart: Grant Report**

Summary

Counterpart Grant Summary as of March 25, 1997					
Grant Meetings to Date:	17				
		<u>Challenge</u>	<u>Partnership</u>	<u>Seed</u>	<u>TOTALS</u>
Number of Kazakhstan Challenge Grants (10)		\$66,225.00			
Number of Kazakhstan Partnership Grants (5)			\$60,773.00		
Number of Kazakhstan Seed Grants (55)				\$336,954.00	
<b><u>Total Kazakhstan</u></b>	<b>71</b>				<b><u>\$463,952.00</u></b>
Number of Kyrgyzstan Challenge Grants (5)		\$17,063.00			
Number of Kyrgyzstan Partnership Grants (3)			\$46,379.00		
Number of Kyrgyzstan Seed Grants (72)				\$272,180.00	
<b><u>Total Kyrgyzstan</u></b>	<b>80</b>				<b><u>\$335,622.00</u></b>
Number of Tajikistan Challenge Grants (2)		\$12,790.00			
Number of Tajikistan Partnership Grants (1)			\$8,805.00		
Number of Tajikistan Seed Grants (17)				\$77,094.00	
<b><u>Total Tajikistan</u></b>	<b>20</b>				<b><u>\$98,689.00</u></b>
Number of Turkmenistan Seed Grants (4)				\$33,125.00	
<b><u>Total Turkmenistan</u></b>	<b>4</b>				<b><u>\$33,125.00</u></b>
Number of Uzbekistan Challenge Grants (4)		\$20,584.00			
Number of Uzbekistan Partnership Grants (3)			\$48,961.00		

December  
1996  
Grant Review Meeting

Summary

<b>Number of Uzbekistan Seed Grants (44)</b>				\$228,089.00	
<b>Total Uzbekistan</b>	51				<b>\$297,634.00</b>
<b>TOTAL, CENTRAL ASIA</b>	226		<b>\$1,229,022.00</b>		

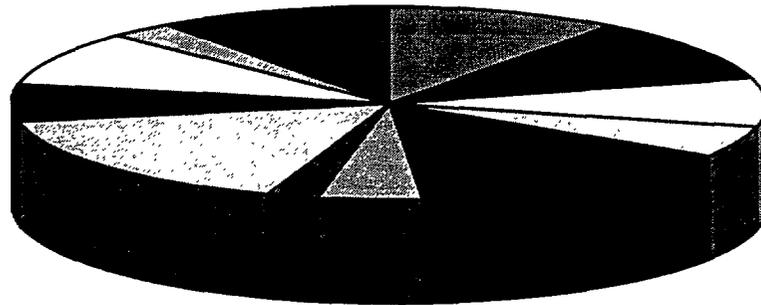
Targets

		Targets			Actual			% Fulfilled		
<b>Kazakstan</b>	Seed	15			55			366.67		
	Partnership		5			6			120.00	
	Challenge			10			10			100.00
<b>Kyrgyzstan</b>	Seed	13			72			553.85		
	Partnership		5			3			60	
	Challenge			5			5			100
<b>Uzbekistan</b>	Seed	10			44			440		
	Partnership		4			3			75	
	Challenge			5			4			80
<b>Takijistan</b>	Seed	7			17			242.86		
	Partnership					1				
	Challenge						2			
<b>Turkmenistan</b>	Seed	5			4			80		

43

Graph of Sectors

Focus Group (Sector Number)	Percentage of Total	No. of Grants
Ecology	11%	23
Women	12%	24
Health	9%	18
Legal/Judicial	6%	12
Children/Youth	16%	34
Agriculture/Farmers	5%	10
Business Promotion	2%	5
Civil Society/Human Rights/NGO Support	18%	38
Artists/Craftspersons/Culture and History	6%	12
Media	1%	2
Disabled	10%	21
Poor Families/Pensioners	3%	6
Education	10%	21
Cultural/Ethnic Groups	0%	1
Refugees	0%	1



- Ecology
- Women
- Health
- Legal/Judicial
- Children/Youth
- Agriculture/Farmers
- Business Promotion
- Civil Society/Human Rights/NGO Support
- Artists/Craftspersons/Culture and History
- Media
- Disabled
- Poor Families/Pensioners
- Education
- Cultural/Ethnic Groups
- Refugees

Challenge Grants

Name of Organization	Co-Sponsors	Corporate Contributions	Total	Date Approved
Social and Employment Center	Chevron	\$5,000 00	<b>\$5,000.00</b>	8/10/95
Social and Employment Center	Coca-Cola	\$2,500 00	<b>\$2,500.00</b>	3/15/96
Women's League of Creative Initiative	"ART"*	\$3,305 00	<b>\$3,305.00</b>	12/8/95
Kazakh Society of the Blind	"Aiya" *	\$10,000 00	<b>\$10,000.00</b>	6/11/95
Almaty Little League Baseball	Chevron	\$40,000 00	<b>\$40,000.00</b>	8/10/95
Junior Achievement of Kazakstan	Chevron	\$10,000 00	<b>\$10,000.00</b>	8/10/95
Association of Business Women of Kazakstan	Zhilstroibank	\$1,500 00	<b>\$4,500.00</b>	5/9/96
	"TVN-Servis"*	\$3,000 00		
Afghan Refugees Women's Assocation	Azerkhash Ltd *	\$10,000 00	<b>\$10,000.00</b>	4/11/96
Asia Art Chantable Foundation	"Green House" Trading Ltd *	\$10,000 00	<b>\$10,000.00</b>	6/13/96
International Center of Financial and Economic Training	"Inter-Bishkek,"	\$11,000 00	<b>\$28,000.00</b>	10/20/95
	Kyrgyzstan Labour and Employment Agency*	\$17,000 00		
"Rampa" Foundation	Tatyana Kolpakova Olympic Centre	\$5,000 00	<b>\$5,000.00</b>	
Ilm-Bilgi	Sebat-1	20000 som	<b>\$3,800.00</b>	
	Eijad Charity Foundation	\$2,100 00		
Baichechekei Regional Studies Club	Bakai Joint Venture	\$1,000 00	<b>\$1,000.00</b>	
Chernobyl Union	Arksim Joint Venure	\$1,000 00	<b>\$1,000.00</b>	

45

Challenge Grants

International Center of Financial and Economic Training	"Inter-Bishkek,"	\$9,700 00	\$15,460.00	
	Kyrgyzstan Labour and Employment Agency*	\$5,760 00		
Oli Simon	Eurasia Foundation			
Salzburg Seminar Alumni	Sogdiana Ross Ltd			
	Safar Centre			
	Ritm			
	Orion Bank			
	Nafisa			
	Nataly			
	"Contract" Interantional Legal Firm			
"Socio-Service"	Tashkent Agency for Social and Marketing Education	\$9,230 00	\$9,230.00	2/9/96
Al-Khorezmi Vamberi	Khorezm Insurance Co	\$950 00	\$2,792.00	12/9/96
	Timart Firm	\$1,320 00		
	Bekchanbai Firm	\$522 00		
Rukhsor Training Centre	Unnamed	\$3,062 00	\$3,062.00	12/9/96
Voluntary Society of Diabetics	Novo Nordisk	\$5,000 00	\$5,000.00	8/10/95
Dialogue Express	MP Kontrakt*	\$6,000 00	\$6,000.00	2/9/96

Country	City	Name of Organization	Project Title	Focus Group*	Grant Type	Amount Approved	Grant Committee Review Date
KA	Almaty	Afghan Refugees Women's Association	Creation of Afghan Refugees Women's Association	2	Challenge	\$10,000.00	9-Apr-96
KA	Almaty	Association of Business Women of Kazakstan	Creation of Information Consulting Center	2	Challenge	\$4,500.00	9-May-96
KA	Almaty	Women's League of Creative Initiative	"Woman: East-West" Catalogue	2	Challenge	\$6,305.00	8-Dec-95
KA	Almaty	Almaty Little League Baseball	Little League Baseball	5	Challenge	\$10,000.00	8-Oct-95
KA	Almaty	Junior Achievement of Kazakstan	Development Business & Economic Education Programs in Kazakstan	5	Challenge	\$10,000.00	10-Aug-96
KA	Almaty	Social Research Centre	Promotion of Democratic Development	7	Challenge	\$3,750.00	12-Jun-96
KA	Almaty	Asia Art Charitable Foundation	Art Therapy	10	Challenge	\$6,670.00	12-Jun-96
KA	Almaty	Kazakh Society of the Blind	International Conference of Blind Persons	10	Challenge	\$7,500.00	6-Nov-95
KA	Almaty	Social and Employment Center	Creation of System of Early Intervention in Kazakstan	10	Challenge	\$5,000.00	15-Mar-96
KA	Almaty	Social and Employment Center	Law of Special Education	10	Challenge	\$2,500.00	8-Oct-96
KA	Almaty	Ecological Association "Green Salvation"	Ile-Alatau National Park	1	Partnership	\$2,600.00	15-Mar-96
KA	Almaty	Blagodat' Health Centre	Home-Visit Medical Service	3	Partnership	\$4,820.00	12-Jun-96
KA	Taldykorgan	AGRO Private Farmers' Association	Strengthening the Oblast PFA	6	Partnership	\$18,203.00	8-Dec-95
KA	Almaty	Kazakstan-American Bureau of Human Rights	Establishment of Training and Human Rights Information Centre	7	Partnership	\$7,985.00	7-Nov-96
KA	Almaty	Women's League of Creative Initiative	Development of Folk Crafts	8	Partnership	\$18,790.00	12-Sep-96
KA	Semipalatinsk	Public Association of Middle Medical Servants	Organization of the Consistent Training for Middle Medical Servants	12	Partnership	\$8,375.00	12-Jun-96
KA	Ust-Kamenog	Eastern Kazakstan Green Party	"Green Futures for Rudnyi Altai"	1	Seed	\$6,990.00	2-Sep-96
KA	Almaty	Ecological Association "Green Salvation"	Bureau of Technical Support for NGOs	1	Seed	\$13,725.00	8-Dec-96
KA	Almaty	International Ecological Assoc. of Eastern Women	Eastern Women Eco Club	1	Seed	\$6,345.00	11-Apr-96
KA	Kzyl-Orda	Kokjiek Non-Governmental Organization	Contact	1	Seed	\$5,565.00	2-Sep-95
KA	Almaty	Non-Governmental Ecological Group	Information & Publishing Center	1	Seed	\$6,985.00	2-Sep-96
KA	Almaty	Association of Business Women of Kazakstan	Creation of Information Consulting Center	2	Seed	\$3,595.00	9-May-96
KA	Almaty	Voluntary Society of Diabetics	Training and Medical Centre for Diabetics	2	Seed	\$10,466.00	8-Oct-95
KA	Almaty	Center for Civic Initiatives	"Protection of labor, economic..."	4	Seed	\$4,300.00	15-Mar-96
KA	Almaty	Contact Public Association for Consumers' Rights Protection	"Protect the Consumer"	4	Seed	\$3,890.00	9-Apr-96
KA	Almaty	Interlegal/Kazakstan	III Sector Development in Kazakstan	4	Seed	\$4,465.00	15-Mar-96
KA	Akmola	Public Center "Consumer's Advocate"	"We, Information, Market"	4	Seed	\$14,820.00	2-Sep-96
KA	Stepnogorsk	Shiit Consumers' Rights Protection Society	(No Title)	4	Seed	\$4,285.00	12-Jun-96

4  
4

KA	Almaty	ARDI (Association of Parents of Invalid Children)	"Organization of Conductive Pedagogic...	5	Seed	\$6,364.00	15-Mar-96
KA	Almaty	Ecobiocenter	Ecological Education	5	Seed	\$5,514.00	8-Dec-96
KA	Almaty	Meier Center for Social and Psychological Assistance to Teenagers and Young People	Student-to-Student	5	Seed	\$5,649.00	11-Apr-96
KA	Almaty	School Association "Jastar"	Creation of Inter-School Association	5	Seed	\$4,950.00	22-Sep-96
KA	Almaty	Students in Free Enterprise	Students in Free Enterprise	5	Seed	\$1,700.00	7-Nov-96
KA	Zhezkazgan	AGRO Oblast PFA	Consulting, Training and Practical Assistance to Farmers	6	Seed	\$7,320.00	9-May-96
KA	Almaty	KazAGRO Limited Partnership	KazAGRO Limited Partnership	6	Seed	\$6,620.00	9-May-96
KA	Semipalatinsk	Urdjar Farmers Association	Information Center Urdjar	6	Seed	\$7,060.00	22-Sep-96
KA	Almaty	"Chance" NGO Ecological Television Company	"Third Sector" Information-Analytical Television Program	7	Seed	\$3,945.00	7-Nov-96
KA	Almaty	AITU	Free Access to the World Wide Web	7	Seed	\$13,539.00	12-Jun-96
KA	Rudnyi	Rudnyi Consumer Rights Society	Independent Consumer Testing Lab	7	Seed	\$7,760.00	12-Jun-96
KA	Almaty	Tengri-Umai Modern Art Gallery	Special Art Exhibition	8	Seed	\$6,900.00	22-Sep-95
KA	Almaty	Tengri-Umai Modern Art Gallery	Regular Seasonal Exhibitions	8	Seed	\$4,500.00	12-Sep-96
KA	Shiber Aul	Union for Spiritual Rebirth of the Nation	Basic Applied Art Skills	8	Seed	\$6,390.00	12-Sep-96
KA	Almaty	Ak-Bota Children's Charitable Fund	Professional Training of Children and Teenagers	10	Seed	\$4,500.00	12-Jun-96
KA	Almaty	BIBI-Ana	"Helios" Solar Collector	10	Seed	\$10,500.00	20-Oct-96
KA	Almaty	Design Gallery	Teach Basic Handicrafts	10	Seed	\$8,400.00	22-Sep-96
KA	Almaty	Special Olympics	Special Olympics Uniforms and Equipment	10	Seed	\$10,000.00	14-Apr-96
KA	Almaty	Special Olympics	Registration Costs	10	Seed	\$2,250.00	12-Jun-96
KA	Almaty	Zhan Society of Assistance to Families with Disabled Children	Nadezhda-Computer Education for Disabled Children	10	Seed	\$10,415.00	12-Jun-96
KA	Kzyl-Orda	Kzyl-Orda Oblast Association of Amateur Bee-Keepers	Formation of Centre for Employment and Job Placement for Retired and Invalid People	11	Seed	\$4,868.00	7-Nov-96
KA	Almaty	Private Non-Profit Organization for Veterans	Center for Veterans	11	Seed	\$9,100.00	20-Oct-95
KA	Almaty	Dialogue Express	Free of Charge Professional Training of Socially Unprotected Groups	12	Seed	\$7,580.00	2-Sep-95
KA	Almaty	National Association of Securities Market	NAMI Public Relations Development	16	Seed	\$13,913.00	8-Dec-95
KA	Jambyl	Union of Entrepreneurs of Zhambyl Oblast	Proposal for the Creation of the Zhambyl Legal Information Center	16	Seed	\$5,150.00	12-Sep-96
KA	Almaty	Women-Entrepreneurs of Kazakstan Charitable Foundation	"Bank of Women's Economic Initiatives" Library Collection	2	Seed	\$4,660.00	17-Oct-96
KA	Jambyl	Insulin Limited Partnership	A View on Diet Therapy for Diabetics	3	Seed	\$3,670.00	9-May-96
KA	Almaty	Committee of Soldiers' and Sailors' Mothers	Social and Legal Protection of Servicemen	4	Seed	\$5,370.00	12-Oct-96

All grants to date

KA	Petropavlovsk	North Kazakstan Society for Consumer Rights Protection	Independent Consumer's Centre	4	Seed	\$4,500.00	17-Oct-96
KA	Almaty	Centre for Development of Public Initiatives	NGO Skills Improvement	7	Seed	\$3,967.00	11-Oct-96
KA	Almaty	Kazakstan Press Club	Creation of NGO Training and Information Centre	9	Seed	\$4,294.00	17-Oct-96
KA	Almaty	Auezov District Society of Disabled People	Rehabilitation System for People of Limited Abilities	10	Seed	\$9,523.00	10-Oct-96
KA	Almaty	Ecolnform	Ecolnform Capacity Building and Resource Centre Development	1	Seed	\$7,510.00	12-Dec-96
KA	Almaty	Antinar Public Association	Prevention of Drug Use	3	Seed	\$750.00	12-Dec-96
KA	Almaty	Association for Support and Development of Pharmaceuticals	Information-Consulting Centre	3	Seed	\$4,890.00	12-Dec-96
KA	Almaty	Cultural-Legal Youth Centre	Make Your Rights Known	5	Seed	\$4,415.00	16-Jan-97
KA	Semipalatinsk	Sadako-Samal Children's Charitable Foundation	Learn by Playing	5	Seed	\$1,751.00	16-Jan-97
KA	Almaty	Association for Social Protection of Servicemen	Aid Centre	7	Seed	\$4,110.00	16-Jan-97
KA	Almaty	Centre for Conflict Resolution	Logistical Support for Centre	7	Seed	\$4,350.00	16-Jan-97
KA	Almaty	Almalinskii District Invalids Society	Coalition (NGO Capacity Building)	10	Seed	\$2,374.00	16-Jan-97
KA	Almaty	Association of Almaty's Single Mothers	Centre for Moral-Psychological, Legal and Social Support for Almaty's Single Mothers	11	Seed	\$3,640.00	12-Dec-96
KA	Almaty	"Kazakstan" Association of Youth Support	Free Democratic Elections	12	Seed	\$1,680.00	16-Jan-97
KA	Almaty	Kazakstan Association of Food Enterprises (KAFE)	Development of KAFE and Its Partnership with FMI	16	Seed	\$5,182.00	16-Jan-97
KY	Kara-Balta	Baichechekai Regional Studies Club	Jon Nature as A Friend	1	Challenge	\$1,200.00	16-Jan-97
KY	Bishkek	Ilim-Bilgi Magazine	Publication of Two Magazine Issues	7	Challenge	\$2,000.00	16-Jan-97
KY	Bishkek	Rampa Foundation of Artists' Support	Theatre of Nations in Disneyland - 2nd Stage	8	Challenge	\$5,000.00	16-Jan-97
KY	Bishkek	Chernobyl Union	Establishment of A Construction Company	10	Challenge	\$1,000.00	16-Jan-97
KY	Bishkek	International Centre for Financial Training	Professional Training for the Unemployed		Challenge	\$8,403.00	20-Oct-95
KY	Osh	Osh Private Farmers' Association	Creation of the Oblast PFA	6	Partnership	\$17,079.00	8-Dec-95
KY	Bishkek	Talent Support Foundation	Traditional Crafts Revival in Kyrgyzstan	8	Partnership	\$19,300.00	15-Mar-96
KY	Bishkek	Centre InterBilim	EU-TACIS Project		Partnership	\$10,000.00	
KY	Osh	"Chernobyl" Association	Center of Coordination and Education	1	Seed	\$8,060.00	15-Mar-96
KY	Bishkek	"Ecoinfocenter"	Office Development of Ecoinfocenter	1	Seed	\$721.00	9-May-96
KY	Bishkek	"Sohopker" Benefit Association	Myrza-Terek	1	Seed	\$4,337.00	2-Sep-95
KY	Bishkek	Anti-Nuclear Movement of Kyrgyzstan	Nuclear-Free Central Asia	1	Seed	\$2,634.00	
KY	Osh	Ata-Jurt Society for Popular Culture	Man and Nature	1	Seed	\$2,022.00	16-Jan-97
KY	Bishkek	Biom Youth Ecological Association	New Horizons	1	Seed	\$5,820.00	12-Sep-96
KY	Bishkek	Ecoinfocentre	Organizational Development	1	Seed	\$6,681.00	12-Sep-96

79

KY	Bishkek	Ecolog Club	Travel	1	Seed	\$420.00	8-Dec-95
KY	Bishkek	Green House Youth Ecological Association	Legal Protection of the Issyk-Kul Region	1	Seed	\$1,040.00	12-Sep-96
KY	Bishkek	TABIAT	Ecological Education	1	Seed	\$8,495.00	10-Aug-95
KY	Bishkek	Women's Association of Ecological Security	Trip to USA	1	Seed	\$1,500.00	9-Mar-96
KY	Osh	"NASYIAT" International Women's Assoc.	Underprivileged Women's Development Initiative	2	Seed	\$7,510.00	9-May-96
KY	Bishkek	Bishkek Charitable Foundation	Organization of TV Marathon Devoted to Women's Year	2	Seed	\$300.00	15-Mar-96
KY	Bishkek	Charitable Fund "Carmel"	Organization of Material Support for Mothers of Unsecured Families	2	Seed	\$4,604.00	9-May-96
KY	Bishkek	Society of Women-Constructors	Protection of Rights of Residential Area Archa-Beshik's Women	2	Seed	\$2,065.00	7-Nov-96
KY	Bishkek	Women's Congress of the Kyrgyz Republic	Resistance to Alcoholism, Drug Addiction and Violence Against Women	2	Seed	\$4,000.00	17-Oct-96
KY	Bishkek	"Tree of Life" Human Development Centre	No Brucellosis	3	Seed	\$3,040.00	16-Jan-97
KY	Naukat	Chernobyl Association of Naukat Raion	Training and Job Placement of Chernobyl Clean-Up Workers and Their Children	3	Seed	\$750.00	12-Dec-96
KY	Bishkek	Smoke-Free Kyrgyzstan	Quit Smoking and You Win	3	Seed	\$3,590.00	12-Dec-96
KY	Bishkek	Women's Assoc. of Kyrgyzstan for Ecological Security and a Nuclear-Free World	"Publication of Information on Venereal Diseases"	3	Seed	\$896.00	15-Mar-96
KY	Osh	Assistance and Support Fund for Legal and Economic Reforms	Legal Support of NGOs and Citizens in Osh and Jalal-Abad Oblasts of the Kyrgyz Republic	4	Seed	\$4,610.00	7-Nov-96
KY	Bishkek	Kyrgyzstan Consumer Rights Protection	Educational TV Programs	4	Seed	\$3,425.00	12-Sep-96
KY	Bishkek	Kyrgyzstan Consumer Rights Protection Agency	Educational TV Programs for Consumers	4	Seed	\$1,000.00	16-Jan-97
KY	Bishkek	"AGATE" Club	Professional Orientation and Social Protection of the Youth	5	Seed	\$2,814.00	15-Mar-96
KY	Bishkek	"Rampa" Actors Support Foundation	Theater of Nations in Disneyland	5	Seed	\$6,100.00	8-Dec-95
KY	Bishkek	Children's Art Studio	Children's Art Exhibition	5	Seed	\$150.00	12-Sep-96
KY	Bishkek	Club of Nature Lovers	Coordination-Methodological Center	5	Seed	\$5,942.00	20-Oct-95
KY	Bishkek	Ecological Club "Big L"	Information Center of Children	5	Seed	\$7,121.00	2-Sep-96
KY	Bishkek	Family Club	A-1	5	Seed	\$4,100.00	11-Apr-96
KY	Bishkek	Fund of Children's Creativeness "Dilgrir"	Moral and Esthetic Education for the Younger Generation	5	Seed	\$2,360.00	17-Oct-96
KY	Bishkek	Junior Achievement of Kyrgyzstan	Applied Economics for Young People	5	Seed	\$7,985.00	13-Jun-96
KY	Bishkek	Kyrgyz Children's Fund	Kyrgyz Social Project Information Network (SPIN)	5	Seed	\$3,200.00	8-Oct-95
KY	Osh	Osh Oblast Youth Organization	Educational & Training Sector	5	Seed	\$4,620.00	20-Oct-95

80

KY	Bishkek	Sanitas Humanitarian and Charitable Foundation	Podrostok (Teenager)	5	Seed	\$5,376.00	17-Oct-96
KY	Bishkek	Scouts' Movement of Kyrgyzstan	Establishment of the Regional Scouts' Movement Centre	5	Seed	\$1,470.00	17-Oct-96
KY	Issyk-Kul	YUMYUT Society	Youth Center	5	Seed	\$6,982.00	13-May-95
KY	Karakol	Issyk-Kul Oblast PFA "Dyikan-Ordo"	Strengthening the Oblast PFA	6	Seed	\$6,861.00	9-May-96
KY	Talas	Kutman-Jer PFA	Organizational Development of Kutman-Jer PFA	6	Seed	\$2,223.00	16-Jan-97
KY	Bishkek	"Almaz" Radio-Station	Information Coverage of the Activity of NGOs in Kyrgyzstan	7	Seed	\$6,475.00	22-Sep-95
KY	Bishkek	"MANAS Precepts for the XXI Century"	Coordinating & Monitoring Center	7	Seed	\$4,244.00	15-Mar-96
KY	Bishkek	Aikyn Association for Consumers' Rights Protection	Efficient Organization of the Consumers' Movement	7	Seed	\$3,505.00	12-Jun-96
KY	Bishkek	Ala-Too Magazine	Democracy and Society	7	Seed	\$3,550.00	11-Apr-96
KY	Jerkazar	Alga Rural Women's NGO	Establishment and Strengthening of Rural Women's NGOs	7	Seed	\$850.00	12-Dec-96
KY	Bishkek	Assembly of Kyrgyzstan's people	Creating Informational-Analytical Center	7	Seed	\$5,233.00	8-Oct-95
KY	Bishkek	Association of School Councils of the Kyrgyz Republic	Through School Democratization to a Rule of-Law State	7	Seed	\$1,714.00	7-Nov-96
KY	Bishkek	Association of Women-Artists & Art Critics	Organization of Art Exhibit	7	Seed	\$1,305.00	15-Mar-96
KY	Bishkek	Center InterBilim	February '96 NGO Forum	7	Seed	\$1,550.00	9-May-96
KY	Bishkek	Community Council of Micro-District No 6	Order in Your House is in Your Hands	7	Seed	\$2,688.00	17-Oct-96
KY	Bishkek	Fund of Legal Initiatives	Legal Support of NGOs in Kyrgyzstan	7	Seed	\$9,864.00	2-Sep-96
KY	Bishkek	Kyrgyz Peace Research Center	Democracy in the Schools	7	Seed	\$9,750.00	8-Dec-95
KY	Bishkek	Kyrgyz Peace Research Centre	Training on Conflict Prevention and Resolution for NGOs in Bishkek, Osh and Jalal-Abad	7	Seed	\$3,560.00	7-Nov-96
KY	Bishkek	Kyrgyz Republican Association of Work Security	Establishment of a Public Consulting Centre on Work Security	7	Seed	\$7,889.00	17-Oct-96
KY	Bishkek	Manas Precepts for the 21st Century	Establishment of PM Regional Office in Karakol	7	Seed	\$6,981.00	12-Dec-96
KY	Bishkek	Private Educational Complex "Ilim"	Model Civic Education Program	7	Seed	\$2,172.00	8-Oct-95
KY	Bishkek	School Council Assoc of Kyrgyz Repub	School Councils-First Step to Democracy	7	Seed	\$210.00	2-Sep-96
KY	Bishkek	Ukuk the International Legal Collaboration Fund	Discussion of the Draft Law on Kyrgyz NGO	7	Seed	\$3,000.00	11-Apr-96
KY	Bishkek	Ukuk the International Legal Collaboration Fund	Discussion of Draft Laws "On Administrative Responsibilities"	7	Seed	\$1,000.00	11-Apr-96

81

KY	Bishkek	Association of Women-Artists & Art Critics	Art Exhibition of Kyrgyz Artists Promotion of Children Development Through Artwork	8	Seed	\$275 00	8-Oct-95
KY	Bishkek	Association for Support of Women Artists and Art Critics	New Year's Exhibition of Disabled Children	10	Seed	\$127 00	12-Dec-96
KY	Bishkek	Kyrgyz Society of the Deaf and Blind	Republican Seminar of the KSDB	10	Seed	\$2,790.00	16-Jan-97
KY	Bishkek	National Red Crescent Society	Computers & Humanitarianism	11	Seed	\$4,692 00	8-Dec-96
KY	Bishkek	Bishkek Information Society of Young Teachers	Educational Program: Democracy and New Pedagogy	12	Seed	\$8,675.00	9-May-96
KY	Bishkek	Eijad Charitable Fund	(unknown)	12	Seed	\$2,840.00	12-Sep-96
KY	Bishkek	English Teachers' Association	Issyk-Kul Oblast English Teaching Workshop	12	Seed	\$300.00	9-May-96
KY	Bishkek	ILIM Private Complex School	(unknown)	12	Seed	\$8,000 00	
KY	Bishkek	International Centre for Financial, Economic Education and Training	Courses for Entrepreneurs in Jalal-Abad	12	Seed	\$1,600.00	16-Jan-97
KY	Bishkek	Karahanid Charity Fund	Acculturating Village Youth to the Market	12	Seed	\$2,695 00	12-Sep-96
KY	Bishkek	Kemin Charity Fund	Knowledge is Power	12	Seed	\$2,269 00	12-Sep-96
KY	Osh	Osh Regional Society "Znanie"	Bohoruker	12	Seed	\$7,855.00	15-Mar-96
KY	Bishkek	Shohola Non-Governmental Women's Association	School of Creative Activity	12	Seed	\$3,900.00	12-Sep-96
KY	Bishkek	Teachers' Club	Fifth International Conference "AsEco"	12	Seed	\$435 00	7-Nov-96
KY	Bishkek	Women's Support Centre	Talas Computer Training Centre	12	Seed	\$5,363.00	12-Sep-96
TA	Dushanbe	"Oli Simon" Humanitarian Foundation	Organizational Support with Office Supplies for Regional Offices	7	Challenge	\$9,945 00	11/7/96
TA	Dushanbe	Salzburg Seminar Alumni	The Wild 2nd and Rising 3rd	7	Challenge	\$2,845 00	12-Sep-96
TA	Dushanbe	Odamiyat-Humanity	Socio-Medical Assistance for Veterans	11	Partnership	\$8,805 00	12-Sep-96
TA	Dushanbe	School for Environmental Education	Resource Centre for Environmental Education	1	Seed	\$1,250 00	16-Jan-97
TA	Dushanbe	Komila	Women's Resource Center, Tajikistan	2	Seed	\$6,370.00	11-Apr-96
TA	Dushanbe	Tajikistan Women of Science	Women's Psychological Support Centre	2	Seed	\$7,510 00	12-Sep-96
TA	Dushanbe	Women's Initiative	Women for Survival	2	Seed	\$1,000 00	12-Sep-96
TA	Dushanbe	"Yorie" Charity Foundation	Hope	3	Seed	\$300 00	16-Jan-97
TA	Kurgan-Tiube	Federation of Heavy Athletics and Athletic Gymnastics	Sports Should Be for Everyone	3	Seed	\$3,362 00	16-Jan-97
TA	Dushanbe	Scouts' Association of Tajikistan	Tajik Scouts' Headquarters	5	Seed	\$3,000 00	13-Jun-96
TA	Dushanbe	Society and Children's Rights	Information-Consulting Centre for Psychological and Juridical Assistance to Teenagers and Their Families	5	Seed	\$2,630.00	12-Dec-96

82

TA	Dushanbe	Society and Children's Rights	Information Consulting Centre (follow-on)	5	Seed	\$3,225.00	16-Jan-97
TA	Khudjant	Humanitarian Society of Khudjant	Tardjumon	7	Seed	\$4,470.00	17-Oct-96
TA	Dushanbe	Information Centre "UMEDA"	"Representatives-Tutors (Trainers)"	7	Seed	\$6,084.00	8-Oct-95
TA	Dushanbe	Tajikistan Union of Photo-Artists	Newspaper for NGOs	7	Seed	\$4,800.00	11-Apr-96
TA	Dushanbe	Women's Section under FSCI	Humanitarian Rehabilitation Center	10	Seed	\$7,350.00	2-Sep-95
TA	Dushanbe	"Ana" International Collaboration Foundation	None	12	Seed	\$350.00	12-Dec-96
TA	Dushanbe	NGO Istiqbol	Box of Pearls	12	Seed	\$8,870.00	12-Dec-96
TA	Dushanbe	Biosphere Association	Unknown		Seed	\$8,100.00	16-Jan-97
TA	Dushanbe	Bosira	Jobs for the Disabled		Seed	\$8,423.00	9-Feb-96
TU	Askhabad	Ayal Women's Club	Women's Crisis Centre	2	Seed	\$7,920.00	12-Sep-96
TU	Ashkhabad	Chernobyltsy Turkmenistana	Chernobyltsy Turkmenistana	3	Seed	\$4,925.00	16-Jan-97
TU	Askhabad	Begench Education-Pedagogic Service for Teenagers	Establishment and Development of Teenage Personality	5	Seed	\$7,100.00	12-Sep-96
TU	Askhabad	Ctr for Civic Education "DIALOGUE"	Youth Leadership & Citizenship Science	5	Seed	\$13,180.00	8-Dec-95
UZ	Taskent	Eremurus Club	VideoEco Project	1	Challenge	\$2,950.00	8-Dec-95
UZ	Tashkent	"Socio-Service"	"NUR"	7	Challenge	\$8,229.00	2-Sep-95
UZ	Tashkent	Rukhsor Training Centre	(Unknown)	12	Challenge	\$6,585.00	12-Sep-96
UZ	Urgench	Alkhorezmi-Vambery International Society	Renovating Business Information Centre	16	Challenge	\$2,820.00	12-Sep-96
UZ	Fergana	Fergana Private Farmers Assn. (PFA)	Developing Fergana Oblast PFA	6	Partnership	\$7,651.00	15-Mar-96
UZ	Samarkand	Samarkand Artists' Association	Creation of Artists' Center in Samarkand	8	Partnership	\$16,400.00	11-Apr-96
UZ	Bukhara	Union of Craftsmen of Bukhara Region	Bukhara Living Crafts Museum and Artisans' Resource Center	8	Partnership	\$24,910.00	15-Mar-96
UZ	Tashkent	Cultural Ecological Center "Ecopolis"	Organization and Functioning of the Cultural Center "Ecopolis"	1	Seed	\$6,985.00	9-May-96
UZ	Tashkent	"Save Women" Group	"Save Women" Crisis Center	2	Seed	\$970.00	8-Dec-95
UZ	Bukhara	Business Cultural Relations "SALOM"	Giving Village Women A Voice Through Crafts	2	Seed	\$9,800.00	11-Apr-96
UZ	Kokand	Business Women Association of Kokand	Training on Entrepreneurship for Artisans	2	Seed	\$5,490.00	8-Dec-95
UZ	Khojand	Business Women's Association of Khojand	Woman & Business Activity	2	Seed	\$1,200.00	8-Dec-96
UZ	Khojand	BWA Khodjent	Women and Entrepreneurship	2	Seed	\$13,064.00	11-Apr-96
UZ	Tashkent	Computer Center "Tumaris"	Computer Competence for Uzbek Women	2	Seed	\$7,610.00	8-Dec-95
UZ	Namangan	Namangan Oblast Business Women Association	Creation of the Computer Center	2	Seed	\$6,180.00	15-Mar-96
UZ	Tashkent	Women's Association of Bagishal District	Women-in-Crisis Centre	2	Seed	\$6,250.00	12-Sep-96
UZ	Tashkent	Women's Resource Center	Fozila Info Leaflet	2	Seed	\$7,220.00	8-Oct-95

83

UZ	Tashkent	"Sof Dil" Society for Child Diabetics	Aspects of Medical Information on Diabetics	3	Seed	\$3,000.00	16-Jan-97
UZ	Tashkent	Anonymous Alcoholics Association	Formation of the Anonymous Alcoholics' Association	3	Seed	\$8,815.00	13-Jun-96
UZ	Bukhara	Association of Pediatricians of Bukhara Oblast	Prevention of Diarrhea	3	Seed	\$2,860.00	12-Sep-96
UZ	Tashkent	Centre for Young Women Leaders	Strengthening the NGO	3	Seed	\$1,300.00	12-Sep-96
UZ	Nukus	Centre PERZENT	Establishment of Educational Centre	3	Seed	\$13,580.00	20-Oct-96
UZ	Tashkent	Diabetic Children's Society	Diabetic Society Conference	3	Seed	\$315.00	20-Oct-95
UZ	Tashkent	Epileptics Association	Creation of Social Rehabilitation Center of Epileptic Patients	3	Seed	\$3,915.00	9-May-96
UZ	Tashkent	Society for Consumers' Rights Protection	(No Title)	4	Seed	\$2,430.00	13-Jun-96
UZ	Tashkent	Uzbek NGO Working Group	NGO Working Group for Legal Reform	4	Seed	\$837.00	2-Sep-95
UZ	Tashkent	Diabetic Children's Society	Diabetic School	5	Seed	\$6,944.00	8-Dec-95
UZ	Tashkent	Eremurus Club	Summer Camp	5	Seed	\$1,744.00	11-Jun-95
UZ	Tashkent	Ittifok Youth Initiatives	Unknown	5	Seed	\$5,825.00	12-Sep-96
UZ	Tashkent	Junior Achievement	Economic Education Program	5	Seed	\$12,500.00	22-Sep-95
UZ	Tashkent	Khaldirghoch Children's Musical-Theatre Studio	Plays on sanitary hygiene, fire safety and ecology	5	Seed	\$3,936.00	12-Sep-96
UZ	Tashkent	Light-House (Mayak)	Establishment of Professional Orientation Centre	5	Seed	\$1,778.00	19-Oct-96
UZ	Chirchik	Russian Cultural Center	Rights to Children	5	Seed	\$1,870.00	2-Sep-95
UZ	Nukus	Centre for Social Research	Legal and Organizational Support for Farmers of Karakalpakstan	6	Seed	\$2,883.00	12-Dec-96
UZ	Tashkent	Zamindor Farmers' Association of Tashkent Oblast	Establishing the Net of Democratic Local Private Farmers' Associations	6	Seed	\$1,500.00	7-Nov-96
UZ	Khujand	Association of Scientific-Technical Intelligentsia	Informational Systems in Economy	7	Seed	\$8,540.00	7-Nov-96
UZ	Tashkent	Centre for Young Women Leaders	Promoting NGO Activity in Uzbekistan by TV and Radio	7	Seed	\$9,190.00	16-Jan-97
UZ	Tashkent	Goodwill Tashkent	Goodwill Tashkent	7	Seed	\$3,624.00	15-Mar-96
UZ	Gizhduvan	Gizhduvan Handicrafts Centre	Establishment of Training-Practical Centre for Traditional Ceramics	8	Seed	\$1,940.00	16-Jan-97
UZ	Kokand	Kokand Centre for Development of Folk Handicrafts named after Sa	Revival and Development of Handicrafts	8	Seed	\$4,420.00	12-Dec-96
UZ	Tashkent	Republican Handicrafts Firm "Mussavir"	Strengthening of the Karansaray Apprenticeship School of Prominent Uzbek Artists	8	Seed	\$9,540.00	11-Apr-96
UZ	Tashkent	Association of Accountants & Auditors	Professional Training for the Invalids	10	Seed	\$6,911.00	8-Dec-95
UZ	Tashkent	Kridi Parents Club of Disabled Children	Social Rehabilitation of Invalid	10	Seed	\$8,220.00	13-May-95
UZ	Tashkent	Kridi Parents Club of Disabled Children	Social Rehabilitation of Invalid	10	Seed	\$6,780.00	13-Jun-96
UZ	Tashkent	Medical Rehabilitation Center "UMID"	Information Links Between Regional Clubs	10	Seed	\$2,232.00	8-Oct-95

84

UZ	Tashkent	CA NGO Computer Guidebook	Computer Guidebooks	12	Seed	\$2,262.00	13-Jun-96
UZ	Fergana	For An Ecologically Clean Fergana	Expansion of Regional Information Centre	12	Seed	\$5,191.00	7-Nov-96
UZ	Kokand	Kokand Branch of the BWA	Training-Consulting Centre	12	Seed	\$2,780.00	12-Sep-96
UZ	Tashkent	Tashkent Public Education Center	Citizens Forum	12	Seed	\$5,450.00	8-Dec-95
UZ	Chirchik	Russian Cultural Centre	Rights of Children	14	Seed	\$7,628.00	18-Oct-96
UZ	Tashkent	Technology Business Incubator	Creation of Training Centre for Market Economy Practices	16	Seed	\$2,580.00	12-Dec-96

85

**Kazakstan**

Seed	55	\$336,954.00
Challenge	10	\$66,225.00
Partnership	5	<u>\$60,773.00</u>
		\$463,952.00

**Kyrgyzstan**

Seed	72	\$272,180.00
Challenge	5	\$17,063.00
Partnership	3	<u>\$46,379.00</u>
		\$335,622.00

**Tajikistan**

Seed	17	\$77,094.00
Challenge	2	\$12,790.00
Partnership	1	<u>\$8,805.00</u>
		\$98,689.00

**Turkmenistan**

Challenge		
Partnership		
Seed	4	<u>\$33,125.00</u>
		\$33,125.00

**Uzbekistan**

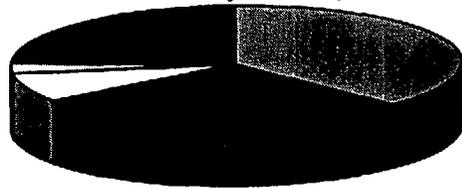
Seed	44	\$228,089.00
Challenge	4	\$20,584.00
Partnership	3	<u>\$48,961.00</u>
		\$297,634.00

Seed	192
Challenge	21
Partnership	12

Total Obligated Throughout Central Asia as of March 3rd, 1997

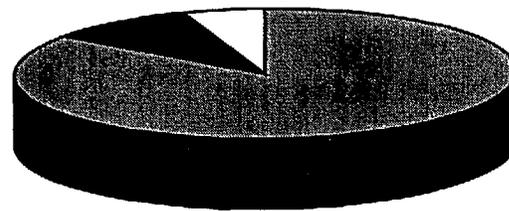
\$1,229,022.00

Grants by Country



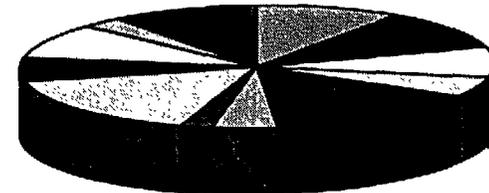
- Kazakhstan
- Kyrgyzstan
- Tajikistan
- Turkmenistan
- Uzbekistan

Grants by Type



- Seed
- Challenge
- Partnership

Grants by Sector



- Ecology
- Women
- Health
- Legal/Judicial
- Children/Youth
- Agriculture/Farmers
- Business Promotion
- Civil Society/Human Rights/NGO Support
- Artists/Craftspersons/Culture and History
- Media
- Disabled
- Poor Families/Pensioners
- Education
- Cultural/Ethnic Groups
- Refugees

86.

Grants by Country and Type

**Attachment 8: Counterpart Ashgabat Trip**

## Ashgabat Trip Report March 31 - April 3, 1997

The trip commenced with a meeting with USAID Director for Turkmenistan Joanne Cotter, whose office kindly facilitated the logistics of this visit. Since she had not yet received a copy of the proposal for the Counterpart extension, I briefly described for her the parameters of the program and the level of activity anticipated for Turkmenistan - i.e., that we were hoping to open a satellite office with two local staff in Ashgabat, which would constitute a vital local contact point for the public to learn about Counterpart's project and which would enable us to develop a much better connection with the emerging NGO community there. This would make viable an increased level of training and ultimately grant-making activity, but these would still be managed and staffed from the other offices - mostly Tashkent and Almaty for logistical reasons.

Ms. Cotter had read the project evaluation by Hank Schumacher (this was a little awkward since I have yet to see a copy) and was very positive in supporting the expansion of the program to Turkmenistan. She stressed especially the diversity of directions encompassed by the project as a strong feature. (This provided an interesting contrast to David Mandel's recent comments about having a narrower focus for the program and not trying to do "too much" in too many sectors.) She expressed particular interest in ATA's work and also mentioned a farm association with which CNFA could begin cooperation. She briefed me on the recent successes and problems of the five or six well-known NGOs in Ashgabat, with whom AID seems to be in extremely close contact, and expressed great interest in the results of my exploratory mission and monitoring reviews. (This was followed up in a concluding meeting before I left for Tashkent.)

We went on to discuss the logistics of opening an office in Ashgabat, and she recommended that we talk to Eurasia Foundation, which has recently hired a local staffer and become registered, and could share valuable experience with us. In subsequent informal meetings in Tashkent, both Rachel Larkin of Eurasia and Richard Pitchford of the Central Asian American Enterprise Fund in Ashgabat offered assistance in the registration process, which should not take more than two months if approached correctly. I will be following up with Eurasia in Tashkent to investigate further the details of their operation in Ashgabat and learn from the process which they followed.

Subsequently I met with the following NGOs, and conducted full grant monitoring interviews with the latter three organizations, which are reported on separate Monitoring Report forms (please request if copies desired). The grants are all going forward according to workplans and can be considered successful at this point in their implementation.

Dialog Center for Civic Education - Byashim Gaitnazarov  
Ecology Club Catena - Andrey Aranbayev  
Association of Disabled - Akmurad Kesaev  
**Chernobyl Association - Sergey Vasilchenko**  
**Teenagers Club Begench - Marina Nurmukhamedova**  
**Women's Club Ayal - Lyudmila Petukhova**

My conversation with **Dialog** ranged from their current activities and funding, to ascertain their situation as a Counterpart grant "graduate", to the best practices to follow in establishing an operation in Ashgabat. Dialog is obviously excited about the prospect of Counterpart working in Turkmenistan, and is in a position to offer us considerable assistance - their members are principally teachers and several have gone through Counterpart seminars and would be in an excellent position to become subcontractors for at least the introductory level of training. This

JS'

would obviously save a great deal of money and travel time for our staff trainers, and would ensure an approach sensitive to the local situation.

We discussed the possibility that given the small number of existing NGO/initiative groups, we may want to consider inviting to the introductory "NGO and Environment" seminar not necessarily NGOs but simply active, community-minded people who have been identified by local contacts as having potential for either becoming NGO activists or having the ability to attract others to non-profit activity. In order to do this we would need to only slightly adapt our training module for this audience. It was stressed that the information vacuum in Turkmenistan is even more severe than in the other CAR, and this must be addressed as a top priority, before we can expect the NGO community to grow significantly. Dialog anticipates opening satellite offices in four of five regions of Turkmenistan to serve as information distribution points for their educational activities, and in that event could assist us in our outreach efforts to those outlying areas.

Though begun as an ecological club, **Catena** has since broadened its scope of work to encompass NGO support activity. Catena has done wonderful work in supporting the creation of Begench and Ayal clubs, which are now located together with Catena and Chernobyl in one basement suite of offices where everyone seems to cooperate and share resources in a truly admirable fashion. Catena continues to offer free consultation on any number of points from proposal writing to accounting, and is highly valued by the other members of this little "consortium" of NGOs. Andrey is on the regional grant committee of ISAR, and based on his experience Catena may soon be administering a grant program for Soros on a subcontract basis, though this is not yet definite. He suggested that we consider a lower limit for the size of grants in Turkmenistan, because he fears that NGOs will be born dependent on large sums of donor money, and will not be able to survive beyond the project term. (On the other hand, Joanne Cotter commented that many groups had implemented small ISAR grants but no one had heard from them since, so this is perhaps not the answer.) Catena was registered with the Ministry of Justice recently after three years of on-and-off struggle, and will undoubtedly be assisting other grassroots NGOs to achieve registration now that it has been proven possible.

Both Dialog and Catena were recently mentioned in a speech by Tom Dyne, which was described in the USIA "wireless file" and brought them to the attention of the authorities in Turkmenistan. Dialog, as yet unregistered, has been asked by the Ministry of Education to provide a full reporting of its activities and finances to date. This is of course potentially problematic, but Byashim seems confident that his relations with the Ministry are good and his report will satisfy them.

Kesaev of the **Disabled Association** was a new contact, who seems to have very close contacts with the hokkimiati and other government agencies, though I was advised this is not a GONGO. They work closely with the Chernobyl Association, and were extremely enthusiastic about helping Counterpart land on its feet in Turkmenistan.

With respect to the proposed expansion of Counterpart's activities in Turkmenistan, one important point arose which would have a huge impact on the projected budget for Turkmenistan. During our conversation, Ms. Cotter explained that in her view an expat staffer is essential to the success of such an undertaking. She based this conclusion on the sensitive nature of the NGO question in Turkmenistan, and on the need for a very dynamic, knowledgeable and experienced person at the helm of the operation in order to ensure its effectiveness in this

difficult environment. This person would have a greater level of clout with officialdom as a foreigner, and she felt this would considerably facilitate its successful startup and operation.

I decided to immediately follow up this point with other concerned parties, and gathered the following opinions from Ashgabat contacts. Byashim Gaitnazarov of Dialog felt that this would be advantageous especially in the startup phase of registration, when it is critical to establish the organization on a prestigious and serious footing with the various interested government ministries, as well as to attract media attention and thus the attention of the general public/potential clientele.

This issue was also discussed with Aranbayev of Catena, who felt that an expat presence would be beneficial though not essential, suggesting a possible co-director structure with the expat and local hire working side by side in the areas most suited to each one's ability. He mentioned that unless the expat is experienced and understands the region, there is a risk that local staff will insulate them too much from contacts with local clientele and thus be rendered ineffective. (He suggested the establishment of a local committee to vet project proposals and provide commentary on them, before they go the grant committee - to ensure that the individual bias of staff does not affect the chances of a project, and an objective opinion is given on the merits based on the specific environment in Turkmenistan.)

I met with Richard Pitchford of CAAEF Ashgabat just after my return, and he advised that an expat was certainly not a necessity for operating effectively in Turkmenistan, as long as there was adequate supervision by the other offices. We discussed the cost/benefit ratio of bringing in an expat director, given the relatively small number of existing NGOs and undetermined potential for growth of the sector - like everyone I talked to, he felt sure that there was excellent potential, but *not a soul* was willing or able to venture an estimate of the number of existing NGOs *or* the potential numbers which could result from a support program.

My personal view after talking to all these people is that the cost/benefit ratio just does not support the expenditure required to import an expatriate with adequate qualifications. In Ashgabat I was only able to identify a couple of NGOs other than those six listed above, and I know there is a very active ecological group in Dashkhovuz. There are of course 138-odd registered NGOs in the nation, but apparently half is sports clubs and the remainder is government-connected. So, the starting point is minuscule and it is difficult to predict with any certainty how the public will respond to the project. Although it would undoubtedly be advantageous in some respects to have a foreigner on the ground, I believe that with the assistance of the local and US organizations named herein and USAID clout, we can effectively operate on a limited basis in Turkmenistan with only good-quality locally hired staff, provided with good training and guidance. Of course, finding knowledgeable staff without disrupting a strong local NGO is a bridge which will have to be crossed in the near future, if the extension is approved.

Not having been involved in this project from the outset, I cannot really judge how different the current Turkmenistan situation is from the starting point two years ago in Uzbekistan or other countries. Despite the personality cult surrounding the President, I believe the regulatory environment is not substantially more restrictive than in Uzbekistan, other than a stricter control over the inflow of information from abroad. My feeling is that there is no apparent reason that our project could not generate a significant increase in NGO activity - but our targets and budget need to take into account the smaller and more scattered population base, lower standard of living, lesser extent of private business activity, the lower percentage of Russian population

(though we don't gather statistics on this point, my perception is that the majority of NGO leaders in Uzbekistan, certainly in Tashkent, are of ethnic Russian background, and this seemed to be the case in Ashgabat as well), as well as the fact that our operations would be more limited. One could perhaps roughly characterize Turkmenistan as "Uzbekistan minus Tashkent", Tashkent being the Russified/Westernized cosmopolitan center of NGO and business activity where access to information and communications are relatively good and standards of living are much higher than in the countryside and smaller cities. I would venture to say that within a period of two years, Ashgabat has the potential to develop an NGO community similar to Samarkand or Bukhara, up to 25 or so active NGOs, and the rest of the country combined would perhaps be able to match that figure if we do a lot of outreach work and have good local contacts. Obviously this is a shot in the dark based on mere impressions, but perhaps it will be of some use in making decisions about the Counterpart program in Turkmenistan.

**Attachment 9: ATA: Updated List of Formal ATA  
Partner NGOs in Central Asia**

## **ATA Partner-NGOs in Central Asia**

### **Kazakhstan**

1. Women's League of Creative Initiative
2. Tengri Umai Gallery
3. Shiber Aul

### **Kyrgyzstan**

1. Talent Support Fund

### **Uzbekistan**

1. Artisans Center of Bukhara
2. Cultural Business Relations (Bukhara)
3. Samarkand Artisans' Association, Meros
4. Mussavir (Tashkent)
5. Business Women's Association (BWA)
6. Kokand Artisans' Association
7. Gidgduvon Artisans' Association
8. Shakrisabz Embroiderers

**Attachment 10: ATA: Summary of Uzbek Sales at  
February 1997 New York International Gift Fair  
(NYIGF)**

UZBEKISTAN ORDER SUMMARY - NYGS FEBRUARY, 1997

Order No.	Address and phone number	Name of purchaser	Amount
3017	The Soul of a Gypsy 2220 E. Colfax Ave. Denver, CO 80206 (303) 370-1338	Mark Sparshott	\$314.00
3029	Folklorica 61 Union Street Newtown Centre, MA 02159 (617) 630-1815	Don Gross	\$200.00
3033	The Clay Angel 125 Lincoln Ave. Santa Fe, NM 87501 (505) 988-4800	Judith Espinar	\$370.00
3038	E.A.T. Gifts 1064 Madison Ave. New York, NY 10028 (212) 861-2544	Kim Staller	\$288.00
3040	Phillips Coffee Emporium 5 Spruce Street Acton, MA 01720 (508) 263-2233	Cortni Frecha	\$359.00
3042	Simply Splendid 3929 W. 50 <sup>th</sup> Street Edina, MN 55424 (612) 922-6830	Sara Dornisch	\$372.00
3045	Kate Kerr 423 State Route 140 Wheelersburg, OH 45694 (614) 776-7800	Kate Kerr	\$85.00
3046	Tesoros Trading 209 Congress Ave. Austin, TX 78701 (512) 479-8341	Jonathan Williams	\$471.00
3047	NOMAD 1736 Mass. Ave. Cambridge, MA (617) 497-6677	Deb Colburn	\$132.00

95

3048	Interick Imports 1009 W. 6 Street Austin, TX 78703 (512) 472-4234	Judith Massengale	\$200.00
3096	Rosemary Cronin 324 Ferncliff Drive Glastonbury, CT 06033 (860) 633-8504	Rosemary Cronin	\$10.00
3108	Robert Graff P.O. Box 217 Far Hills, NJ 07931 (908) 234-0108		\$168.00
3114	Found Objects 5800 W. 13 <sup>th</sup> Court Hialeah, FL 33012 (305) 823-6195		\$194.00
3149	American Country Collection 620 Cerillos Road Santa Fe, NM 87501 (505) 984-0955		\$1404.00
3340	Good Scents PO Box 2396 Cape May, NJ 08204 (609) 884-0014	Cindy Huf	\$400.00
3341	JD Mercantile 21 W. Main Street Wickford, RI 02852 (401) 295-9790		\$296.00
3343	Bizango! 759 N. 80 <sup>th</sup> Street Seattle, WA 98103 (206) 784-7455		\$209.00
3344	Whyevernot 17 W. Main Street Mystic, CT 06355 (860) 536-6209	Martha Hug	\$340.00
3345	Forebears PO Box 2565	Molly Boyd	\$252.00

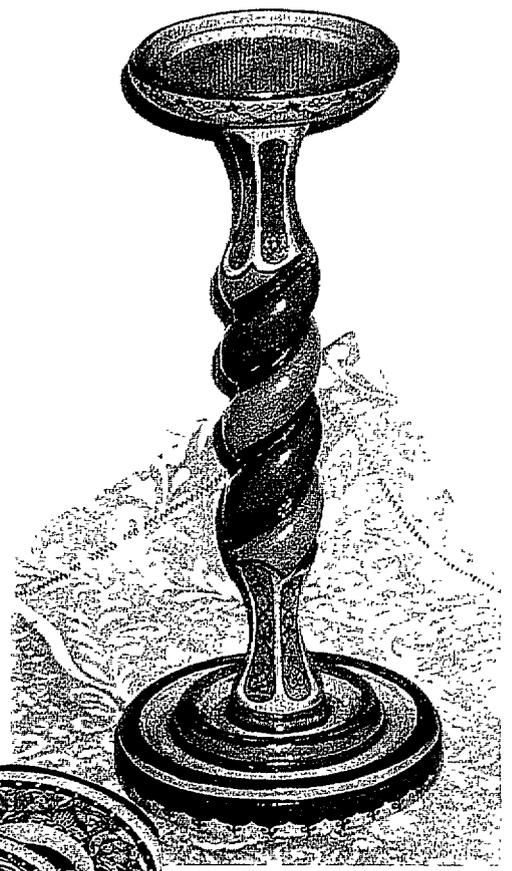
Petaluma, CA 94953  
(707) 769-4409

3365	Uzoamaka 2047 Walnut Street Philadelphia, PA 19103 (215) 569-2400	Uzo	\$108.00
3366	Giorgio of Beverly Hills 2400 Broadway Ave. Santa Monica, CA 90404 (310) 453-0711	Joann Bolduc	\$816.00
3367	United Nations Center 2911 E. Grant Road Tucson, AZ 85716 (602) 881-7060	Gene Wilson	\$378.00
3368	Interior Systems 5671 N. Palm Fresno, CA 93704 (209) 440-0550	Roseanne Guaglianone	\$144.00

**Attachment 11: ATA: Uzbek Product Photos from the  
Items Shown at the NYIGF**

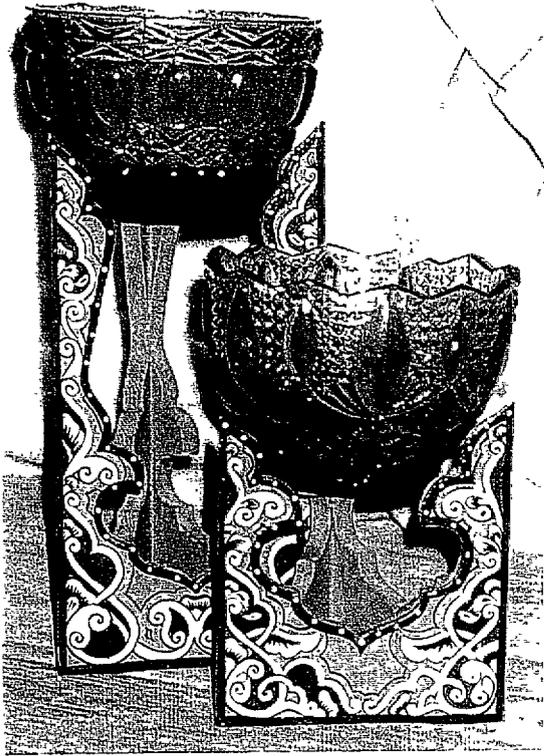
U2-7

Painted wood candle holders, napkin rings, and snowflake decorations incorporate Uzbek miniature painting into useful products.

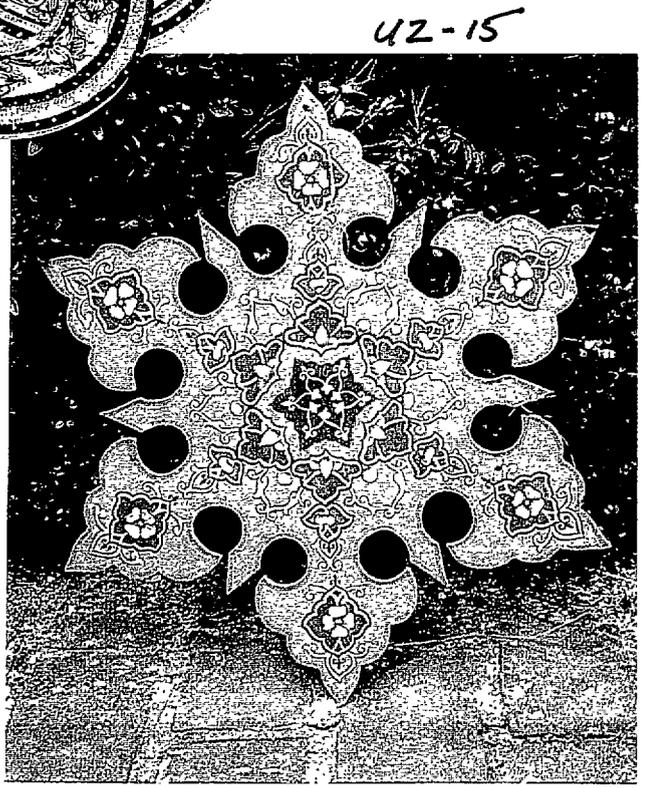


U2-1

U2-12



U2-2



U2-15



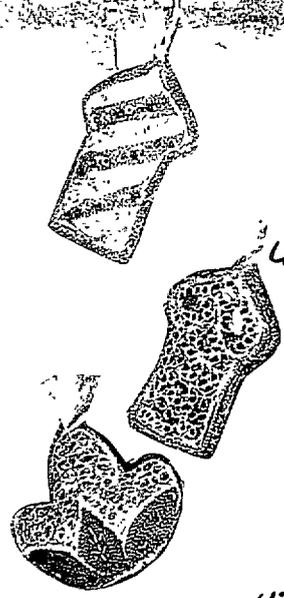
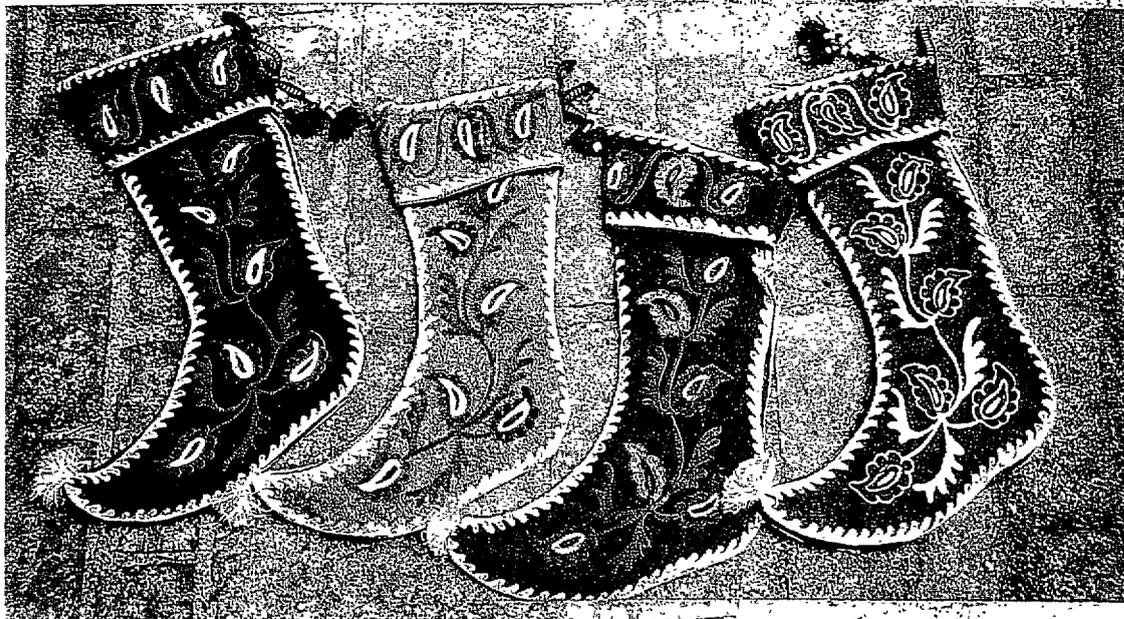
AID TO ARTISANS  
14 Brick Walk Lane, Farmington, CT 06032 - Tel (860) 677-1649 Fax (860) 676-2170

U2-E2

U2-E2



Embroidered Stockings from an ATA partner NGO in Shakrisabz, Uzbekistan were among the most popular Central Asian products at the New York International Gift Fair.

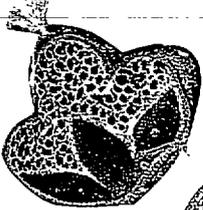


U2-E1  
5/3

U2-E1



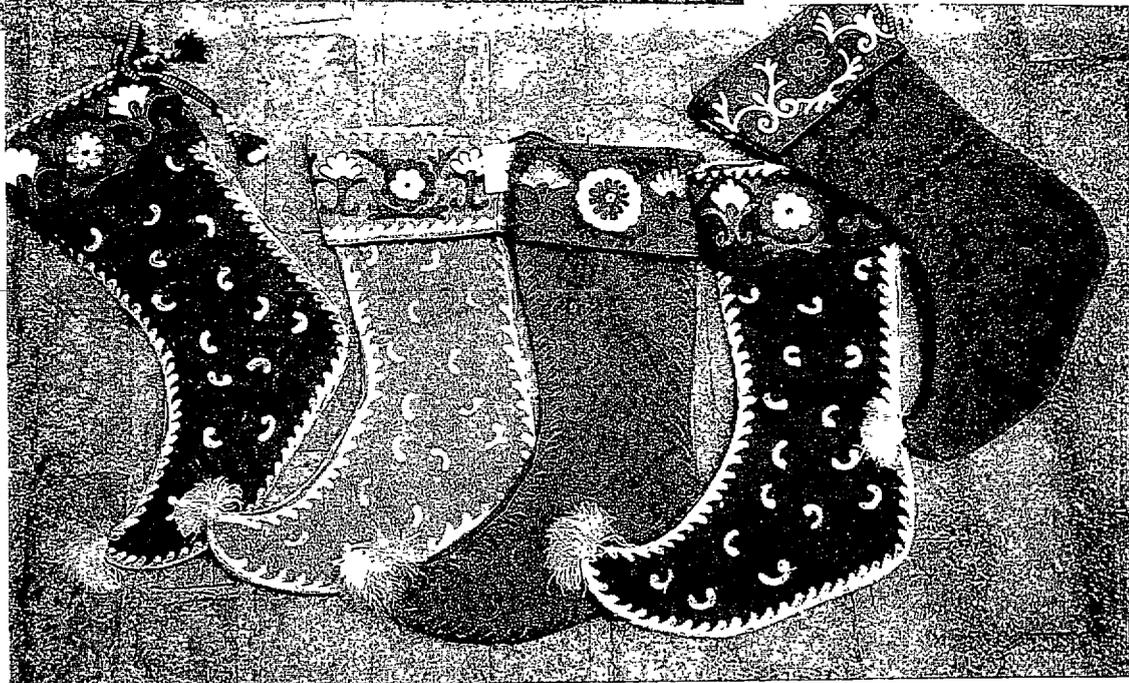
U2-E8  
5/3



U2-E11  
5/3

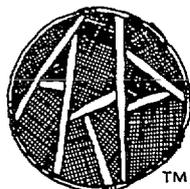


U2-E9  
5/3



AID TO ARTISANS

14 Brick Walk Lane, Farmington, CT 06032 - Tel (860) 677-1649 Fax (860) 676-2170





Ceramics from ATA partner NGOs in Gidgduvon, Uzbekistan were well received at the NYIGF.



**AID TO ARTISANS**  
14 Brick Walk Lane, Farmington, CT 06032 - Tel (860) 677-1649 Fax (860) 676-2170

**Attachment 12: CNFA: Summary of Farm Bureau  
Expert Assignments**

# Citizens Network for Foreign Affairs

## Farm Bureau Expert Assignments: A Summary

1995 - 1997

Name of expert:	Farm Bureau:	Date(s) of visit:	Focus:	Impacts:
1 - Carol Hegel Phone (317)692-7830 Address 3330 North 650 East, Andrews, IN 46702	IN	10/28/95 - 11/14/95	Developed protocol between IFB and Taldykorgan PFA	Partnership established between IFB and Taldykorgan PFA
2 - Stacy Land Phone (317)692-7431 Fax (317)692-7652 E-mail sland@falstaff ucs indiana edu Address 1127 #C Racquet Club North Drive, Indianapolis, IN 46260	IN	2/24/96 - 3/18/96	Helped establish newsletter for Taldykorgan PFA	Conducted workshops, helped newsletter production, installed e-mail, identified radio stations to broadcast programs
3 - Gary Reding Phone (812)663-3478 Fax (812)663-9547 E-mail. greiding@mail hsonline net Address 3806 S County Road 550E, Greensburg, IN 47240	IN	8/3/96 - 8/26/96	Established Information and Consulting Center for the Taldykorgan PFA	Center established for members' use, link between IFB and PFA strengthened
4- James O York Phone (317) 473-598 Fax (317)472-7378 Address Route 4, Box 295, Peru, IN 46970	IN	1/23/97 - 2/16/97	Strengthen and support Issyl-Kul oblast and Rayon PFA boards by introducing Farm Bureau model	Generate institutionalization of effective private farm associations
5/6-Henry and Betty Lu McGuire Phone (812) 546-592 Address 2520 North 1110 East Hartsville IN 47244	IN	2/17/97-3/13/19	Support Taldykorga oblast and Rayon PFA's by introducing Farm Bureau model	Introduced Farm Bureau model and promoted democratic representation of farmers
7-J K Henshaw Phone (502)495-5106 Fax (502)495-5114 E-mail 103114 1166@compuserve.com Address 4109 San Marcos Road, Louisville, KY 40299	KY	1/11/96 - 1/29/96	Solidified partnership agreement between KFB, Fergana PFA, and CNFA	Partnership established between KFB, Fergana PFA and CNFA
8 - David Beck Phone (502)495-5101 Fax (502)495-7703 Address 9213 Woodhurst Court, Louisville, KY 40222	KY	5/4/96 - 5/18/96	Reviewed Fergana PFAs Board of Assn roles and responsibilities	Conducted workshops on management issues for Fergana PFA members
9- Dwight Greenwell Phone (502)495-5000 Fax (502)477-8722 Address 132 Green Acres, Taylorsville, KY 40071	KY	8/22/96 - 9/15/96	Worked with members of Fergana PFA to develop organizational structure for committees	Workshops conducted for oblast and rayon level PFA boards to help build member participation
10/11- Larry Smith Phone (606)725-5562 Fax (606)725-5562 Address Route 2, Box 222 Ezel, KY 41425 Tony Holloway Phone (502)235-9600 Fax (502)235-9600 Address 10900 Kadiz Rd Gracey, KY 42232	KY	2/26/97 - 3/19/97	Strengthened participation of members in Fergan PFA Assisted with elections for head of Rayon PFAs	Oversaw election of 8 rayon-level PFA farmer-presidents, reinforced democratic and representative structure of Oblast and Rayon PFAs in Uzbekistan
12 - Don Schellenberg Phone (503)399-1701 Fax (503)399-8082 Address 12125 Smithfield Rd , Dallas, OR 97388	OR	8/22/95 - 9/20/95	Cemented cooperative partnership between OFB, Kyrgyz PFA and CNFA	Partnership established between OFB, Kyrgyz PFA and CNFA
13 - John Rossner Phone (503)843-3057 Fax (503)843-3057 E-mail ormail@fb.com Address 18930 S W Bellevue Highway, McMinnville, OR 97128-8804	OR	1/18/96 - 2/20/96	Worked with Kyrgyz PFA staff to implement policy development processes	Workshops conducted explaining processes, assisted oblast staff implement plans
Dennis Myhrum e (541)568-4755 11)568-4472 102 Water Street, Cove, OR 97824	OR	6/1/96 - 6/25/96	Worked with Osh PFA to strengthen Oblast committee and Rayon Boards of Assns	Workshops conducted explaining committee structure, role of Board of Associations, and responsibilities

103

**Attachment 13: CNFA: Summary of PFA Grant  
Tracking Sheet**

# Counterpart Consortium

CNFA

## "PFA" Seed and Partnership Grant Tracking Sheet

1995-1997

Name of NGO	Amount of Grant	Grant Period (months)	# of Rayons Involved	PFA dues-paying members(as of 3/97)	Grant Objective
1 - Osh Union PFA	\$17,079.00	6	5	423	Elect administration, establish office, establish relations with other PFAs, implement "resolution process"
2 - Taldykorgan PFA	\$18,203.00	12	12	7	Support Extension service operation, provide legal service to members, establish relations with other PFAs
3 - Fergana PFA	\$8,371.00	5	15	954	Establish network between members, establish relations with other PFAs, organize loan program for farmers
4 - Urdzhar PFA	\$10,000.00	12	3	50	Establish Information Center for members, train members to work new equipment, open PFA office
5 - Zhezkazgan PFA	\$10,316.68	12	7	5,040	Form databases on farms, conduct workshops on various issues, provide consultations for farmers
6 - Issyk-Kul PFA	\$5,206.00	6	5	930	Establish network between members and other PFAs, establish information and marketing center, conduct seminars
7 - Almaty PFA	\$6,620.00	4	11	62	Create database on farms in oblast, gather information on other PFAs, provide legal consulting services
8- Osh PFA	\$7,920.00	6	6	423	Visit Rayons who aren't members of the Osh Union, increase number of dues paying members, publish PFA newsletter, facilitate credit programs.
9 - Zamindoz PFA	\$6478.00	3	4	25	Establish PFA in 4 regions, and establish Center for Support and Development of Private Farmship.

105

10 - Center for Social  
Research

\$5958.00

6

11

15

Conduct workshops on credit and tax  
issues, establish database of farmers,  
provide legal and agricultural consulting to PFAs.

**Total amount of grants awarded = \$96,151.00**

**Total # of Rayons involved = 79**

**Total # of farmers impacted = 7929**

**Attachment 14: CNFA: Letter from Oregon Farm  
Bureau President**



3415 Commercial St. S.E. • Suite G • Salem, OR 97302-5169 • (503) 399-1701 • FAX (503) 399-8082

March 17, 1997

Mr. Bret Gallaway  
Citizens Network for Foreign Affairs  
1111 19th Street NW  
Washington DC 20036

Dear Bret:

I am writing to update you on the broad impact of the CNFA workshop held at the Oregon Farm Bureau Federation Annual meeting last December.

After the workshop, enthusiasm increased among our members for out partnership with Kyrgyz farmers and for global development in general. Bill Witting's slide show demonstrated the importance of international assistance to the new independent states from the former Soviet Union. The remarks made by Oregon Farm Bureau Staff and Officers who volunteered in Kyrgyzstan proved that Oregon Farmers can and do make a difference on the international scale.

Several Oregon Farm Bureau members have approached me and the OFB staff to find out more about participating or volunteering to participate in CNFA programs. In fact, I am pleased to report that CNFA-OFBF workshop inspired OFBF Board Member Joan Silver to inquire about possible volunteer assignments. As a result, Joan will leave for the Ukraine in May to help launch the women-owned canning center that is being built with funds raised by the American Farm Bureau Women's Committee.

Oregon Farm Bureau's partnership with the CNFA is rewarding on many fronts. We look forward to a long relationship in helping people progress in their development efforts.

Sincerely,

A handwritten signature in cursive script that reads "John Rossner".

John Rossner  
President

**Attachment 15: CNFA: Article about Assignment of  
James York**

INDIANA

# AGRINEWS

Copyright © 1997, AGRINEWS Publications

Vol. 18-No. 26

March 14, 1997

## *Indiana resident assists farmers in Kyrgyzstan*

Peru, Indiana, resident and former Indiana Farm Bureau staff member James York returned recently from a volunteer trip to Kyrgyzstan to strengthen and support local Private Farmers' Association. York introduced the Farm Bureau model of organizational structure for their boards and committees.

Using experience in policy development, York volunteered through the Citizens Net-

work for Foreign Affairs Central Asia Partnership Program to conduct workshops with association board members and committee structure.

York introduced roles and responsibilities of committee chairpersons and members and covered the use of reporting systems, as well as facilitated the initial meeting of several committees. In addition, York conducted workshops on the formation of association boards with the use of the Oregon and Wisconsin Farm Bureau "Board of Directors Manual" in order to explain the board's role and responsibilities, its relationship to the president, and to the rest of the PFA.

On his way back to Peru, York stopped in Washington to visit the offices of Sen. Dan Coats, R-Ind., and Rep. Steve Buyer, R-Ind., to provide briefings on his assignment.

York has worked for the Indiana Farm Bureau as both a field representative and a staff member in Indianapolis. As a field representative, York worked with eight to 10 counties in Indiana, assisting with county board of directors, use of presentations, and organization of programs.

Since 1993, more than 20 CNFA volunteers have participated in project assignments across Central Asia — ranging from farmers'

association-building to cheese processing. CNFA volunteers bring years of hands-on experience to their counterparts in several former Soviet countries, easing the transition to a market economy and resulting in creative and effective U.S. foreign assistance. CNFA's Central Asia Partnership Program operates with the support of the Democracy Development Initiative Program of the U.S. Agency for International Development.

CNFA is a non-profit organization dedicated to stimulating international economic growth and development. CNFA works with companies, entrepreneurs, farm groups, business alliances, and other groups to create lasting and effective opportunities in international markets.

**Attachment 16: CNFA: Press Releases for Farm  
Bureau Experts**

# **NEWS NEWS NEWS**

For Immediate Release  
March 26, 1997

Contact: Roman Velikson  
202-296-3920

## **KENTUCKIAN ASSISTS FARMERS ASSOCIATIONS IN UZBEKISTAN**

Larry Smith, from Ezel, Kentucky, returned recently from the former Soviet Republic of Uzbekistan where he assisted farmers with the development of regional Private Farmers Associations (PFA). Smith worked as an extension of a project started in January 1996 between the Kentucky Farm Bureau and PFA's in the Uzbekistan city of Fergana.

Relying on his more than 24 years of experience in the Kentucky Farm Bureau, Smith volunteered for the assignment through The Citizens Network for Foreign Affairs (CNFA) Central Asia Partnership Program. Smith strengthened the association by increasing the participation of farmers, and by working with committees to elect farmers as PFA presidents, as well as electing regional board of associations, and selecting a director.

Smith visited five regions in Uzbekistan to conduct workshops on the role of farmer-presidents, and to introduce and review bylaws established to create an advisory service and strengthen the PFA. Smith also discussed resolutions and roles of committees within the PFA, as well as the responsibilities of presidents and executive directors. In addition, Smith facilitated democratic elections for PFA-presidents, the first of their kind, as well as conducted 2 day committee seminars and a chairman/director seminar.

On his way back to Ezel, Smith stopped in Washington, D.C. to visit the office of Rep. Harold Rogers (Kentucky) to provide briefings on his assignment.

Smith currently lives on a 235 acre farm, and has been employed with the department of agriculture at Frankfort, Ky. Smith also taught high school science, biology, and vocational agriculture in West Liberty, Ky, has worked as an agricultural agent for a local bank, and has been an Area Program Director for the Kentucky Farm Bureau for 24 years.

The project is part of CNFA's Central Asia Partnership Program (CAPP), which is funded by the U.S. Agency for International Development (USAID) through the Counterpart Consortium. CAPP aims to support the emergence of private farming in Central Asia by strengthening local private farmers associations and stimulating U.S. private sector interest in the region.

CNFA is a non-profit organization dedicated to stimulating international economic growth and development. CNFA works with companies, entrepreneurs, farm groups, business alliances, and other groups to create lasting and effective opportunities in international markets.

# NEWS NEWS NEWS

For Immediate Release  
March 26, 1997

Contact: Roman Velikson  
202-296-3920

## KENTUCKIAN ASSISTS FARMERS ASSOCIATIONS IN UZBEKISTAN

Tony Holloway, from Gracey, Kentucky, returned recently from the former Soviet Republic of Uzbekistan where he assisted farmers with the development of regional Private Farmers Associations (PFA). Holloway worked as an extension of a project started in January 1996 between the Kentucky Farm Bureau and PFA's in the Uzbekistan city of Fergana.

Relying on his experience in the Kentucky Farm Bureau and background in agricultural finance, Holloway volunteered through The Citizens Network for Foreign Affairs (CNFA) Central Asia Partnership Program. Holloway strengthened the association by increasing the participation of farmers, and by working with committees to elect farmers as PFA presidents, as well as electing regional board of associations and selecting a director.

Holloway visited six regions in Uzbekistan to conduct workshops on the role of farmer-presidents, and to introduce bylaws necessary for creating an advisory service. Holloway also reviewed resolutions and roles of committees within PFA's, as well as the specific responsibilities of presidents and executive directors. In doing so, Holloway facilitated democratic elections for PFA-presidents, the first of their kind. In addition, he conducted committee seminars and chairman/director seminars.

On his way back to Gracey, Holloway stopped in Washington, D.C. to visit the office of Congressman Edward Whitfield (Kentucky) to provide briefings on his assignment.

Holloway has been an Area Program Director for the Kentucky Farm Bureau since July 1993, where he coordinates the work of twelve county Farm Bureaus with the Kentucky Farm Bureau. Previously, Holloway worked as an Associate Director for Telmark, Inc., an agricultural finance leasing company.

The project Holloway participated in is part of CNFA's Central Asia Partnership Program (CAPP), which is funded by the U.S. Agency for International Development (USAID) through the Counterpart Consortium. CAPP aims to support the emergence of private farming in Central Asia by strengthening local private farmers associations and stimulating U.S. private sector interest in the region.

CNFA is a non-profit organization dedicated to stimulating international economic growth and development. CNFA works with companies, entrepreneurs, farm groups, business alliances, and other groups to create lasting and effective opportunities in international markets.

# **NEWS NEWS NEWS**

For Immediate Release  
March 7, 1997

Contact: Roman Velikson  
202-296-3920

## **INDIANA COUPLE HELPS FARMERS ASSOCIATION IN KAZAKSTAN**

Henry and Betty Lu McGuire, from Hartsville, Indiana, returned recently from a volunteer trip to Kazakstan in the former Soviet Union. The McGuires worked as an extension of an alliance formed in 1995 between the Indiana Farm Bureau & the Taldykorgan Private Farmers Association (PFA) in Kazakstan.

Using combined experience in education and business, the McGuires volunteered through The Citizens Network for Foreign Affairs (CNFA) Agribusiness Volunteer Program. The McGuires worked with the board of directors of the PFA to review its roles and responsibilities, as well as with smaller PFA's to develop boards and committees.

The McGuires reviewed bylaws of board structure, introduced job descriptions, and reviewed the relationship between the board and the general assembly. The McGuires also conducted a workshop with the PFA board on committee structure, and introduced the roles and responsibilities of chairpersons and members. In addition, the McGuires facilitated an initial meeting of committees and reviewed the structure of a reporting system.

On their way back to Hartsville, The McGuires stopped in Washington, D.C. to visit the offices of Congressman David McIntosh (IN), and Senator Richard Lugar (IN) to provide briefings on their assignment.

The McGuires operate McGuire International, Inc., a farm equipment and lawn and garden store in Columbus, IN since 1972. McGuire International now also has a branch store in Franklin, IN. Betty Lu McGuire has experience with the American Red Cross, and is an extension President with the Indiana Farm Bureau. Henry McGuire is a member of the Indiana Farm Bureau and is on the Chamber of Commerce in Columbus, IN.

The project that the McGuire's participated in is part of CNFA's Central Asia Partnership Program (CAPP), which is funded by the U.S. Agency for International Development (USAID) through the Counterpart Consortium. CAPP aims to support the emergence of private farming in Central Asia by strengthening local private farmers associations and stimulating U.S. private sector interest in the region.

CNFA is a non-profit organization dedicated to stimulating international economic growth and development. CNFA works with companies, entrepreneurs, farm groups, business alliances, and other groups to create lasting and effective opportunities in international markets.

NY

# **NEWS NEWS NEWS**

For Immediate Release  
February 13, 1997

Contact: Roman Velikson  
202-296-3920

## **INDIANA RESIDENT ASSISTS FARMERS IN KYRGYZSTAN**

Peru, Indiana, resident and former Indiana Farm Bureau staff member James York returned recently from a volunteer trip to Kyrgyzstan to strengthen and support local Private Farmers' Associations (PFA's). York introduced the Farm Bureau model of organizational structure for their boards and committees.

Using experience in policy development, York volunteered through The Citizens Network for Foreign Affairs (CNFA) Central Asia Partnership Program to conduct workshops with association board members on the role of board members and committee structure.

York introduced roles and responsibilities of committee chairpersons and members and covered the use of reporting systems, as well as facilitated the initial meeting of several committees. In addition, York conducted workshops on the formation of association boards with the use of the Oregon and Wisconsin Farm Bureau "Board of Directors Manual" in order to explain the board's role and responsibilities, its relationship to the president, and to the rest of the PFA.

On his way back to Peru, York stopped in Washington, D.C. to visit the offices of Senator Dan Coats (IN), and Congressman Steve Buyer (IN) to provide briefings on his assignment.

York has worked for the Indiana Farm Bureau as both a Field Representative and a staff member in Indianapolis. As a Field Representative, York worked with 8-10 counties in Indiana, assisting with county Board of Directors, use of presentations, and organization of programs.

The project York participated in is part of CNFA's Central Asia Partnership Program (CAPP), which is funded by the U.S. Agency for International Development (USAID) through the Counterpart Consortium. CAPP aims to support the emergence of private farming in Central Asia by strengthening local private farmers associations and stimulating U.S. private sector interest in the region.

CNFA is a non-profit organization dedicated to stimulating international economic growth and development. CNFA works with companies, entrepreneurs, farm groups, business alliances, and other groups to create lasting and effective opportunities in international markets.

**Attachment 17: CNFA: Farm Bureau Expert Impact  
Statements**

**Counterpart Consortium NGO Support Initiative for Central Asia**  
**The Citizens Network for Foreign Affairs**  
*Farm Bureau Expert Impact Statement*

---

**Expert:** Henry and Betty Lu McGuire  
**Partnership:** Indiana Farm Bureau/Taldykorgan Kazakstan  
**Assignment:** Institution Building of Taldykorgan PFA  
**Date:** 17 February - 13 March, 1997

**Assignment Goal:** Strengthen and support the Taldykorgan oblast and rayon PFAs by introducing the Farm Bureau model of organizational structure for a Board and committees.

**Assignment Objectives:**

- Conduct workshops with oblast PFA board on the role of the board and board members and committee structure. Introduce roles and responsibilities of committee chairs and committee members. Discuss committee reporting system and relationship to the board.
- Conduct oblast board of directors meeting.
- Conduct general assembly meeting for oblast and rayon PFAs.

**Assignment Summary:**

Hank and Betty Lu McGuire worked with 10 rayon PFAs to demonstrate the function of boards and committees. They emphasized the need for finance and budget committees to decide upon and implement budgets. Fiscal accountability in the committees and open communication between boards and constituents were especially pressing topics. They also stressed the importance of sound farm business planning for profitable farming. They placed particular emphasis on the power grass-roots constituent farmers have when they join together to demand accountability and services from their leadership. The McGuires attended 10 rayon general assemblies, 1 oblast general assembly, and 1 oblast board of directors meeting during which they presented Farm Bureau model of board organization, accentuating the importance on the by-laws relating to holding and abiding by democratic elections. In total, they met with 110 private farmers, 22 board members, 13 oblast/rayon officers, 9 rayon governors and deputy governors, and 5 oblast committees.

**Principal Impacts:**

- *Activity:* Conducted 10 one-day workshops and an oblast general assembly on organizational structure, role of board and board members.  
*Results:* Introduced the Farm Bureau model to PFAs, including the role of the Board and committees. Invigorated farmers expectations for accountability and democratic representational farmers organization.

**Counterpart Consortium NGO Support Initiative for Central Asia**  
**The Citizens Network for Foreign Affairs**  
*Farm Bureau Expert Impact Statement*

---

**Expert:** Anthony Holloway and Larry Smith  
**Partnership:** Kentucky Farm Bureau/Fergana, Uzbekistan  
**Assignment:** Institution Building of Fergana PFA  
**Date:** 26 February - 19 March, 1997

**Assignment Goal:** Continue strengthening the association and building a democratic institution by increasing the participation of farmer-members. Advise committees at oblast and rayon level on their roles and duties. Assist with election of farmers to head rayon-level PFAs.

**Assignment Objectives:**

- In 8 rayons, conduct 1 day workshops on the role of a farmer-president vs executive director and committees for the rayon Board. Introduce and review the bylaws developed by TACIS and the oblast PFA president.
- In the same 8 rayons, conduct a second 1 day workshop for all PFA members on resolutions and role of committees. Review and discuss the bylaws developed by TACIS and the oblast PFA president. Facilitate elections of farmer-presidents.
- Conduct a 1 day workshop with the 8 newly-elected farmer-residents and the executive directors of the same rayons. Clarify the importance and difference of both roles.
- Follow-up with oblast and rayon committee chairpersons on the role of committees.
- Conduct a 1 day workshop with the oblast Board to set follow-up plans.

**Assignment Summary:**

Larry Smith and Tony Holloway's main focus was facilitating the election of rayon PFA farmer-presidents. They worked with TACIS-generated election by-laws which had been developed with the PFA president and local authorities and endorsed by the Uzbek government. During their assignment, they facilitated the election of farmer-presidents in 8 rayon-level PFAs. In the span of the Kentucky FB-Fergana alliance, members of the PFAs have been able to replace the euphemism "greater participation" with "democracy," indicating the increased acceptance of and comfort with the concept. Smith and Holloway also reinforced some of the work pioneered by previous Kentucky Farm Bureau volunteers by conducting workshops on the roles and responsibilities of PFA committees.

**Principal Impacts:**

- *Activity:* Conducted one-day workshops on the role of farmer-presidents, then conducted day long workshops on role of committees, adherence to by-laws in 8 rayon PFAs. At the end of these two workshops, facilitated election of farmer-presidents. Met with newly-elected presidents and the executive directors of the same rayons to clarify the distinct roles of each, and followed-up with committee chairpersons on committee's functions.  
*Results:* Oversaw the election of 8 rayon-level PFA farmer-presidents, reinforced the democratic and representative structure of oblast and rayon level PFAs in Uzbekistan.

**Counterpart Consortium NGO Support Initiative for Central Asia**  
**The Citizens Network for Foreign Affairs**  
*Farm Bureau Expert Impact Statement*

---

**Expert:** James O. York  
**Partnership:** Indiana Farm Bureau/Issyk Kul Private Farmers Associations  
**Assignment:** Institution Building of Issyk Kul PFA Boards  
**Date:** 23 January - 16 February, 1997

**Assignment Goal:** Strengthen and support the Issyk-Kul oblast and rayon PFA Boards by introducing the Farm Bureau model of organizational structure for a Board and committees.

**Assignment Objectives:**

- Conduct workshops with oblast PFA board on the role of the board and board members and committee structure. Introduce roles and responsibilities of committee chairs and committee members. Discuss committee reporting system and relationship to the board.
- Facilitate an initial meeting of at least 2 oblast level committees.
- Conduct workshop on forming board of associations in each of 5 rayon PFAs.

**Assignment Summary:**

Jim York worked with 5 rayon PFAs to demonstrate the function of boards and committees. He also answered concerns raised by each PFA about increasing dues paying membership. York attended 5 rayon board meetings and 1 oblast board meeting during which he presented Farm Bureau model of board organization. In total, he met with 115 private farmers, 25 board members, 8 oblast/rayon officers, and 5 committees. Rayon and the oblast PFA members no longer want to be associated with the old governmental farmers association. Instead, they want to create new PFAs which will be more effective and less corrupt. Two Peace Corps volunteers accompanied York during his assignment. They will follow up to develop the PFAs by distributing bylaws from other Osh PFAs created in consultation with Farm Bureau volunteers, scheduling visits to review them, and organizing the first oblast board meetings. York, assisted by Gulmira Torokulova, Program Officer in the Bishkek office, also conducted a meeting with 2 Parliamentarians and 41 PFA members to discuss the draft agriculture cooperative law.

**Principal Impacts:**

- *Activity:* Conducted 5 one-day workshops on organizational structure, role of board and board members, and facilitated the creation of boards of associations.
- *Results:* Clear understanding of structure and organization of PFAs. Created 5 new boards of PFAs using the Farm Bureau model. The synergy between York's introduction of models for reconfiguration of local PFAs and the Peace Corps follow-up has created new momentum for the institutionalization of effective private farm associations.
- *Activity:* Participated in 2 Agricoop legislation workshops. Met with parliamentarians and PFA members:

**Attachment 18: GII: Pipeline Analysis**

Organization Name: Goodwill Industries International, Inc.  
 Cooperative name: Counterpart Foundation, Inc.  
 Cooperative Agreement number: 110-0007-G-00-4020-00  
 Cooperative Agreement Term: 10/17/94 - 4/16/97

PIPELINE ANALYSIS  
 Date: 03/31/97

PROJECT ELEMENTS	EXPENDITURES from <del>10/17/94</del> 03/31/97			COOPERATIVE AGREEMENT BUDGET			BUDGET REMAINING as of 03/31/97			PROJECTED EXPENDITURES from _____ to _____		
	USAID	PVO MATCHING	TOTAL EXPENSES	USAID	PVO MATCHING	TOTAL EXPENSES	USAID	PVO MATCHING	TOTAL EXPENSES	USAID	PVO MATCHING	ADDITIONAL FUNDS REQUIRED
Personnel	45,977.44	39,050.19	85,027.63	84,890.00	52,346.00	137,236.00	38,912.56	13,295.81	52,208.37			
Supplies & Equipment	14,728.46	593.80	15,322.26	74,864.00	0.00	74,864.00	60,135.54	(593.80)	59,541.74			
Travel & Per diem	42,018.96	9,889.02	51,907.98	132,505.00	12,500.00	145,005.00	90,486.04	2,610.98	93,097.02			
Other Direct Cost	2,204.59	17,587.62	19,792.21	7,950.00	49,000.00	56,950.00	5,745.41	31,412.38	37,157.79			
Sub-Total	104,929.45	67,120.63	172,050.08	300,209.00	113,846.00	414,055.00	195,279.55	46,725.37	242,004.92			
Indirect Costs	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
TOTALS	104,929.45	67,120.63	172,050.08	300,209.00	113,846.00	414,055.00	195,279.55	46,725.37	242,004.92			

128

**Attachment 19: Counterpart Training Activity in  
Central Asia for March 1997**

# TRAINING ACTIVITIES IN CENTRAL ASIA

March 1997

## KAZAKSTAN

### “Project Design and NGO Management”

Almaty, March 11-13

#	Organization
1	SOZ Foundation
2	Students' Movement “Eurasia” of Western Kazakstan Management and Language's Institute
3	Initiative Support Center
4	Scientific-Informational Center of Civic Education
5	International Charitable Foundation “Poligon, August 29”
6	Kazakstani Branch of Mother and Child Health Care International Foundation
7	“Soros” Foundation
8	Youth, Tourism and Sport Foundation
9	Poligon's Children Fund
10	International Foundation named Kunaev
11	“Lastashenok” Ability's Development Center

17 participants

### “Project Design and NGO Management”

Kustanay, March 17-21

#	Organization
1.	“Young Generation for Ecological Safety and Sustainable Development” Ecological Center
2.	Scientific Pupils' Society
3.	“Evis” Firm (BWA)
4.	“Spectr” Juridical Firm
5.	Oblast Toy Theater (BWA)
6.	Business College of Kustanay
7.	“Vivitum” Public Foundation
8.	Youth Cultural Educational Center
9.	“Alyans” Union of Business Association
10.	Central Store (BWA)
11.	“Kiyal” Saloon (BWA)
12.	Oblast Library (BWA)
13.	“Entrepreneurs Congress” Public Union
14.	Oblast Branch Business Women Association (BWA)
15.	Oblast Cultural Branch (BWA)
16.	Oblast Consumers Rights Protection
17.	“Evgeniya” Art Studio (BWA)
18.	“Zhibek Zhoby” Society (BWA)

25 participants

### “Public Education Through Media”

Almaty, March 26-28

#	Organization
1	“ZeBRA” Informational Center
2	“Prestige” Social-Psychological Assistance Center
3	“Poligon, August 29” Foundation

- 4 "Arman" International Center
- 5 Consumers Rights Protection's Society
- 6 Aktubinsk Branch of Youth Support Association
- 7 "Women of Orient"
- 8 Women Farmer's Association
- 9 Initiatives Support Center
- 10 "AGRO" Farmers' Association
- 11 "SATR" Center
- 12 "Consumers' Advocate" Public Center
- 13 "Dialogue-Express"

**19 participants**

**"NGO and Community"  
Shimkent, March 29**

- | #   | <b>Organization</b>  |
|-----|--|
| 1.  | "Maman" Private Company                                    |
| 2.  | Oblast Bar College   |
| 3.  | "R&K" Advocate Firm  |
| 4.  | Police Headquater  |
| 5.  | Private Juridical firm                                     |
| 6.  | "Cabisco" and "Coca-Cola"                                  |
| 7.  | Civic Initiative Center                                    |
| 8.  | "Skif" Newspaper   |
| 9.  | "Vera" Charitable Youth Club                               |
| 10. | Architectural and Designers Association of South Kazakstan |
| 11. | City Employment Model Center                               |
| 12. | "Bank Credit" Bank   |
| 13. | "South Kazakstan" Oblast Newspaper                         |

**15 participants**

**KYRGYZSTAN**

**"Strategic Planning and Board of Directors"  
Bishkek, March 11-13, 1997**

- | #   | <b>Organization</b>                                |
|-----|--|
| 1.  | "Ademi"  |
| 2.  | Tourist-Sport Union Of Kyrghyz Republic            |
| 3.  | Charitable Association Of Disable People "Vita"    |
| 4.  | NGO "EKOEN"  |
| 5.  | Center Of Human Development "Tree Of Life"         |
| 6.  | Union "Chernobyl"                                  |
| 7.  | Bishkek's Youth Ecological Group "Ak-Shaar"        |
| 8.  | Charitable Association Of Disable People "Druzhba" |
| 9.  | Town Association Of Disable People                 |
| 10. | Public-Scientific Club "Democracy And Ecology"     |
| 11. | NGO "Woman Self Employment Community"              |

**11 participants**

**"NGO and Community"  
Bishkek, March 14-15, 1997**

- | #  | <b>Organization</b>                             |
|----|---|
| 1. | Local Administration of the Oktyabrsky District |
| 2. | Association of UNESCO Schools and Clubs         |
| 3. | "Dastan" Technological University               |
| 4. | The Club of Young Intellectuals "Erudit"        |

5. Charitable Fund "EJIAT"
  6. "Aikyn" Consumers' Rights Protection Agency, Leninsky District
  7. "Sotziun" Agency of Social Monitoring
  8. Charitable Commune "Sahoba"
- 12 participants**

**"Public Education Through Mass Media"**  
**Bishkek, March 18-20, 1997**

- # Organization**
1. League Women of Creative Initiatives
  2. Public Charitable Organisation "SOS Committee"
  3. Centre "For Ecological Consumption"
  4. Private School "Ilim"
  5. Charitable Fund "Karahamid"
  6. Ornithological Society "Children 'S Club"
  7. SIFE Kyrgyz-Russia-Slavic University
  8. Committee Of Women
  9. Ministry Of Labour And Social Service
  10. Women Artists And Arts-Reviewers Supporting Association
- 14 participants**

**"NGO and Community"**  
**Bishkek, March 27-28, 1997**

- # Organization**
1. NGO "Altyn Oimok"
  2. NGO "Shoola"
  3. Women's NGO "Alga"
  4. Veterans' Fund, Talas Oblast
  5. NGO "Kamkor"
  6. charitable Commune "Leonardo"
  7. Jalal-Abad German Cultural Center "Nadezhda"
  8. "Manas" Consumers' Society
  9. "Perishte" Center
  10. Association for Support of Women Artists and Art Critics
  11. Center of Ecological Information
  12. International Academy of Pedagogical Sciences
  13. Public Youth Center
  14. Kyrgyz Metallurgic Institute
  15. Charitable Fund for Support of Circus Performers.
- 22 participants**

**TAJIKISTAN**

**"NGO and Community"**  
**Dushanbe, March 12-13**

- # Organizations**
1. NGO "Sadoi Darband"
  2. NGO "Save the Children"
  3. Independent Association of Youth Sociologists
  4. NGO "Modar"
  5. NGO "Muzhda "
  6. NGO "Khuboni Porsigu"
  7. Youth Encounter

125

8. "13 Secret" TV program
9. Free Students Society
10. NGO "Harmony"
11. NGO "Silma"
12. Tajik Solidarity and Cooperation committee of Asian and Africa Nationalities

**18 participants**

**“Project Design and NGO Management”  
Dushanbe, March 17-21**

- | #  | <b>Organization</b>                           |
|----|---|
| 1  | Invalids' Medservice                          |
| 2  | Najoti Kudakon                                |
| 3  | Slavyanish University                         |
| 4  | Asia and Africa Committee                     |
| 5  | Independent Association of Young Sociologists |
| 6  | Humanitarian Fund "Mother"                    |
| 7  | Fidokor                                       |
| 8  | Afghan Veterans' Association                  |
| 9  | Harmony with Nature                           |
| 10 | Dostoinstvo e Miloserdiye                     |
| 11 | Khubone Porsigu                               |
| 12 | Adab  |
| 13 | Perspectiva                                   |

**14 participants**

**UZBEKISTAN**

**“NGO and Community”  
Tashkent, March 12-13**

- | # | <b>Organization</b>                                    |
|---|--|
| 1 | Center for Social Rehabilitation of Epileptic Children |
| 2 | Republican Russian Culture Center                      |
| 3 | Technology Business Incubator                          |
| 4 | Women's Club "Ayal"                                    |
| 5 | Educational-Pedagogic Service for Teenagers "Begench"  |
| 6 | PERDCA   |
| 7 | Union Defense for Aral and Amudarya                    |
| 8 | Aral Kizlary - Magazine                                |

**11 participants**

**“Public Education Through Mass Media”  
Tashkent, March 26-28**

- | # | <b>Organization</b>                                    |
|---|--|
| 1 | Center for Social Rehabilitation of Epileptic Children |
| 2 | Republican Russian Culture Center                      |
| 3 | Technology Business Incubator                          |
| 4 | Ecopolis   |
| 5 | Association of Independent Electronic Mass Media       |
| 6 | PERDCA   |

**8 participants**

## Training Activities in Central Asia - March 1997

### Kazakstan

#	Type of Training	# of Workshop	# of Participants Trained	# of Organizations Trained
1.	Project Design	2	42	29
2.	Public Education Through Media	1	19	13
3.	NGO & Community	1	15	13
	Totals	4	76	55

### Kyrgyzstan

#	Type of Training	# of Workshop	# of Participants Trained	# of Organizations Trained
1.	NGO and Community	2	34	23
2.	Strategic Planning	1	11	11
3.	Public Education Through Media	1	14	10
	Totals	4	59	44

### Tajikistan

#	Type of Training	# of Workshop	# of Participants Trained	# of Organizations Trained
1.	NGO & Community	1	18	12
2.	Project Design	1	14	13
	Totals	2	32	25

### Uzbekistan

#	Type of Training	# of Workshop	# of Participants Trained	# of Organizations Trained
1	NGO and Community	1	11	8
2	Public Education Through Media	1	8	6
	Totals	1	19	14

### Central Asia

#	Type of Training	# of Workshop	# of Participants Trained	# of Organizations Trained
1.	Strategic Planning	1	11	11
2	Public Education Through Media	3	41	29
3	Project Design	3	56	42
4	NGO and Community	5	78	56
	Totals	12	186	138