



# FEED THE FUTURE

The U.S. Government's Global Hunger & Food Security Initiative



## Quarterly Report Q1 FY 2020 (October-December 2020)

# Feed the Future Ethiopia Value Chain Activity

*Partnering with the Agricultural Growth Program*



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## ACRONYMS

ACC	Agricultural Commercialization Cluster
AGP II	Agricultural Growth Program II
ATA	Agricultural Transformation Agency
A4NH	Agriculture for Nutrition and Health
AI	Artificial Insemination
B2B	Business-to-Business
CIG	Common Interest Groups
CFSC	Commercial Farm Service Center
CIRIS	Client Impact and Results Information System
COP	Chief of Party
DQA	Data Quality Assessment
DZARC	Debre Zeit Agricultural Research Center
EAGC	East African Grain Council
ECTDMA	Ethiopian Coffee and Tea Development and Marketing Authority
ECX	Ethiopian Commodity Exchange
EPOSPEA	Ethiopian Pulses Oilseeds and Spices Producers and Exporters Association
EPHI	Ethiopian Public Health Institute
EU	European Union
FAW	Fall Armyworm
FCU	Farmer Cooperative Union
FTFMS	Feed the Future Monitoring System
FNCO	Food and Nutrition Coordination Office
GAPs	Good Agricultural Practices
GoE	Government of Ethiopia
GUC	Grants Under Contract
ICT	Information Communication Technology
IFPRI	International Food Policy Research Institute
LMD	Livestock Marketing Development
LMP	Livestock Master Plan
LOP	Life of Project
MCC	Milk Collection Centers
M&E	Monitoring & Evaluation
MEL	Monitoring, Evaluation & Learning
MoA	Ministry of Agriculture

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MSME	Micro, Small, and Medium Enterprises
NGOs	Non-Government Organizations
NSA	Nutrition Sensitive Agriculture
PERSUAP	Pesticide Evaluation Report and Safer Use Action Plan
PICs	Perdue Improved Crop Storage
PPR	Performance Plan and Report
PSI	Population Service International
RAA	Required-as-Applicable
SNNPR	Southern Nations, Nationalities, and People's Region
ToT	Training of Trainers
UHT	Ultra Heat Treatment
UNECA	United Nations Economic Commission for Africa
USAID	United States Agency for International Development
VCA	Feed the Future Ethiopia Value Chain Activity

## EXECUTIVE SUMMARY

Feed the Future Ethiopia Value Chain Activity (VCA) is a five-year activity (January 2017 – December 2021) funded through USAID as part of the US government's Feed the Future Initiative and the Government of Ethiopia's (GoE) Agricultural Growth Program (AGP) II, Component Four: Agriculture Marketing and Value Chains.

This report outlines the activity's progress during the first quarter of fiscal year 2020 (October – December 2019). During the period under review, **17,295 new direct beneficiaries** (37 percent female) received training or other support across the four target regions, bringing VCA's cumulative total direct beneficiaries to **247,267** (27 percent female), which is **80 percent of VCA's life of project target**.

During this quarter, the percentage share of new female beneficiaries increased from 30 percent last quarter, to 37 percent. This positive increase is a result of increased efforts in gender inclusion strategy, as well as increased activity in poultry, the newest value chain, as well the dairy value chain.

This quarter, VCA's maize value chain continued to reach the most smallholder farmers. Through VCA's partnership with AMSAP, more than 32,000 farmers participated in field days to showcase hybrid varieties. 97,107 smallholder maize and chickpea farmers were introduced to hermetic storage technology through promotional and demonstration events. Poultry activities reached 1,818 new farmers, of which 53.6 percent were female, and poultry farmers invested \$33,713 (ETB 1,070,000) in capital goods such as new poultry houses and expansion of existing facilities. VCA partner Milk Collection Centers continued to increase their milk supply and overall operations are improving.

Resulting from strong growing conditions in 2019, VCA saw positive trends from coffee harvesting that began this quarter. General indications show farm-gate prices for red cherry have increased by 20 to 30 percent over last year. In close collaboration with the Ethiopian Coffee and Tea Authority, VCA conducted 10 workshops with 235 participants including coffee farmers, investors, cooperatives, unions, suppliers, and coffee professionals. These workshops were aimed to increase knowledge of specialty coffee in relation to upcoming Cup of Excellence competition, which will be held in Ethiopia for the first time in April 2020.

Key achievements this quarter include:

- ❖ **17,918 livestock** were sold for estimated sales totaling **\$1.6 million** (ETB 51,338,040).
- ❖ **11,652 farmers** (47.8 percent female) received technical assistance and skills training on good dairy husbandry practices. Data from partner milk collection centers continued to show positive trends in **milk supply**, which increased by nearly **25 percent** over last quarter.
- ❖ 83 pullet growers, egg producers, and broiler producers were linked to markets this quarter, resulting in sales of **\$549,024** (ETB 16,470,734).
- ❖ **137,314 PICS bags** were sold, resulting in estimated sales of **\$172,602** (ETB 5,492,560), providing the equivalent of **11,671 MT of storage capacity for grain**.
- ❖ **1,337 beneficiaries** (31 percent female) participated in **20 cooking demonstrations** and **nutrition education activities**.
- ❖ Promotion and demonstration events for **low-cost tillage technologies** to 821 smallholder farmers resulted in **754 ploughs sold**. These new ploughs **reduce time spent ploughing by 30 percent** for smallholder maize and chickpea farmers.

# INTRODUCTION

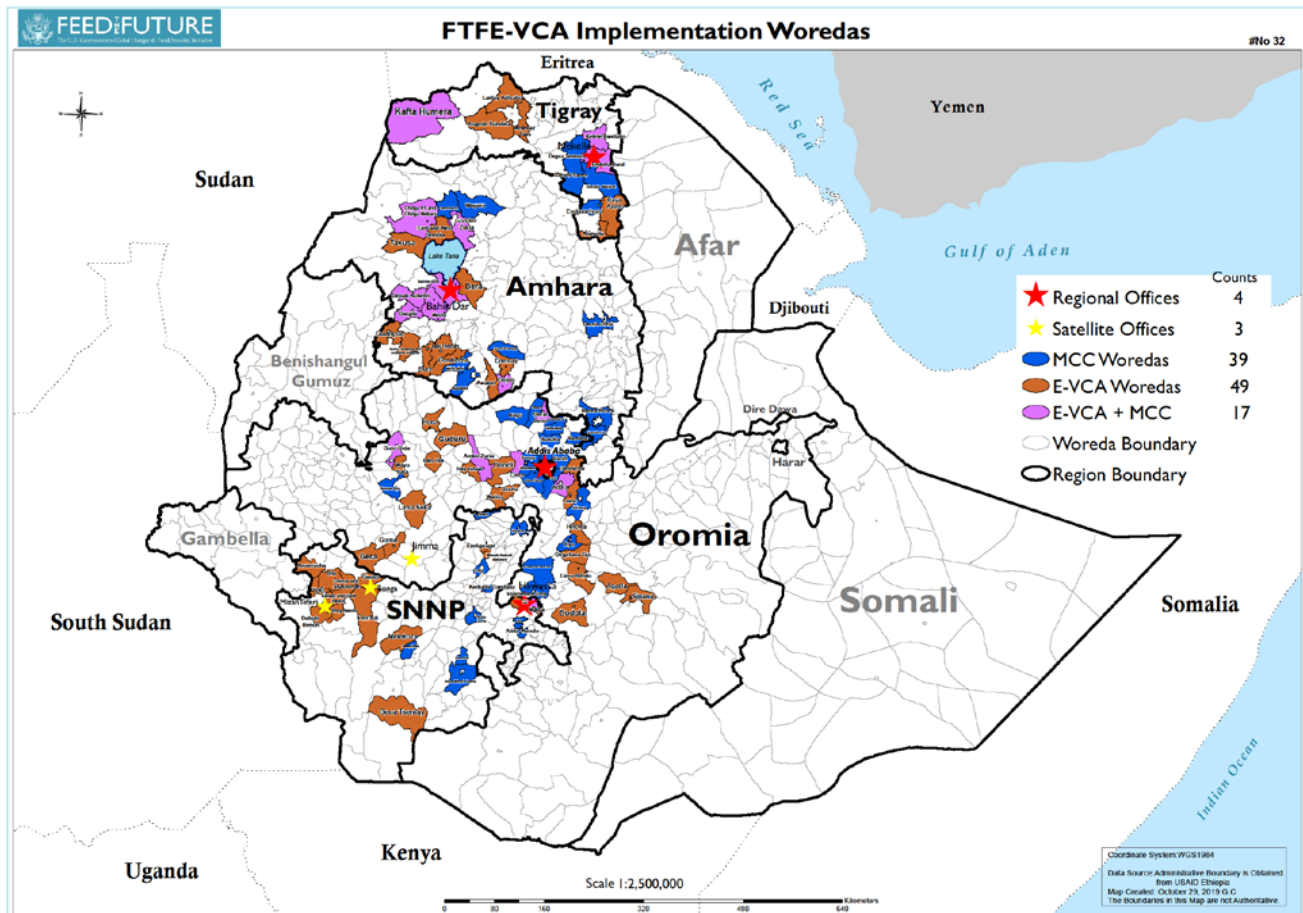
## ACTIVITY DESCRIPTION

Feed the Future Ethiopia Value Chain Activity (VCA) is part of the US government’s Feed the Future Initiative and the Government of Ethiopia’s (GoE) Agricultural Growth Program (AGP) II, Component Four: Agricultural Marketing and Value Chains. Under AGP II, VCA is contributing to the GoE’s objective of improving agricultural productivity and the commercialization of smallholder farmers through an inclusive value chain and market systems development strategy that integrates nutrition-sensitive interventions, climate-smart agriculture, and USAID/Ethiopia’s push-pull strategy.

The VCA approach emphasizes collaboration at all levels, from strengthening commercial relationships between smallholder farmers and agribusinesses, to building consensus and action around key constraints to enhance value chain efficiency and induce growth. The strategy mainstreams nutrition, gender, and youth to ensure transformative change, and monitors progress from baseline to quantifiably report on impact. It is underpinned by high-quality technical assistance, strategic use of subawards tied to field demonstrations and trainings, and a rigorous program of field-based support and monitoring, evaluation, and learning. Activities are implemented in collaboration with partners and stakeholders in targeted woredas and selected kebeles.

## GEOGRAPHIC FOCUS

The Activity is working in four regional offices (Amhara, Tigray, Oromia and SNNP), two satellite offices (Mizan and Jimma) in providing coverage across 105 woredas.



## VALUE CHAIN ACTIVITIES

FTFE VCA works to increase production, reduce poverty, withstand shocks, and improve incomes and nutrition for six key value chains, maize, coffee, chickpea, dairy, meat and live animals, and poultry. It also supports connections between the value chains such as fodder production, input supply networks, and access to credit services. Progress under each value chain is presented in the following sections.

### COFFEE

#### CUP OF EXCELLENCE

FTFE VCA is helping bring the internationally-renowned Cup of Excellence (COE) competition to Ethiopia. However, the COE competition is a new concept for most Ethiopians and knowledge and awareness is limited. In order for the competition to succeed, it needs buy-in and participation from thousands of coffee farmers, so activities this quarter focused heavily on awareness creation workshops. These gatherings worked with smallholder farmers in their local languages to encourage participation and create understanding on entry rules. In addition, they also provide technical advice on coffee processing and quality requirements for the specialty coffee market. The fundamental message is that higher quality coffee should receive price premiums and will help to improve linkages with international buyers.

Through close collaboration with the Ethiopian Coffee and Tea Authority, VCA conducted workshops in 10 training centers for 2,235 participants drawn from coffee farmers, investors, cooperatives, unions, suppliers and coffee professionals, as seen in Table I.



*Tsehainesh Belay, a member of Janchu Coffee Cooperative picked her red cherries with utmost care to qualify for COE competition.*

**Table I. Cup of Excellence workshop participants**

No	Training center	Participant Type				Total
		Farmers	Cooperatives	Processors	Experts	
1	Hawassa	141	28	55	28	252
2	Dilla	135	21	37	19	212
3	Bula Hora	98	28	74	26	226
4	Sodo	29	2	14	25	70
5	Bonga	106	33	17	36	196
6	Gimbi	158	15	-	104	277
7	Jimma	272	59	10	62	403
8	Harar/Chirro					270
9	Agencies					144
10	Finote Selam					185
	<b>Grand Total</b>					<b>2,235</b>

#### CUPPERS TRAINING

**Q graders exam conducted by the Coffee Quality Institute (CQI).** The Q grader system developed by CQI is a scientific way of assessing and recording the quality of coffee for physical and flavor characteristics, with an allocated score out of 100 points. Specialty coffee generally achieves a score of 80 points or higher. To date 23 experts (21 percent female) from ECX, CLU, exporters, and grower associations have participated in the Q grader



training and examination process conducted by CQI as part of VCA support to enhance the level of accredited expertise in sensory skills and quality analysis. The trainees are the first in Ethiopia in the last five years to undergo Q grader training. It was encouraging that 15 (two female) of the experts successfully passed the re-take exam held in December 2019 to enable them to become qualified Q graders. VCA will organize a re-take of the exam for the remaining eight experts.

**Q Processing Level 2 course training.** The Q Processing Level 2 training course was conducted for 18 washing station managers who work regularly with processing red cherries and wish to increase their knowledge regarding new methods and best practices, and gain hands-on experience with a comprehensive quality control system. The training was conducted by experts from CQI over three intensive days in November 2019 at Horizon Plantation, Agaro, Jimma. To earn professional credentials participants must pass 16 theoretical and practical tests. Five participants passed the exam. The training covered coffee harvesting, sorting, processing, drying, storage and environmental challenges related to coffee production and processing. The professional certificate for processing technicians is the first of its kind in Ethiopia. This course will foster a new type of respect and valued career path in the coffee value chain, providing a structured curriculum for technical staff within coffee-producing communities.

**Junior professionals cupping training.** The third round of junior cupping training was conducted from October 29-November 1, 2019 at Jimma University. 18 (33 percent female) post-graduate, graduate students and lecturers attended the four-day course. The course curriculum was developed in cooperation with CQI, Boot Coffee, and Jimma University with the potential of being used as a national cupping curriculum, which would present a huge opportunity to increase the pool of young professionals looking to become Q graders. Feedback from the course organizers indicated that training infrastructure at the university is below par and needs upgrading.

### **EXCEPTIONAL COFFEE MINING & PROFILING**

VCA is promoting the identification of exceptional coffees in its intervention areas. Subcontractors Boot Coffee and COQUA Trading are implementing “mining” activities with more than 100 coffee samples from the 2018/19 harvest season, which were tested by Boot Coffee for cup quality and flavor characteristics. More than 190 stakeholders and producers participated in exceptional coffee mining workshops and cupping sessions held in Mizan and Bonga in October. The purpose and benefit of profiling included a summary analysis of defects observed on green coffee and from the roast evaluation. Cupping experiences stimulated animated and interactive discussion on the results and how to improve defects for this year’s harvest to get the best samples that can express the real profile of their coffee. The test results from last year’s samples can act as reference points to improve quality for the 2019/2020 harvest.

### **COFFEE HARVESTING, QUALITY MANAGEMENT & PROCESSING TRAINING**

VCA supports local partnerships in SNNPR to continually improve the quality of coffee produced by smallholder farmers belonging to primary cooperatives, commercial farms, and outgrowers in Kaffa, Bench, Sheko and Sheka zones. In total, 5,260 (28 percent female) coffee farmers participated in harvesting, processing, and quality management training conducted by Mizan-based NGO Ethio Wetlands. The technical assistance involved producers from 29 primary cooperatives and three commercial farms to improve harvesting skills on how and when to pick their coffee. Other training modules include drying and storage processes, and how quality influences price in different ways for both natural and washed coffee.

Similar skills training continued in Oromia through the coordination of the Jimma office and local cooperative partners. The first field day demonstration of coffee harvesting and processing included 314 producers (18 percent female) and agricultural tool suppliers. An estimated \$5,235 (ETB 157,056) of transactions were recorded from the sale of agricultural tools and postharvest equipment. The second field day for washing stations engaged 379 (100 percent female) farmers on how to sort out defect cherries and improve consistency of the processing operations.

## MICRO MILLS INVESTMENT & INSTALLATION

VCA is coordinating a substantial co-investment program of more than \$652,000 with selected local partnerships to distribute and install 50 micro mills for the benefit of 12,500 smallholder farming households. The technology fund supports clients in primary cooperatives, common interest group, outgrower schemes, and individual semi-commercial farmer exporters. This quarter, 18 of the target 32 wet mill sites, each equipped with Penagos eco-pulping machinery imported from Colombia, were successfully installed and commissioned. Another 7 of the target 18 dry-processing sites were successfully installed and commissioned to produce natural coffee. The improved air-drying process for natural coffee, based on mesh technology used in the seafood drying industry, was pioneered in Ethiopia at the Geisha Coffee plantation with technical advice from Boot Coffee, and is now being rolled out across small-scale producers. Materials supplied by VCA include 2,000 rolls of shade cloth, 450 rolls of heavy-duty shade mesh and 100 rolls of plastic cover. The complete breakdown of materials and equipment supplied for each site is provided in Annex II.



*Improved air-drying beds for green coffee in Gomma woreda.*

Early results from the various processing sites in Jimma are very encouraging, with a total of 888,135 kilograms of red cherry processed thus far, of which 626,304 kilograms was washed and 261,831 kilograms used the new air-drying beds. This initiative created seasonal employment for more than 300 youth. A more complete analysis of coffee volumes and sales vales for the micro mill program in both SNNPR and Oromia will be available in the Q2 report once the ongoing harvest is completed.

VCA is also supporting the Jimma Agricultural Research Centre with mesh materials sufficient for 10 drying beds to improve the quality of coffee seed before distribution to farmers. Similar support to Jimma University for 10 additional drying beds includes provision of training resources for students to conduct postharvest research.

## COFFEE HARVEST & PROCESSING

While coffee harvest in the south was ongoing this quarter, indications from the primary cooperatives, individual farmers, and outgrowers supported by VCA suggest a good harvest season, reflecting the growing conditions, rainfall, and agronomic practices during 2019. Coffee beneficiaries in SNNPR have collected more than 5.25 million kilograms of red cherry, and in Jimma, farm members of the 20 cooperatives that supply the Keta Muduga Union, and the 11 cooperatives that supply the Limu Inaria Union, have collectively harvested more than 11.96 million kilograms of red cherry. General indications are that farm-gate prices for red cherry have increased by 20 to 30 percent over last year from around 12 ETB/kg to 16 ETB/kg. VCA is analyzing the various factors behind such price changes and a more detailed market brief will be distributed shortly.

## INPUT SUPPLY

The vast majority of Ethiopia's coffee production is based on organic principles without the use of conventional fertilizers or agrochemicals. The government extension services actively discourage smallholder farmers from using these type of inputs in the traditional environments such as forest, semi-forest, and garden production. Although best practices such as mulching and composting, combined with stumping and pruning, can increase crop productivity under this low-input system; it does mean that in general Ethiopian coffee yields are well below global standards. The impact of climate change, compounded by the lack of irrigation, poses an increasing risk for sustainable production in future. The upside of unique flavors and varietal genetics partially compensates farmers, provided they see price benefits from specialty coffee marketing.

Given this background situation, VCA support for entrepreneur investment in coffee seedling nurseries continues to be the main focus of input supply. The 15 nursery sites in SNNPR (10 in Kaffa zone and 5 in Bench Maji zone), involving some 1,448 members (27 percent female), are producing more than 734,000 coffee seedlings for the coming planting season. The 27 nursery sites in Oromia (all in Jimma) are producing more than 921,000 seedlings for the 2020 planting season. The analysis of the physical and financial performance factors across all of the coffee nursery sites is included in the Summary Report that was submitted to USAID in December 2019.

## MAIZE

### MARKETING

VCA's partnership with Self Help Africa continues to support Bore Bako and Gibe Didessa FCUs to better integrate primary cooperatives (PCs) and smallholder maize producing farmers to markets. A business to business (B2B) meeting included these two FCUs and five cooperative committees from each of the 26 member PCs, and resulted in a forward sales contract to supply 6,180 MT of maize grain until end of December 2019. Technical support was provided to 67 participants (56 lead farmers, six FCU leaders and four woreda cooperative staff) on the contractual and business management aspects of the supply agreements. The ToT participant lead farmers cascaded the training to 488 fellow member farmers (12 percent female). Topics covered include maize marketing and its challenges; pricing strategies; market segments and types of markets; maize value addition; forward and contractual marketing and partnership arrangements.

Capacity assessments were conducted on 13 primary cooperatives to identify their critical gaps in the areas of cooperative leadership, financial management, and business planning and marketing. These assessments found that cooperatives have limited capital and finance resource to procure member products and supply to the market, limited knowledge and skills on cooperative leadership, governance and management and no strategic plans or well developed business plans. As a result of these findings, a training will be organized in the next quarter.

### POSTHARVEST

**Promotion of hermetic storage technology.** A total of 97,107 smallholder farmers were introduced to the PICS bag hermetic storage technology. 52 extension agents, 6 agrodealers vendors, and 13 youth resellers were trained on the PICS bag technology. To promote wider community adoption six market demonstrations, 18 radio commercials broadcasted and 250 village demonstrations were conducted in six project woredas. 120 bag opening ceremonies were held in three different regions (Oromia, Amhara & Tigray) at 14 different woredas. 2,000 SMS with the message *"Use the chemical free PICS bags to protect your grain from insect infestations"* were sent, with 637 SMS responses received (mainly enquiring where to buy PICS bags). The outcome of these promotional activities was a total estimated sales figure of \$172,602 (ETB 5,492,560) from 137,314 PICS bags, providing the equivalent of 11,671 MT of storage capacity for grain.

HiTEC Trading House, distributor of GrainPro bags, signed a partnership agreement with VCA to promote hermetic storage technology. HiTEC sells slightly different hermetic technology imported from the Philippines that uses a single high-technology liner that farmers can use with any normal polypropylene bag. Recruitment of the sales force and the first consignment of liner stock is in place for the coming maize storage season.

**Fabricators trained on multi-crop threshers.** 26 young male artisans drawn from regional states, private and governmental institutions received practical training to fabricate multi-crop threshers in Wolkite Polytechnic College from November 18-25. The engineering training for local production capacity is enhancing the potential availability of thresher machinery and services. The collaboration with Ethiopian Biotechnology Institute (EBTi), Feed the Future Soybean Innovation Lab (SIL), Ministry of Agriculture (MoA), Ethiopian Institute of Agriculture Research with VCA provides a model for future PPP mechanization initiatives. The wrap-up evaluation workshop identified commercial pathways to make multi-crop threshers available at a reasonable cost.

The partnership between VCA and the Ministry of Agriculture organized a separate one-day crop harvesting mobilization event at Adama in collaboration with the newly established Ethiopia Agro Mechanization Association.

The event was instrumental in developing strategies and plans on how current season crops can best be harvested using mechanized technologies, including combining harvesters and threshers.

**TOT trainings on production and postharvest handling.** The Advanced Maize Seed Adoption Program (AMSAP) partnership delivered technical training to 168 (20 percent female) agricultural extension experts on methods to reduce postharvest loss, minimize quality defects, and estimating crop yields. The breakdown of the participants is provided in Table 2. Training covered additional topics on accurate cob quality evaluation; use and supply of postharvest technologies (PICS bag and metal silo); and shelling technologies.



*Trainees proudly present their multi-crop thresher built from scratch*

**Table 2. Postharvest management TOT participants**

SN	Region	Location	Training participant		
			Male	Female	Total
1	Amhara	Finoteselam	34	17	51
2	Oromia	Jimma and Shashamene	41	7	48
3	Tigray	Axum	33	8	41
4	SNNPR	Wolayta, Sodo, Bonga	27	1	28
<b>Total</b>			<b>135</b>	<b>33</b>	<b>168</b>

The main emphasis of the AMSAP fieldwork concentrates on delivering production and extension expertise through a network of more than 2,600 demonstration sites in 22 districts of Amhara, Oromia, SNNPR, and Tigray. Three local maize hybrids (BHQP 545, BH546, and BH547) are now being harvested from the various plot trials to evaluate varietal performance and suitability across different soil types and farming systems. BHQP 545 is a maize variety with enhanced quality protein characteristics to support the adoption of Nutrition Sensitive Agriculture (NSA) technologies. More than 32,000 farmers participated in field days to showcase the varieties and the associated package of best practices; as well as enjoying taste sessions of maize-based nutritious foods as part of a dietary diversity message. The breakdown of field day participants is given in Table 3.

**Table 3. Summary of AMSAP field day participants**

No	Region	Level	Field Day Participants		
			Male	Female	Total
1	Amhara	Woreda	1,378	325	1,703
		Village	14,153	2,083	16,236
	<b>Subtotal</b>		<b>15,531</b>	<b>2,408</b>	<b>17,939</b>
2	Oromia	Woreda	845	182	1,027
		Village	3,748	1,474	5,222
	<b>Subtotal</b>		<b>4,593</b>	<b>1,656</b>	<b>6,249</b>
3	Tigray	Woreda	951	747	1,698
		Village	4,531	1,638	6,169
	<b>Subtotal</b>		<b>5,482</b>	<b>2,385</b>	<b>7,867</b>
4	SNNPR	Woreda	253	130	383
		Village			
	<b>Subtotal</b>		<b>253</b>	<b>130</b>	<b>383</b>
<b>Total</b>			<b>25,859</b>	<b>6,579</b>	<b>32,438</b>

A separate partnership with private sector company Biniyam Seed Enterprise is also working on maize seed multiplication in Amhara through demonstration plots. As part of a seed production package, 354 (110 females) maize farmers are implementing best practices on land preparation, fertilization, harvesting, and pest identification and control. Supplementary training during field days integrates gender and nutrition interventions, promotion of hermetic storage, and tillage technologies.

**Promotion of tillage technologies.** FTFE VCA partner Aybar continued to manufacture and promote improved tillage technologies through field trainings, ploughing competitions on demonstration plots, distribution network expansion. A total of 754 different types of ox-drawn technologies including the Aybar Broad Bed Maker (BBM), Aybar Tie Ridgers, and Berkena Maresha plough were sold in five districts of Lume, Bure, Jabitehnan, Dangila, and Ambo. Three field day events in Amhara attracted a total of 856 (142 female) farmers. Aybar formed an agreement with nine primary cooperatives and one micro-enterprises for more effective distribution and sale of these technologies in the Amhara and Oromia.

## CHICKPEA

This reporting period is peak season for chickpea planting, production and preparation for harvest, using soil moisture left over from the main rains. To increase the availability of quality chickpea seed and commercialize both chickpea seed and grain, VCA partnered with five local seed multipliers. These businesses include Tsehay and Ghion FCUs in Amahara; Liben FCU and Amuari PLC in Oromia and Miebale FCU in Tigray.

### PRODUCTION & EXTENSION

FTFE VCA's partnership with Tsehay FCU impacts both chickpea seed multiplication and grain production through a cluster of eight primary cooperatives in four woreda near the city of Gonder. 1,590 (5.4 percent female) contracted farmers covered 734 hectares of land for chickpea grain production and 280 outgrowers covered 116.5 hectares of land for chickpea seed production. The separate partnership with Ghion FCU in the area of East Gojam, Amhara, is supporting 175 farmers producing 46.75 hectares of improved chickpea seed varieties. In partnership with Amuari and Liben FCU, 368 farmers in Oromia have cultivated and planted 157 hectares of chickpea, and in partnership with Mibele FCU, 86 farmers in Tigray cultivated and planted 22 hectares of chickpea.

**Demonstration and field days.** National chickpea production has showed decreases in 2018/19 (459,000 MT) compared to the 2017/18 (499,000 MT) main cropping season. Further decline is expected in 2019/2020 season, because the main production period has been challenging for farmers with unusually heavy rains disrupting land preparation and planting. Weather conditions have exacerbated the stark contrast between the chickpea crops following the recommended GAPs and traditional minimal-input subsistence crops which are full of disease and low-yielding. The series of field days organized by the VCA partners concentrated on field management, plant population, selection of improved varieties, correct use of key inputs, and regular field scouting for pest and disease. The coverage of the various field days is summarized in Table 4.



*VCA specialists are providing a regular support in field scouting for pest and disease in chickpea crops.*

**Table 4. Participant breakdown in chickpea field events**

Partner	Area	Events	Participants	Females
Tsehay Union	Amhara	5 field days	500	135
Amuari PLC – Oromia	Lume cluster		565	138
Amuari PLC – Oromia	Becho & Woliso	3 field days	636	142
Mibele Union – Tigray	Medebayzana woreda		240	101
Aybar tillage equipment	Lume woreda	3 demo sites	294	124
		<b>Subtotal</b>	<b>2,235</b>	<b>640</b>

**Training youth CIGs on good agricultural practices.** To encourage young farmers’ engagement in chickpea production, VCA supported 13 CIGs in Amhara with 191 (26 percent female) members. These groups received regular technical support on the application of bio-fertilizer and water management, and are working with 18 agricultural extension agents to provide continuity of technical assistance going forward. VCA distributed 2 MT of seed (Arerti variety), and 80 sachets of inoculant bio fertilizer for the 13 CIGs to facilitate late-season plantings under irrigation.

## POULTRY

With a specific focus on women and youth, VCA operations in the poultry value chain impacted 1,818 (53.6 percent female) new poultry farmers. Since the start of the poultry value chain interventions, VCA operations have been concentrated in eight woreda (two per region). A group of 100 lead farmers form the core of best practice sites; these include 31 pullet growers supplying young chickens, 39 poultry farmers producing eggs and selling mature layers for meat, and 30 SMEs specializing in commercial egg production.

The rearing and production of specific breeds of day old chicks (DOC) designed solely for meat production – commonly known as broilers – is a negligible part of the value chain at rural smallholder level. The few broiler businesses in Ethiopia are generally large-scale intensive operations that include fattening, slaughtering, and retailing to supermarkets, hotels, institutions and catering outlets.



*VCA target clients are pullet growers, smallholder producers and specialized egg businesses.*

The primary objective of the VCA model poultry demonstration units is to enhance horizontal learning and growth of the sector, increase income of participants, and improve household nutrition and overall livelihood and further investment. The major challenges facing producers, which are being addressed by VCA support, include:

- Increasing feed prices and poor feed quality from several manufacturers.
- Security issues disrupting market access.
- Limited supply of DOCs that increase the cost of poultry production.
- Very weak poultry extension services, including health service delivery.
- Poor stakeholder’s linkage up and down the value chain.
- Limited supportive policy framework on production and marketing.

Technical assistance from VCA specialists is helping strengthen community linkages between pullet growers and poultry producers and improve the continuity of supply of improved multi-purpose breeds that can be used for both eggs and meat. Pullet growers already receive a comprehensive package of inputs and technical extension from mainstream suppliers of DOC to enable them to produce healthy pullets that are ready for sale within the target 50-day timeframe. This business model is working reasonably well and overall production levels of DOC in Ethiopia are expanding fast to fulfill the growing demand for more commercial poultry production systems.

However, the linkages between the pullet growers and the end-user – typically a women’s group buying some 30 birds at a time for egg production – is extremely disjointed and weak. Feed supply and concentrate feed usage is very low, basic flock management skills are poor, and essential vaccination programs are almost non-existent. Despite this gloomy baseline scenario, there is a sense of optimism across the poultry sector that the farm-level situation is changing positively. The Feed the Future Poultry Forum held in November 2019 brought together experts from the Resilience, Value Chain, and USDA projects to share experiences on the various production models and intervention mechanisms that can continue supporting the achievements of poultry producer groups. A specific example of success story on VCA poultry clients is included in Annex I.

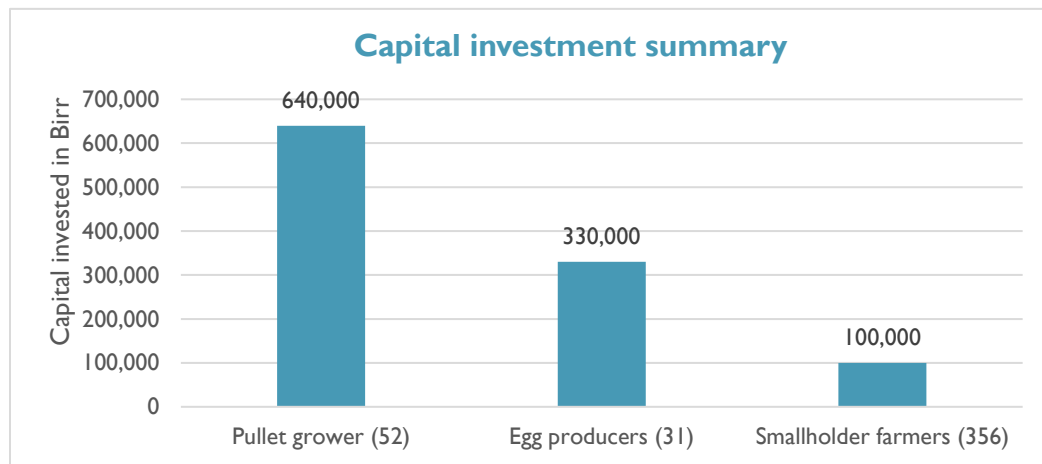
### MARKET LINKAGE & COMMERCIALIZATION

VCA supports market interventions that impact egg producers, poultry producer farmers and pullet growers. Egg prices this quarter ranged from 3.5 to 4.5 ETB each with the lowest price range in Oromia and highest in Tigray. Eggs are marketed formally through local and urban markets to retailers, wholesalers, hotels and restaurants and traders (collectors) or sold informally to consumers in the community depending on the location of the farm. Eggs from local chickens are often favored with higher prices than improved breeds because of their deep yellow yolks. In the reporting quarter 83 pullet growers, egg producers, and broiler producers were linked to market. As a result, \$549,024 (ETB 16,470,734) in transactions were recorded, as presented in Table 5.

**Table 5. Poultry and poultry products sale for the quarter**

No.	Region	Product Type	Unit	Quantity	Total sales Birr	No. of suppliers
1	Oromia	Eggs	psc	793,552	3,475,709	12
		Pullets	psc	38,455	5,146,900	7
		Broilers live	psc	3,500	210,000	1
		Broiler meat	Kg	4,293	343,460	1
	<b>Subtotal</b>			<b>9,176,069</b>	<b>21</b>	
2	Tigray	Eggs	psc	432,000	1,728,000	16
		Pullets	psc	40,000	2,600,000	8
	<b>Subtotal</b>			<b>4,328,000</b>	<b>24</b>	
3	Amhara	Eggs	Psc	312,390	1,093,368	15
		Pullets	psc	3,190	255,198	7
		Broilers	psc	130	49,040	1
	<b>Subtotal</b>			<b>1,397,606</b>	<b>23</b>	
4	SNNPR	Eggs	Psc	265,548	1,040,647	9
		Pullets	psc	7,211	528,412	6
	<b>Subtotal</b>			<b>1,569,059</b>	<b>15</b>	
<b>TOTAL</b>					<b>16,470,734</b>	<b>83</b>

39 poultry farmers further invested a total capital of an estimated \$33,713 (ETB 1,070,000) in the sub-sector. The investment is for capital goods including building new poultry houses and expanding existing facilities.



**African Livestock and Exhibition Congress (ALEC).** The ALEC event took place from October 17-19, 2019 in Addis Ababa. The 41 poultry businesses sponsored by VCA included 20 regional poultry smallholder farmers, 5 poultry equipment suppliers, and 16 DOC multiplication and breeding companies. The congress was an opportunity to network and share private-sector experiences, display their technologies and products to the visitors, and participate in scientific forums on specific topics to address the value chain challenges.

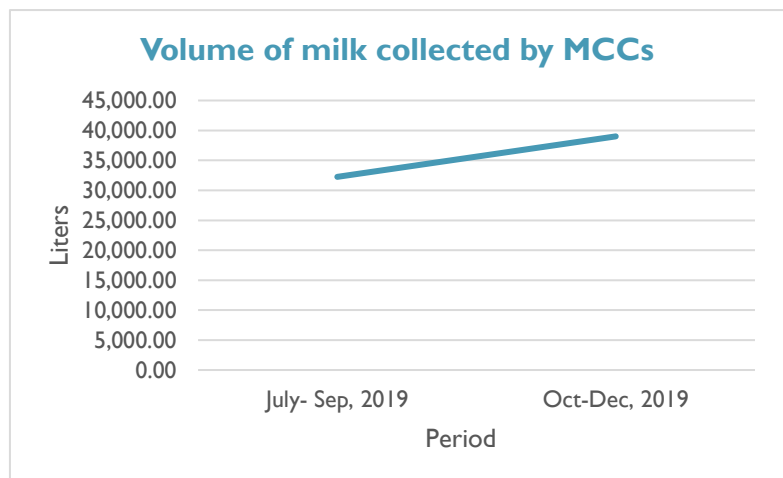
## DAIRY

VCA’s impact within the dairy value chain continues to expand, with 3,051 (959 female) new farmers engaged during the reporting quarter; bringing the total number of dairy farmers supported to-date to 60,453 (22,813 female). The encouraging figure was that 31.4 percent of these new beneficiaries were female. The challenge is now to achieve similar levels of gender mainstreaming at management positions within the network of MCCs, cooperatives and producer groups.

### COLD CHAIN INFRASTRUCTURE

Almi Dairy Training Institute, a VCA subcontractor, previously installed cleaning systems and commissioned refrigerated bulk tanks at 54 collection centers. In the reporting quarter, fittings and missing parts for another 40 MCCs were purchased.

In total, 11,652 farmers (47.8 percent female) received technical assistance and skills training on good dairy husbandry practices, fodder production, feed conservation, and hygienic milk supply and quality control. The continuing support for MCCs and their members is showing positive trends in the increase in milk supply and resulting growth in farm sales. Data collected from a representative sample of 31 MCCs indicates that the volume of milk marketed through milk collection centers has been increasing. More comprehensive data assessing MCC performance will be presented in the future reports.



VCA staff are coordinating the change in focus from the engineering functionality of the MCC network toward capacity utilization and profitability at each site. Gearing up fresh milk production and incentivizing members to commit their milk deliveries on a consistent basis takes time and relies on effective management. Some examples of these market linkages are highlighted.



## SNNPR

- Almi Dairy Processing PLC in Hawassa expanded its milk supply base through a procurement agreement for purchasing 300 liters of milk/day supplied from the Fikir Beandenet MCC in Yirgalem, 30 kilometers south of Hawassa.
- The fixed-price contract of 19 ETB/liter between Almi and Fikir MCC equates to a potential daily sale value of ETB 5,700.

## Amhara

- Habebo, Embuli, Amanuel, Ghion and Yetnora milk collection centers initiated a credit-based distribution system of 46.9 MT of dairy concentrate feed to supplier dairy farmers.
- Four MCCs in Amhara region are now supplying a total of 6,400 liters/day of fresh milk at a fixed price of 16 ETB/liter to the milk processing facility in Adama, Oromia region, owned by Ato. Getu Adamu. The sales value is equivalent to 102,400 ETB/day.
- The specific production levels in liters/day for these four MCCs are 1,600 from Amanuel, 1,300 from Lamebora, 2,300 from Tebabiren, and 1,200 from Yetnora.
- The contract between the Amhara MCCs and the processor in Adama illustrates that inter-regional transport and sales of fresh milk in bulk are becoming more feasible once volumes reach a critical mass.

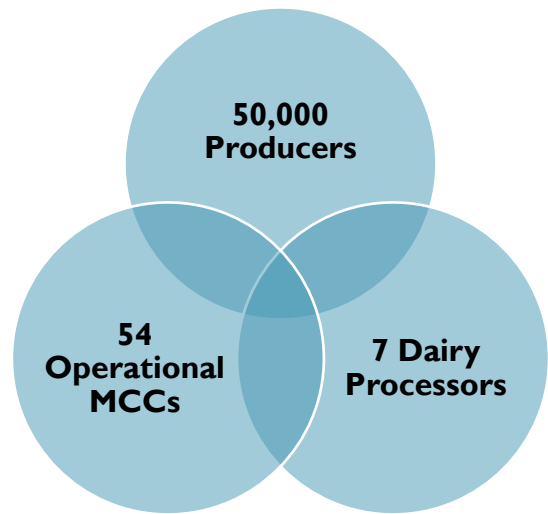
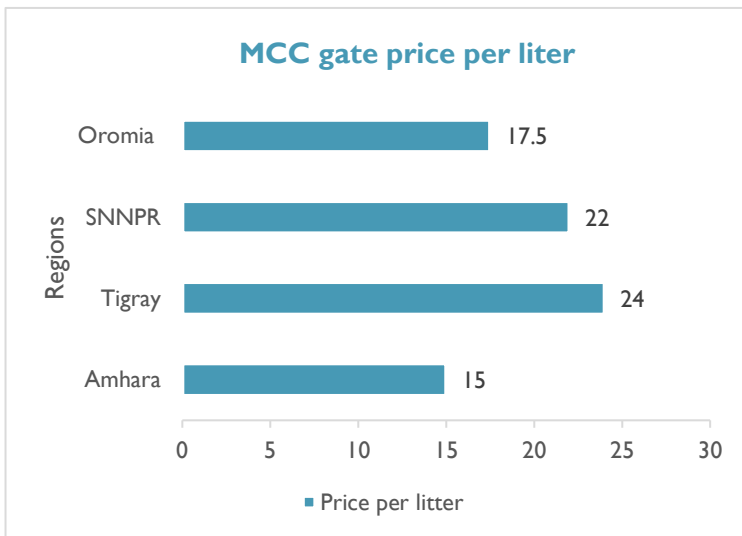
## MILK PROCESSING FACILITIES

LM Quality Management, a VCA subcontractor, is providing technical support to seven selected dairy processors that were co-investors with the USAID LMD project. This quarter, two facilities were opened: Yetnora milk processing facility in Gojam, Amhara; and the Humera milk processing facility in Humera, Tigray. The excitement of the local community and consumers is fully understandable given the long process of raising investment, securing land, constructing the infrastructure and importing the processing machinery. In the case of the Humera facility, this business journey started in 2010. The updated operational status of the seven dairy processors is summarized in Table 6.

**Table 6. Operational status of the VCA supported dairy processors**

No.	Name of processors	Region	Engineering operational status	Processing status
1	Humera Union	Humera, Tigray	All processing parts operational	All processing machinery fully installed and starting production trials for full commissioning.
2	Hirut and Rut	Angollola, Amhara	All processing parts operational	Processing 1,200 liters/day of pasteurized milk, and producing yogurt and butter.
3	Bukra Union	Maychew, Tigray	Heat exchanger unit failed and currently unable to pasteurize milk	A replacement heat exchange unit ordered and 50% of the payment completed.
4	Dembeli	Nekemte, Oromia	All processing parts not yet commissioned	Key missing equipment purchased through VCA support and transported to the site. The plant will be operational by February 2020.
5	Gojam Union	Dejen, Amhara	All processing parts operational	All machinery fully installed and process trials started as part of the commissioning.
6	Jantekel Union	Gonder, Amhara	All processing parts operational	Plant automation software issue resolved. Extra staff hired ready for factory commissioning in February, 2020
7	Embet and Her Children	Bahirdar, Amhara	All processing parts not yet commissioned	Milk processing into different types of cheese and butter. Key missing equipment purchased through VCA support and the plant will be commissioned in this coming March 2020

The significant USAID investment in a country-wide cold-chain infrastructure is just beginning to come on-stream at scale. The resulting changes in milk production volumes, MCC pricing, delivery logistics, purchases by large-scale processing factories, and final retail sales to consumers is an emerging story.



### AI SERVICE DELIVERY

Improving dairy farmer’s access to improved genetics through private-sector Artificial Insemination (AI) services is an important milestone in the dairy industry. The current reliance on a heavily-subsidized government service that is only located in main cities is not sustainable or effective. VCA is directly co-investing in two private sector AI service providers in Amhara as a pilot initiative to assess how best to compete with existing public services.

The Dr. Siraw veterinary clinic provided training to 506 (144 female) dairy farmers and milk suppliers to MCCs in Bahir Dar and Bahir Dar Zuria woreda to increase awareness in heat detection, proper feeding of dairy cows, common dairy cow diseases, and new-borne calf management. The AI field day in Bahir Dar Zuria woreda, hosted by the Evergreen Dairy Processing Plant, attracted a total of 171 dairy farmers (28 female) for a full day’s program of AI demonstration, technical training and a tour of the processing facility.



The Evergreen Dairy processing factory located 30 Km from Bahir Dar, Amhara is receiving technical assistance from VCA.

### DAIRY TECHNOLOGY CENTER (DTC)

To respond to the growing consumer demand for a safe, nutritious, and year-round supply of dairy products, the Ethiopian dairy sector must invest in improved technologies and practices as part of a comprehensive modernization. Through the mechanism of a technology fund, VCA is establishing up to 250 Dairy Technology Centers (DTC) through partnerships with leading dairy farmers, dairy cooperatives/unions, CIGs, MCCs, and dairy processors. Identifying key technologies and screening potential DTC sites is underway in the four regions as shown in Table 7. Focus areas include forage and feed production, milking machinery, milk-shed infrastructure and waste disposal.

**Table 7. Dairy Technology Center (DTC) implementation plan for 2020**

Category of DTC					
Region	Lead dairy Farmers	Semi-Commercial dairy farm	Farmer Groups/FTC	MCC and dairy processor	Total
Amhara	39	7	14		60
Oromia	67	12	12	11	102
SNNPR	28	14	0	16	58
Tigray	19	4	4	3	30
<b>Total</b>	<b>153</b>	<b>37</b>	<b>30</b>	<b>30</b>	<b>250</b>

## MEAT & LIVE ANIMAL

MLA implementation activities in this quarter focused on capacity building and market support for feed and livestock producers, which included providing equipment and technical training to lead farmers and commercial partners (grantees). The following results were recorded during the quarter:

- 17,918 livestock (17,069 shoats and 849 cattle) were sold for an estimated \$1.6 million dollars (ETB 51,338,040).
- 3,911 quintals of compound feeds sold to fatteners and feed producers, earning around \$93,000 dollars (ETB 2,965,525) primarily in Amhara.
- 112 feedlots, which belong to youth groups, women groups, and individual lead farmers, were renovated through technical and materials support.
- VCA sponsored 7 export abattoirs to participate in the African Livestock Exhibition Congress (ALEC). The export abattoirs were introduced to 12 regional FTFE VCA feedlot operators.
- Three export abattoirs, namely Mojo Modern, Abyssinia, and Kegna, signed contract agreements with VCA grantee TRIF to buy 19,440 sheep and shoats annually.

## STRENGTHENING MARKET ACCESS

VCA is continuously conducting livestock market linkages between producers and livestock buyers in all regions, resulting in an increase of farmers' income. The volume and value of livestock sales made between producers and buyers during the reporting quarter is summarized in Table 8.

**Table 8. Livestock sales made through linkages created by VCA**

No	Region	Shoat		Cattle		Total sale	
		Volume	Value ETB	Volume	Value ETB	Volume	Value ETB
1	Oromia	16,651	32,782,740	293	6,490,820	16,944	39,273,560
2	Amhara	23	74,880	486	10,831,600	509	10,906,480
3	SNNPR	100	185,000			100	185,000
4	Tigray	295	413,000	70	560,000	365	973,000
	<b>Total</b>	<b>17,069</b>	<b>33,455,620</b>	<b>849</b>	<b>17,882,420</b>	<b>17,918</b>	<b>51,338,040</b>

**Linking livestock producers and feeds processors.** Feed producers are mostly located in urban centers far away from rural kebeles. Farmers travel long distances on poor roads to purchase compound feeds and consequently incur additional cost. VCA is addressing this issue by linking feed processors, agrodealers, CIGs, and multipurpose cooperatives (MPCs) to facilitate an efficient supply of compound animal feeds to farmers closer to their kebeles. This has been addressed through woreda-level trade fairs, on spot sales, and deals for subsequent feed delivery. Results of feed transactions in the reporting quarter are shown in Table 9.

**Table 9. Feeds sale transaction during the reporting quarter between farmers and processors**

Sale No	Region	Total feeds sold in value	Total feeds sold in value (ETB)	Remark
1	Oromia	80 liters	32,000	Molasses
2	Amhara	3801 quintals	2,903,525	compound feeds
3	SNNPR	30 quintals	26,300	compound feeds
	<b>Total</b>	<b>3911</b>	<b>2961825</b>	

### FAST TRACK CAPACITY BUILDING SUPPORT

VCA used a cost share model to provide material to renovate 112 micro-feedlots, owned by young farmers and youth groups, ultimately involving 295 individual farmers (6 percent female) in the four regions (Amhara 40, Oromia 30, SNNPR 12, and Tigray 30). As a result of the support, the feedlots' hosting capacity increased from an average of three cattle to ten cattle per six months. The model farms also serve as demonstration sites for good husbandry practices.

### TEMESGEN RETEBO INTEGRATED FARM

Temesgen Retebo Integrated Farm (TRIF), a VCA partner in SNNPR, is receiving support on shoat and cattle fattening which includes a main demonstration site, barn renovation/construction, animal selection, animal feeding, health care, and construction design. Progress in the reporting quarter included the development of training materials and selection of one demonstration site in each of the four woredas (Gibe, Ameka, M/Azernet and Endegagn) involving 135 farmers. TRIF conducted a baseline report on the four selected sites covering livestock population and practices. TRIF kicked off activities on December 20, 2019, including a field day and demonstration on improved shoat farming practices at its farm located at Hosaena town, Gibe woreda. More than 1,615 producers (54 percent female) and woreda officials visited forage production sites, newly constructed shelters for cattle and goat fattening, and observed the condition of cattle and goats in the late stages of a feeding program. Furthermore, eight input suppliers and service providers promoted their business and sold 30 quintals of compound feeds to visiting farmers.

## CROSS-CUTTING ACTIVITIES

### CAPACITY BUILDING

#### MARKET & COMMERCIALIZATION

Marketing activities in maize and chickpea are mostly hindered by a lack of systemic aggregation and storage systems. In partnership with the Cooperative Agency, VCA has continued to scale up the knowledge of aggregation and marketing through a training program for 572 members (29 percent female) of primary cooperatives from 16 woredas in the Amhara region.

FTFE VCA's subaward with RATSON is delivering initial training modules on business management and financial recordkeeping for youth groups in Oromia that are participating in a tractor mechanization scheme. Liaising with the Oromia Credit and Savings Bank, regional government institutions, and a representative from John Deere will ensure a full package of skills development for the young entrepreneurs during 2020. This package may also include VCA sponsorship of a driver's license course



*Temesgen Retebo, owner and manager of TRIF on his farm in Hossaena. The surrounding environment is a semi-arid grazing area for pastoralists.*

for selected members of the youth groups to encourage greater ownership of the tractor and direct hands-on commitment to the contracting business. The evaluation of service providers for licenses is underway.

### MARKET INFORMATION

VCA prepared and distributed the first price outlook brief on the Ethiopian Meat and Live Animal export sector targeting Gulf countries as the major export markets. Currently exporters are exporting live shoats at 5.5 to 6 USD/Kg and they are buying the supply of live cattle at a cost of 5 USD/kg. The resulting insignificant profit margins are of serious concern for long-term viability. Export price and demand rises during Islamic holiday periods, which coincides with increased competition for suitable animals for local market supply. The volume of beef export is currently declining due to a shortage in the supply of suitable high-quality carcass and high prices in the Ethiopian local market. In addition, Gulf countries have become increasingly stringent in animal health and quality control regulations, restricting exports to these countries.

### FINANCING

The USAID Development Credit Authority (DCA) system for reducing the collateral risk of bank loans to the private sector has changed slightly during QI. The previous agreement with Oromia International Bank (OIB) has now stopped because of loan guarantee limits with this institution. Any pending loan requests to OIB are being transferred to other participating banks. USAID's new DCA agreement with Awash Bank allows MFIs to secure loanable funds. This provides flexibility and opportunity for micro and small businesses that are not served by the mainstream banks.

VCA is continuing to provide financial advisory services to agricultural businesses applying for new loans under the DCA loan guarantee scheme. After reviewing and revising business plans for eight new companies in the MLA, dairy, and coffee value chains, loan applications were submitted for a total value of ETB 118.6 million (\$3,953,300). The businesses are expected to leverage a total investment of approximately ETB 170.5 million (\$5,683,300) and create 214 new jobs.

VCA is following up with companies that have already received DCA loans in 2019/2020. The underlying concern is that many of these new start-up entrepreneurs remain undercapitalized and continue to overspend on unexpected infrastructure and equipment needs, leaving them critically short of the working capital needed support day-to-day operations. Providing technical assistance alone will not solve these financial issues. This leaves many of the new businesses exposed to serious shortfalls on their revenue projections, increased expenditure against budget, and a subsequent risk of default on loan repayment terms. The VCA leadership are developing proposals for USAID consideration to provide supplementary support to such DCA businesses in distress.

Individual investors continue to secure loan finance outside of the DCA scheme with technical support from VCA. The Andenet Coffee Farmers Cooperative Union from Bench Maji Zone, SNNPR secured a two-year, ETB 10 million loan from Addis International Bank.

### AGRIBUSINESS

The VCA Capacity Building team in Addis Ababa is coordinating a national program of infrastructure and equipment support to more than 60 agrodealers through the mechanism of a Technology Fund. The initial priority



*After receiving a loan of ETB 7.7 million under DCA Haileabe, a dairy processor in Amhara region have increased production from 500 to 2000 litres of milk per day.*

is strengthening input supply agreements between commercial partners (such as manufacturers and wholesalers) and individual agrodealers at the regional level. A series of B2B forums has already identified quick wins in terms of supply-sale agreements for seeds, agrochemicals, veterinary drugs, farm implements, and hermetic storage bags. In many cases, VCA's role as a go-between is all that is needed to initiate transactional business and subsequent improvements in input supply to farmers. The business growth with these SME agrodealers will be supported by VCA co-investment in addressing pragmatic challenges at the shop level such as storage capacity, shelving, power supply, product information and display, and technical staff for localized extension.

### ENABLING ENVIRONMENT

To date, the poultry development and marketing sector has been operating without any comprehensive or systematic legal framework. In response to a formal request from the MoA Livestock Department, VCA staff are providing technical and conceptual input for the poultry legal framework study. Since the MoA submitted its draft TOR, the VCA team have participated in three discussions with the poultry development director and marketing experts of MoA on the feasibility of the TOR and workable methodologies. Important stakeholders from the private sector, including the Ethiopian Poultry Producers and Processors Association (EPPPA), have contributed during the consultation process. Resource proposals for consultancy input will be submitted to USAID once a clear consensus is reached with the MoA on the TOR and survey methodology.

### GENDER & YOUTH INCLUSION

VCA works to mainstream gender and promote opportunities for increasing youth employment across all targeted value chains. VCA follows a two-pronged approach to achieving women and youth empowerment through targeted interventions that specifically address the Women's Empowerment in Agriculture Index (WEAI) domains – such as decision making over production and income, access to resources, and participation and leadership.

In the reporting quarter the activity reached 6,326 female beneficiaries and 3,329 youth. The percentage of the beneficiaries by value chain is indicated in Table 10.

This quarter, VCA reached 5,274 farmers (33 percent female) using the Transformative Household Methodology (THM) approach in the chickpea, maize, poultry, coffee, dairy, and MLA value chains and nutrition activities. The THM provides men with a new perspective on the unpaid burden that women and girls face and allows them to guide discussions about balancing the workload among different members of the family and the community. It has been seen to positively change the attitudes of men toward traditionally female tasks such as childcare and firewood collection, and encourages them to help with household chores. There was also a notable increase in female participation in cooperatives. THM also serves as a good entry point for engaging youth through the principles of positive youth development.

Another initiative is the mentorship program, a peer learning activity that links established producers working in the target value chains with locally-based mentees who have demonstrated commitment to sustained engagement in the value chain. During 2019, 30 women and youth mentors (66 percent female) across four regions have been connected with 316 mentees (75 percent female). The second round of the mentorship program began this quarter

**Table 10. Percentage of female & youth new beneficiaries by value chain**

Value Chain	Female (%)	Youth (%)
Chickpea	27%	30%
Coffee	27%	18%
<b>Cross-Cutting</b>	5%	14%
Dairy	42%	13%
Gender	52%	28%
Maize	35%	26%
MLA	29%	8%
Nutrition	57%	32%
Poultry	47%	29%
<b>Grand Total</b>	<b>37%</b>	<b>20%</b>

with new groups of mentors and mentees. In Tigray, the team trained eight (five female) mentors who are engaged in poultry production and each mentor will now be selecting 10 women and youth mentees in the coming quarter, thereby impacting some 80 persons. Other regions will continue selecting mentors and mentees.

VCA initiated pilot childcare services in response to limited attendance by women during training and field events due to lack of childcare services. The activity aims to increase the number of women participants and also improve the quality of training/capacity building that women receive. This quarter, 54 childcare service providers received training to ensure consistent quality and



Seferash Asefa works in Endekel washing station where she earns ETB 30 per day.

safe caregiver services. Following the training in SNNPR, the service was first piloted at a Gibe woreda MLA field day. A total of 16 mothers used the childcare service. Similarly, in Tigray, 95 women farmers participated in a chickpea field day and 16 percent of the participants came with their children and used the childcare service. Mothers expressed satisfaction with the service and admiration for the project on the respect and value shown.

In Amhara, two women's groups and one youth enterprise participated in a market linkage workshop to introduce hermetic storage bags and they each signed contract agreements to become a PICS bag dealer. 358 PICS bags were received from Shayashone and 124 sold to 62 (73 percent female) beneficiaries. In addition, one model woman farmer, who used Aybar BBM technology, conducted an awareness creation session with 619 (20 percent female) maize producer farmers on the technology usage and its benefits during crop field days.

Gender Equality and Positive Youth Development training in Oromia was conducted with key private sector partners to raise awareness of gender and youth issues and discuss how to reach more women and youth within value chain activities. A total of 36 (31 percent female) participants benefitted from the activity.

### Meetings & Events

- Two-day Gender and Youth Development experience sharing and learning workshop in Adama, Oromia discussed cross-cutting issues. A total of 28 VCA staff (21 percent female) attended the workshop.
- 16 Days of Activism Against Gender-Based Violence (GBV), an international campaign seeking to highlight challenges faced by women and girls who experience acts of violence. The 2019 theme was "Orange the World: Generation Equality Stands against Rape!" VCA held discussion sessions on sexual harassment and its effect on women in the workplace.

## NUTRITION

Nutrition mainstreaming in VCA meaningfully improves women's dietary diversity. Providing Nutrition Sensitive Agriculture (NSA) training for influencers such as husbands, religious leaders, influential elders, and extension workers supports the increase in consumption of a variety of food groups. This helps women of reproductive age to remain healthy and if pregnant, improves their chances of a healthy delivery. Key components of the NSA capacity building include:

- Religious leaders and influential elders successfully transmitted key nutrition messages on the importance of eating animal source foods during pregnancy and lactation for women in their respective regions.

- Agricultural extension workers delivered nutrition education to 2,263 (51 percent female) smallholder farmers in Tigray and Amhara regions during field and farm demonstration days on the cultivation of nutrient dense vegetables and crops (such as maize, chickpea, and eggs) for consumption in Tigray and Amhara.
- An additional 2,670 (84 percent female) farmers benefitted from nutrition education and community dialogue in Amhara and Tigray regions facilitated by health extension workers.
- Beneficiary farmers also attended cooking demonstration sessions conducted jointly with health extension workers where farmers were encouraged to use different food groups including vegetables, fruits, eggs, legumes, dairy, and meat in their daily diets.
- In Tigray and Oromia, 46 VCA staff received ToT training on dietary diversity, including utilization of reference guides for mainstreaming key nutrition messages in their various activities.
- The project continues to engage with partners working on NSA such as Food and Nutrition Coordination Office, BENEFIT, USAID/John Hopkins Center for Communication Program, and Bureau of Agriculture.



*Ato Zewdu Getachew, VCA's Nutrition Specialists provides nutrition education to members of Bashasha Badia-Coffee Group.*

### **Notable Achievements**

- 300 female beneficiaries of common interest groups in poultry, coffee, and MLA value chains in the Amhara, Tigray, and Oromia received training in vegetable production (Swiss chard, kale, tomatoes, and carrots) to increase dietary diversity.
- 334 beneficiaries (22 percent female) trained in NSA from MCCs, Farmers' Cooperative Unions, CIGs, sub awardees, health and agriculture extension workers, and woreda experts.
- 1,337 beneficiaries (31 percent female) in target woredas participated in 20 cooking demonstrations and nutrition education activities.
- 89 religious leaders and influential community elders received training to solicit their approval of consumption of animal-source foods during fasting by pregnant and lactating women in Tigray.
- 22 (7 percent female) media personnel attended a media advocacy workshop aimed at leveraging the role of media in improving women's dietary diversity in Oromia.

### **Capacity Building Events**

- Preliminary demonstrations of a mobile application message facilitated by USAID/Johns Hopkins Center on utilizing technology to increase knowledge of the importance of dietary diversity.
- Participated in a Nutrition Layering and Convergence annual progress review workshop with other partners and USAID, organized by Growth through Nutrition. The way forward identified partners at all levels to enhance and encourage collaboration and provide strong joint technical support.
- *Diets, Affordability and Policy in Ethiopia: From Evidence to Action* conference organized by IFPRI, EPHI, A4NH, Compact 2025 and PSI, provided an opportunity for VCA to display nutrition achievements. The team presented promotional materials, survey results (baseline vs annual), success stories, and photos. Conference participants visiting the stand expressed their satisfaction with project achievements.



- Food and Nutrition Coordination Office organized a Nutrition in Agriculture workshop and experience-sharing session to review how the National NSA fits into the 10-year agricultural development plan.

## SUBAWARDS

VCA's ongoing support to the private sector utilizes USAID's grants under contracts mechanism and subcontracts to scale up implementation activities to build capacity, support commercialization, and scale technologies leading to more sustainable value chains. During the reporting period, six subawards valued at \$1.27 million were approved and are being implemented both regionally and nationally. To date, 46 approved subawards are currently under implementation. During this quarter, the obligated subaward budget has reached \$14.4 million, equivalent to 74 percent of the total subaward budget of \$19.4 million.

**Table 11. Breakdown of Subaward budget and obligations**

No.	Subawards	Approved Budget (USD)	Budget Obligated (USD)	% Obligated (USD)
1.1	Subgrants	\$ 7,250,000.00	\$ 5,882,971.49	81%
1.2	Subcontracts	\$ 12,211,148.00	\$ 8,499,610.75	70%
<b>Total</b>		<b>\$ 19,461,148.00</b>	<b>\$ 14,382,582.23</b>	<b>74%</b>

Approved subawards during this reporting period include:

- **RATSON Women Youth and Children Development Program:** Through partnership with RATSON, VCA is providing active support to youth groups involved in tractor mechanization schemes. These youth groups have obtained loans to purchase tractors through the government youth employment scheme. Trainings build capacity and improve youth's understanding of their financial obligations, how to properly run their business as a stable venture, how to develop profitable marketing channels, and how to obtain necessary services and assistance in business development, planning and marketing.
- **HITEC Trading House:** This award is expanding the use and availability of hermetic storage bags for smallholder farmers. The GRAIN PRO bag technology offers chemical-free storage, while keeping grains free from insects, rodents, and mold. Other objectives include job creation targeted at youth and reduction of postharvest loss for smallholder farmers. The promotion of this technology will contribute to household food and income security by eliminating costs and health risks arising from the increased use of chemicals for fumigation, while preserving higher levels of essential micronutrients during storage.
- **Family Milk:** VCA will support Family Milk's UHT technology packaging to increase the productive capacity and improve the ability of downstream operations to access regional export markets. This subaward will ultimately increase the availability of high quality milk sold to the consumer, improve the consistency of milk supply, and increase the volume of UHT milk sold domestically and regionally.
- **Amanuel Dairy Processing and Marketing Cooperative:** This award aims to expand the market for dairy cooperative farmers. Activities focus on diversifying milk-orientated dairy operations into supplementary cheese production. Converting milk to cheese allows for longer shelf life, creating a year-round market unaffected by fasting periods. Amanuel will work with farmers to improve the quality of milk through training on proper feed utilization, good animal husbandry techniques, and hygienic standards.
- **ACDI/VOCA:** This continues the work under the Advanced Maize Seed Adoption Program's (AMSAP) goal of evaluating hybrid seed performance on smallholder farmer's trial plots and develop protocols for reduced post-harvest loss of maize among farmers.
- **CropLife Ethiopia:** This is a fixed price subcontractor under the simplified acquisition threshold. Under this partnership CropLife Ethiopia will scale up VCA's work with Spray Service Providers (SSPs), in terms of geography, crops, pests and diseases. This will increase smallholder access to agricultural inputs and increase knowledge and usage of proper procedures for pesticide application to help combat weeds, pests, and diseases that threaten crop yields.

## MONITORING, EVALUATION & LEARNING

- Tracking number of direct beneficiaries.** During this reporting period, 17,295 (37 percent female) new direct beneficiaries were impacted by all targeted value chain interventions across the four regions. VCA's M&E team collected, verified and recorded detailed profile data of all these beneficiaries in CIRIS. It is very encouraging that the percentage share of female new beneficiaries during this quarter increased to 37 percent from the previous quarter's share of 30 percent. This positive change is due to deliberate efforts made by VCA staff and largely came from poultry and dairy value chains having a percentage share of 47 percent and 42 percent, respectively. Cumulative number of direct beneficiaries to date in all value chains has reached to 247,267 (27% female) which is 80 percent of the life of project target.

**Table 12. Direct beneficiaries by value chain and gender (Oct – Dec 2019)**

Value Chain	Female	Male	Total
Maize	1,133	2,059	3,192
Coffee	861	2,296	3,157
Cross cutting	1,096	951	2,047
Dairy	3,051	959	1,801
Poultry	842	959	1,801
Chickpea	458	1,216	1,674
MLA	34	84	118
<b>Total</b>	<b>6,326</b>	<b>10,969</b>	<b>*17,295</b>

Note: \*The total unique direct beneficiary number of 17,295 is not arithmetic sum of the beneficiary number by each value chain since about 10% of them were reached through multiple value chains during the reporting quarter.

- PICS bag second round survey.** VCA partner, JaRco Consulting PLC, conducted round II of a study on the effect of PICS bags on household income. The first round of this study was conducted in June 2019 and the second round six months later in December 2019. The final report of this study is expected to be delivered at the end of January 2020.
- Facilitated FY2019 USAID DQA.** VCA M&E team facilitated the FY2019 DQA by USAID. The DQA covered 11 performance indicators and was conducted in VCA national office and two regions (Amhara and Oromia) including site visits.
- M&E series published on Agrilinks.** An MEL series was developed by M&E staff and posted on Agrilinks. The series focuses on how the M&E system functions to utilize monitoring data for adaptive management and capturing knowledge for learning and decision making. The link can be found at <https://www.agrilinks.org/post/using-monitoring-data-adaptive-management>.
- M&E annual review & training workshop.** The M&E review and training workshop was convened November 26-29, 2019 in Bishoftu town. The goal for the workshop was to create a common understanding and goals among all M&E staff regarding the current status of project performance, share experiences, and set priorities for M&E activities in the next period. It also provided capacity development training to build upon existing staff capacity in Excel. The workshop was successful, with full attendance of all national and regional VCA M&E staff, as well as input from VCA's COP and DCOP.

## ANNEX I. SUCCESS STORIES

### *Changing social norms to improve maternal health*

Feed the Future Ethiopia Value Chain Activity (VCA) is working with more than 600 religious leaders and village elders across Amhara, Oromia, Tigray, and SNNPR, to promote healthy animal source food consumption among pregnant and lactating women. Religious leaders and elders are in a position to mobilize grassroots support and influence cultural norms by correcting misguided information.

One belief in the Ethiopian Orthodox Church requires followers to fast 255 days a year by abstaining from any animal source food, and not consume food or water until 3:00 pm. Though this rule is not mandatory for pregnant and lactating women, it is often followed by mothers, especially in rural areas. This prevents women from getting the required nutrients from a variety of food groups, that are critical for maternal and child health.

VCA provides hands-on training for religious leaders on maternal health and nutrition based on the USAID/GAIN sermon guide, which provides details from the bible and other written orthodox doctrines on the importance of caring for women and her unborn child. The training includes a detailed description of health complications for the mother and the baby associated with fasting during pregnancy and breastfeeding. To date, 2,000 pregnant and lactating mothers have benefited from the program.

Aba Melake Nardos Gebresilasie, the head priest for Endayesusu Church in Laelay Adyabo, Tigray, said the training helped him craft positive messages of maternal and child nutrition without contradicting his beliefs.

“I learned how to serve families and my community better without refuting the word of God or my beliefs,” he said.

He is now working with 35 priests to promote women's dietary diversity, and is working directly with women in his community.

One of the women, Nigist said she risked her life by trying to fast while pregnant.

“I assumed it was mandatory to fast so I abstained from food till late afternoon and avoided meat and dairy. When I was seven months pregnant, I got very sick. I was diagnosed with acute anaemia. I still refused to stop fasting against my doctors’ advice” said Nigist.

“It was Aba Melake Nardos who changed my mind. He made me aware that the written word of my religion does not require pregnant or breastfeeding women to fast, and that I should take care of myself and my baby. Then thanks to him I started eating right and I gave birth to a healthy baby boy and have my health back,” she said.



*Nigist and her baby.*

### Farmers supported with coffee processing

Feed the Future Ethiopia Value Chain Activity (VCA) provided resources and expertise to establish 32 micro mill washing sites and 18 sun-drying sites for the 2019/2020 harvest season. Currently, 22 sites owned by cooperatives, commercial, and lead farmers in SNNPR and Oromia received the mill and drying beds in co-investment modality. The micro mills are now fully operational.

Each micro mill for honey-processed and washed coffees features a small processing station, multiple drying beds, and a small warehouse for storage. The objective is to evaluate the latest processing techniques for washing stations including advanced yeast-based fermentation systems. The sun-drying system assesses the change in approach toward air-drying where the levels of direct sunlight are carefully controlled.

The micro mills and drying beds are expected to give access to more than 12,500 smallholder producers. Farmers will also receive training on enhanced skills related to coffee processing best practices through Boot Coffee. VCA is currently distributing 10 additional micro mills and drying beds to selected lead farmers and cooperatives in Oromia and SNNPR.

The candidates for the support were selected by a committee assembled from VCA, Boot Coffee, regional Coffee and Tea Authority officials, and union representatives.

Mustafa Abadulesa, from Oman Fentale kebele in Oromia, is operating a micro mill for farmers in the area. Mustafa says the specialty coffee processing standards are always changing, so these mills can help farmers catch up.

“It’s the postharvest process that compromises our coffee quality,” he said. “The mill and drying beds will contribute significantly to assure quality. I’ve already been approached by many farmers to get the service.”

Nejib Abadulesa from Sedi also received a micro mill and is looking forward to working with farmers in his area. The mill is the first in Sedi woreda. “The mill is a very important resource for farmers; many showed high interest to rent the service and process their coffee at the facility. This will also create additional jobs, as we will need to hire people to operate the mill and support the activities.”



32 micro mill sites are expected to process up to 2,240,000 kilograms of coffee.



“Coffee processing is changing. VCA’s support in micro mill and the technical advice is helping us to catch up to the dynamic changes in the specialty market.” – Mustafa Abadulesa, a coffee farmer and exporter from Oromia, Jimma.

## Cup of Excellence: Inviting farmers to the Olympics of coffee

In a series of nine workshops across all coffee growing areas, the Ethiopian Coffee and Tea Authority and Feed the Future Ethiopia Value Chain Activity (VCA) led awareness creation campaigns on the Cup of Excellence (CoE). The workshops invited farmers to take an active role in the upcoming competition. More than 2,200 farmers were introduced to the benefits and importance of CoE, the rules and criteria to enter the competition, and trained on postharvest practices to ensure coffee quality.

Participant farmers said they were motivated to enter the competition. “I am glad I came to this workshop. Learning about CoE gave me more confidence to produce quality coffee. The timing is also perfect as producers in my area have already started to shift attention to specialty coffee,” said Kundisa Ferke, a coffee producer from SNNPR and owner of an export company named South Bench Morita Agro-Industry Plc.

The workshops were held in Hawassa, Dilla, Bula Hora, Sodo, Bonga, Gimbi, Jimma, Harar/Chirro, Finote Selam.

Participant farmers and experts agreed the CoE is an opportunity to encourage farmers focus on specialty coffee and to promote new origins. Farmers quotations from workshops are outlined below:

- “I believe we have the best coffee, but it’s unknown, I started growing coffee about 15 years ago and shifting to coffee from other crops was the best decision I have made as a farmer. Our coffee is very special, and ecology is suitable. Many farmers in my woreda are now realizing the potential and shifting to coffee. However, we are not recognized by the market. I believe will be a platform for us to promote our unique flavors,” **Ato Atalay from Dera Woreda, Amhara**
- “We are often discouraged to take extra care for our coffee because there are no incentives. This competition will change that,” **Gashaw Kinfe, Jimma, Oromia**
- “Quality has a cost. We are not compensated accordingly and we have limited information about cupping and grading process. This workshop was a lesson on that. I look forward to participating in the competition and learn more about my coffee,” **Bekele Heto from Gedeo, SNNPR**
- “One of the big bottlenecks for the coffee sector is finding high-end markets for quality coffee. CoE presents an opportunity to address this problem and we have to work hard to take advantage of this opportunity. I have already started the discussion with my colleagues on what we can do to help coffee growers take full advantage of the competition,” **Tekele GIKiros, quality control expert from the Ethiopian Coffee and Tea Authority**



*Ato Shafi Umer vice General Director of the Coffee and Tea Authority encouraged farmers to take advantage of CoE to promote their coffee to the world market.*



*Aduzna Haile, a workshop participant in Fenote Selam, expressed his interest to collaborate with farmers in his village to participate in CoE*

### Supporting the dairy value chain from farmer to consumer

The Feed the Future Ethiopia Value Chain Activity (VCA), is working with more than 55,000 dairy farmers, providing technical assistance to improve milk productivity and animal health. With increased volume farmers are linked to milk collection centers (MCC) as a reliable local market.

VCA is working with more than 90 MCCs, helping them purchase and install equipment to boost capacity and efficiency. The MCCs are located in central areas, making it easy for farmers to deliver milk twice daily, thereby ensuring optimal freshness and quality. Currently, the MCCs collect an average of 59,000 liters of milk per day from more than 50,000 farmers, representing ETB 1.2 million (\$34,000) in daily sales. This increases incomes while strengthening the overall capacity of Ethiopia's dairy sector. By project end, dairy farmers will be producing 100,000 liters of milk a day – or 36.5 million liters per year, which translates directly into higher incomes and access to nutritious food for farm families.

Farmers feedback from the MCCs is positive. “I collect 50 liters from my two cows and deliver the milk to Daero, MCC, and get an average monthly income of ETB 20,000,” says Birinesh Gorsa, a dairy farmer in Agula, Tigray.

“Previously we collected 60 liters of milk per day from 11 farmers, and once our chiller became operational our collection capacity grew to 500 liters per day, and so did our income and the number of farmers who deliver milk,” says Temesgen Bekele, chairperson of Fikir Beandenet MCC, in Yergalem, SNNPR.

As capacity and volume continue to grow, the MCCs are creating new jobs, particularly for rural youth. “As a college graduate, I struggled to find a job. Luckily, I found work in Embuli collection center before I was desperate. I now work as a salesperson. In addition to earning an income, working in the MCC has provided me with new skills dairy processing, which I hope to learn more about in the future,” says Ketema Shegaw, in East Gojam, Amhara.

After quality control, aggregation, and chilling, the milk leaves the MCC for processing facilities or other buyers. VCA is supporting processing facilities in adopting hygienic practices and value-added processing techniques to increase the availability of quality dairy products for Ethiopian consumers. With expanded capacity, the plants need to hire additional staff, creating hundreds of new jobs, and building new skills in local communities. “This is a great opportunity for me to learn about the industry and build my skills. I feel confident now that I can operate chillers and processing machines fully,” says Andualem Bekele (27) Assistant Production Manager at Almi Dairy a partner in Hawassa.



*Andualem Bekele, Assistant Production Manager at Almi Dairy Processing, displays the dairy's new one gallon packaging.*

### Supporting poultry businesses for income and sustainability

Feed the Future Ethiopia Value Chain Activity (VCA) launched a fast track intervention from July to October 2019 in eight selected woredas across the four target regions. The intervention involved 100 participants (39 model poultry farmers, 31 pullet growers, and 30 small scale egg producers) and aimed to create model poultry demonstration units to enhance horizontal learning and growth of the sector. 50 percent of participants were women. The intervention included intensive technical follow up and material support to improve housing, feeding techniques, and farm hygiene.

The general feedback collected from farmers is that the intervention improved productivity and reduced mortality. Farmers standardized housing by renovating floors, and applied biosecurity measures like construction of changing rooms, foot baths, and fencing, all of which improved the working environment and reduced infection. According to a sample survey of 100 participants, egg production doubled in Tigray and Oromia, and by 10 percent in SNNPR. Chicken mortality in Tigray, which was the highest compared to other regions, reduced from 10 percent to 2 percent.

The intervention also motivated many to join the sector. 7,166 (3,910 female) smallholder farmers participated in a field day and demonstration of best practices. Zenebu Sishu, from Lume, Oromia joined the poultry industry in 2018, but struggled with high mortality rate, low productivity, and limited market opportunities.

“The support from VCA came at the right time,” she said. “It was challenging to get feed and vaccine.” Zenebu increased the net farm income from ETB 299 (\$10) to 364 (\$12.13) per day (22 percent increase) during the intervention period.

Haftom, a 20-year-old poultry farmer from Tigray had a similar situation as Zenebu. He started the business with 600 Bovans Brown egg layers hoping to create employment, but faced challenges to take the business to a level he hoped for. However, the support helped him increase production by 15 percent in just six months. His farm is now serving as a demonstration site for 500 smallholder farmers.

With increased production, the participating farms are creating additional employment opportunities for young people. Shewit Poultry Farm in Tigray, for example, is providing its five members with a steady income. Aregawi Belay, one of the owners of the farm says the support was crucial for the group. “In just a few months our production grew from 600 to 750 eggs per day,” he said.



*Tesfaye Geberiyohannis collects up to 750 eggs daily at Shewit Poultry farm.*

## ANNEX II. MATERIALS & EQUIPMENT FOR MICRO MILLS UNDER TECHNOLOGY FUND

No	Name Beneficiary	Zone	Woreda	Kebele	Material Donated by VCA
1	Demekke Wanna washed coffee	B/Shako	Dehub Bench	Miah	1 Machine, 40 Mesh Net, 9 shade net & 2 plastic sheet
2	ZAT PLC	Kaffa	Gimbo	Tula	1 Machine, 40 Mesh Net, 9 shade net & 2 plastic sheet
3	Endakel Coops	B/shako	Semen Bench	Endakel	40 Mesh Net, 9 shade net & 2 plastic sheet
4	Fanika Coops	B/shako	Dehub Bench	Fanika	40 Mesh Net, 9 shade net & 2 plastic sheet
5	Yoka Coop	Kaffa	Decha		1 Machine, 40 Mesh Net, 9 shade net & 2 plastic sheet
6	Michiti Coop	Kaffa	Gimbo		40 Mesh Net, 9 shade net & 2 plastic sheet
7	Beha Coop	Kaffa	Decha		40 Mesh Net, 9 shade net & 2 plastic sheet
8	Bonga Agricultural Research	Kaffa	Gimbo		10 Mesh Net, 3shade net & 1 plastic sheet
9	Kenenisa Omo gobu coop	Jimma	Gomma	Omo Gobu	1 Machine, 40 Mesh Net, 9 shade net & 2 plastic sheet
10	Tokuma Balfo Konche Coop	Jimma	Gomma	Balfo Konche	1 Machine, 40 Mesh Net, 9 shade net & 2 plastic sheet
11	Kola Sulaja coop	Jimma	Gera	Kola Sulaja	1 Machine, 40 Mesh Net, 9 shade net & 2 plastic sheet
12	Nejib Haji Sadik	Jimma Gera	Gera	Wanja kersa	1 Machine, 40 Mesh Net, 9 shade net & 2 plastic sheet
13	Taddese Gudina	Jimma	Gera	Wanja kersa	40 Mesh Net, 9 shade net & 2 plastic sheet
14	A/jihad A/bulgu	Jimma	Gera	Kola Sulaja	1 Machine, 40 Mesh Net, 9 shade net & 2 plastic sheet
15	Sabiko A/mecha	Jimma	Gomma	Yachi urach	1 Machine, 40 Mesh Net, 9 shade net & 2 plastic sheet
16	Mustefa A/lulesa	Jimma	Gomma	Omo funtula	1 Machine, 40 Mesh Net, 9 shade net & 2 plastic sheet
17	Mustefa A/Keno	Jimma	Gomma	Beshasha	1 Machine, 40 Mesh Net, 9 shade net & 2 plastic sheet
18	Maryam Abafogi	Jimma	Gomma	Kola sulaja	1 Machine, 40 Mesh Net, 9 shade net & 2 plastic sheet
19	Gugu Abalulesa	Jimma	Gomma	Beshasha	40 Mesh Net, 9 shade net & 2 plastic sheet



No	Name Beneficiary	Zone	Woreda	Kebele	Material Donated by VCA
20	Biya Faris	Jimma	Gomma	Beshasha	40 Mesh Net, 9 shade net & 2 plastic sheet
21	Beshasha Badiya	Jimma	Gomma	Beshasha	40 Mesh Net, 9 shade net & 2 plastic sheet
22	Bikiltu Kirole Coop	Jimma	Gomma	Kola sulaja	1 Machine, 40 Mesh Net, 9 shade net & 2 plastic sheet
23	Tesfaye Kejela	Jimma	Limu Seka	Seka	40 Mesh Net, 9 shade net & 2 plastic sheet
24	Selemon Anbese	Jimma	Limu Seka	Cheka	1 Machine, 40 Mesh Net, 9 shade net & 2 plastic sheet
25	Temkin Abadiga	Jimma	Limu Seka	Dora	1 Machine, 40 Mesh Net, 9 shade net & 2 plastic sheet
26	Mohamed A/dima	Jimma	Limu Seka	Atinago	1 Machine, 40 Mesh Net, 9 shade net & 2 plastic sheet
27	Sh/siraj Sh/Jemal	Jimma	Limu Seka	Dego	1 Machine, 40 Mesh Net, 9 shade net & 2 plastic sheet

## ANNEX III. PERFORMANCE INDICATORS

S/N	Description of Activities	Unit of Measure	FY2020 Annual Target	First Quarter(Oct- Dec 2019)			Remark
				Target	Actual	Performance in %	
<b>MAIZE Value Chain</b>							
<b>Sub-Purpose 1: Increase Nutrition-Sensitive Productivity of Targeted Value Chains Inclusive of women and youth</b>							
<b>Activity Output 1.1: Strengthened &amp; Scaled-Up Input Supply System and Delivery of Affordable, High-Quality Technologies &amp; Services (AGPII Component 4.1)</b>							
1.1.1	Demonstrate newly improved varieties through seed enterprises, unions and lead farmers	Demo sites	85	6	24	400%	Additionally, over 2600 demo sites were established by AMSAP. Over 27600 farmers and 4800 extension staff participated in field days organized in AMSAP demo sites
		# farmers in field days	2800	300	502	167%	
1.1.2	Develop private sector-led extension services to smallholders where select CIGs provide BDS centering on appropriate technologies for ploughing, cultivation, planting and threshing and increase productivity	# CIGs/Groups	14	10	5	50%	
		# Farmers	1125	875	75	9%	
1.1.3	Support commercial seed enterprises for improved seed multiplication and strengthen the seed system	# seed multipliers	6	2	4	200%	Binyam Seed enterprise, Oromia seed Enterprise, Ethiopia Seed Enterprise, EthioVef Fru. In addition 2610 lead farmers participated in improved seed variety demonstration
		# farmers	1800	500	121	24%	
1.1.4	Organize field-based training and services provided by SSPs for FAV scouting and control	# farmers	1800	500	186	37%	Over 2,700 farmers participated in field days in previous quarter
<b>Activity Output 1.2: Expanded Use of Improved Technologies &amp; Practices (AGPII Component 4.1)</b>							
1.2.1	Promote postharvest grain management through HSTs like PICS bags and associated practices to reduce loss and improve quality	# bags sold	15500	5,000	5,240	105%	Since the beginning of SYS partnership in July 2018,, a total of 137,314 were sold to estimated 68,657 farmers
		# farmers	7525	2,500	3215	129%	
1.2.2	Promote out-grower contracts linking clusters of smallholder farmers with commercial farms and unions for improved seed production, improve smallholder access to technologies and markets	# schemes	4		3		Binyam Seed enterprise, Haregu, Chefe Buluk. The contract was made in previous quarter
		# outgrowers	560		715		
1.2.3	Promote low-cost tillage like Aybar BBM and Berken Maresha ploughs through demonstrations and competition and scale up adoption for improved farm productivity and reduced labor drudgery	# ploughs sold	1400	700	754	108%	754 improved farm implements were sold for maize and chickpea farming
		# farmers	1200	600	821	137%	
<b>Sub-Purpose 2: Strengthen Market Access and Organization of the Market System</b>							
<b>Activity Output 2.1: Strengthened Market Access and Organization of the Market System (AGPII Component 4.4)</b>							
2.1.1	Facilitate B2Bs and market linkages between unions, cooperatives and large buyers like processors, exporters and feed plants to increase commercialization and sales	# mkt linkages	8	2	1	50%	Self Help Africa
		Volume of sales in MT	5000	900	53.1	6%	Self Help facilitated B2B resulting 6,180 MT forward sales agreement made between 2FCUs and 26 primary coops
		Value of sales (Mill ETB)	22.65	5	1.1	22%	

S/N	Description of Activities	Unit of Measure	FY2020 Annual Target	First Quarter(Oct- Dec 2019)			Remark
				Target	Actual	Performance in %	
<b>Activity Output 2.3 &amp; 2.4: Strengthened Lead Firms, Including Agribusiness, Agro-processors, and FCUs (AGPII)</b>							
2.3.1	Facilitate out grower contract agreements between commercial seed growers and unions and primary cooperatives and promote seed multiplication for wider adoption of improved varieties and associated yield increasing practices	#contracts	4	3	3	100%	
		# outgrowers	560	80	715	894%	
<b>Activity Output 2.5: Increased Trade in Domestic, Regional and International Markets (AGPII Component 4.2 &amp; 4.3)</b>							
2.5.1	Organize woreda-level trade fairs Mini-exhibition in targeted locations for technology transfer and market linkages	# trade fairs	7	2	1	50%	Next quarter
		# participants	3700	2,100	72	3%	
<b>CHCKPEA Value Chain</b>							
<b>Sub-Purpose I: Increase Nutrition-Sensitive Productivity of Targeted Value Chains Inclusive of Women and Youth</b>							
<b>Activity Output 1.1: Strengthened &amp; Scaled-Up Input Supply System and Delivery of Affordable, High-Quality Technologies &amp; Services (AGPII Component 4.1)</b>							
1.1.1	Strengthen chickpea commercialization and marketing through outgrower scheme	# of demo site	29	29	37	128%	Tsehay FCU, Amuari PLC, Ghion FCU and Mibele FCU
		# out grower	808	808	2219	275%	
		# trainee extension staff	45	45	23	51%	
		# farmers in field days	4800	4,800	1374	29%	check with tech team
1.1.2	Develop private sector-led extension services to smallholders where select CIGs provide BDS centering on appropriate technologies for threshing to reduce contamination, improve quality and increase productivity	# farmers	150	75	191	255%	13 CIGs with 191 members in Amhara working in chickpea production to be linked with Ghion FCU.
1.1.3	Support commercial farms for improved seed multiplication and strengthen the seed system	# seed multipliers	2		5		Amuari PLC, Tsehay FCU, Liben FCU, Ghion FCU and Mibele FCU
		# farmers	30		86		
<b>Activity Output 1.2: Expanded Use of Improved Technologies &amp; Practices (AGPII Component 4.1)</b>							
1.2.1	Promote out-grower contracts linking cluster of smallholder farmers with commercial farms and unions for improved seed multiplication and enhance smallholder access to technologies and markets	# outgrower schemes	1090	282	455	161%	
1.2.2	Promote low-cost tillage like Aybar BBM and Berken Maresha ploughs through demonstrations and competition and scale up adoption for improved farm productivity and reduced labor drudgery	# ploughs sold	550	275	754	274%	754 improved farm implements were sold for maize and chickpea farming
		# farmers	250	125	294	235%	

S/N	Description of Activities	Unit of Measure	FY2020 Annual Target	First Quarter(Oct- Dec 2019)			Remark
				Target	Actual	Performance in %	
<b>Sub-Purpose 2: Strengthen Market Access and Organization of the Market System</b>							
<b>Activity Output 2.1: Strengthened Market Access and Organization of the Market System (AGPII Component 4.4)</b>							
2.1.1	Facilitate B2Bs and market linkages between unions, cooperatives and exporters and increase the supply of chickpea to the market	# mkt linkages	2	1			Next Quarter
		Volume of sales in MT	416	186			
		Value of sales in Mill ETB	16.9	7.5			
2.1.2	Continue collaborating with SITA, EAGC, EPOSPEA and other concerned agencies and promote structured market linkages with international buyers	# mkt linkages	6	3			Next quarter
		Volume of sales in MT	400	200			
		Value of sales in Mill ETB	8	4			
<b>Activity Output 2.3 &amp; 2.4: Strengthened Lead Firms, Including Agribusiness, Agro-processors, and FCUs (AGPII Component 4.3)</b>							
2.4.1	Facilitate outgrower contract agreements between commercial seed growers, unions and private commercial farms and promote seed multiplication for wider adoption of improved varieties and associated yield increasing practices	#outgrower contracts/schemes	2	1	5	500%	Amuari PLC,Tsehay FCU, Liben FCU, Ghion FCU and Mibele FCU
2.4.2	Facilitate the supply of improved varieties and inoculant seed dressing through partnership with grantees and Menagesha Bio-Tech	#farmers	1108		455		
2.4.3	Promote value addition in chickpea with small-scale commercial production of hummus by women and youth groups	# groups	3	1			Chickpea is included in a nutrition dietary diversity education by IMC
<b>Activity Output 2.5: Increased Trade in Domestic, Regional and International Markets (AGPII Component 4.3)</b>							
2.5.1	Facilitate B2Bs and sales agreements between unions, cooperatives and large buyers like processors and exporters for increased commercialization of the value chain	#contracts	3	1			Next quarter
		Volume of sales in MT	300	100			
		Value of sales in mill ETB	6	2			
<b>COFFEE Value Chain</b>							
<b>Sub-Purpose 1: Increase Nutrition-Sensitive Productivity of Targeted Value Chains Inclusive of Women and Youth</b>							
<b>Activity Output 1.1: Strengthened &amp; Scaled-Up Input Supply System and Delivery of Affordable, High-Quality Technologies &amp; Services (AGPII Component 4.1)</b>							
1.1.1	Strengthen CIGs to scale up coffee seedling supply and rejuvenate depleted fields with high-yielding & disease resistant varietal seedlings	# nurseries supported	77	42	42	100%	
		# seedlings supplied in Million	4.725	3	1.6	53%	
1.1.2	Continue collaborating with Jimma Ag Research and scale up improved coffee seed supply for seedling development	Quantity supplied Seed in KG	1000	1000			Procurement of 900 KG seed on progress
1.1.3	Improve the productivity and quality of coffee through management practices such as stumping and pruning as well replanting fields with improved seedlings	# farmers	4750				Next quarter

S/N	Description of Activities	Unit of Measure	FY2020 Annual Target	First Quarter(Oct- Dec 2019)			Remark
				Target	Actual	Performance in %	
<b>Activity Output 1.2: Expanded Use of Improved Technologies &amp; Practices (AGPII Component 4.1)</b>							
1.2.1	Promote technology for micro-mills, improved washed coffee processing and new drying bed materials for natural coffee	#farmers	2760	2,760	314	11%	Micro mill installation completed for 30 and target group and site selection done for the rest
		#demos/technology sites	50	50	50	100%	
1.2.2	Support common interest groups, Youth Groups, private farms and unions with the production and export of specialty coffee	MT coffee exported	2190				
1.2.3	Support CIGs, lead farmers, and cooperative with harvesting, postharvest training and sundried specialty coffee production	# farmers	3083	3,083	5,422	176%	
1.2.4	Support grantees providing postharvest management, aggregation & marketing support to smallholders, CIGs, unions, washing stations and collectors to improve product quality and competitiveness	#trainees	2758	2,758	2,425	88%	Participants in cup of excellence workshop and trainees by Boot Trading
1.2.5	Support coffee labs to improve methodologies, staff capacity, and service delivery for quality control	# labs	2	2	4	200%	Support made to Bench Maji FCU, Jimma University, ECX, CLU
<b>Sub-Purpose 2: Strengthen Market Access and Organization of the Market System</b>							
<b>Activity Output 2.1: Strengthened Market Access and Organization of the Market System (AGPII Component 4.4)</b>							
2.1.1	Coordinate with key stakeholders and farmers involved with the upcoming international Cup of Excellence Competition to be held in Ethiopia	#events	2		9		9 workshops organized in the regions involving over 2000 participants. Collection of sample is on progress
		#Samples	1500	1,500			
2.1.2	Support junior professional cupper and Q-Arabica grader training and certification	# cuppers	40	20	19	95%	13 male and 3 females received junior cupper training by CQI
2.1.3	Support cupping and Q-grader training and calibration to cuppers, export managers and ECX specialists and establish Q-grade coffee	# cuppers	20	20	17	85%	
<b>Activity Output 2.2 &amp; 2.3: Increased Access to Finance &amp; Non-Financial Supporting Services (AGPII Component 4.2)</b>							
2.2.1	Support exceptional coffee mining and profile mapping in selected locations for niche markets	# mine samples	200	100	105	105%	
<b>Activity Output 2.4: Strengthened Lead Firms, Including Agribusiness, Agro-processors, and FCUs (AGPII Component 4.3)</b>							
2.4.1	Support outgrower contract agreements between lead farmers and unions and commercial farms	# schemes	8	7	3	43%	
		#outgrowers	2547	2,247	946	42%	

S/N	Description of Activities	Unit of Measure	FY2020 Annual Target	First Quarter(Oct- Dec 2019)			Remark
				Target	Actual	Performance in %	
<b>Activity Output 2.5: Increased Trade in Domestic, Regional and International Markets (AGPII Component 4.3)</b>							
2.5.1	Organize B2B meetings and market linkages between local buyers and exporters and unions and primary cooperatives for the supply of graded products for export	# contracts	15	15			
		Volume of sales in MT	1650	1650	4,200	255%	Volume of red cherry coffee collected by target primary cooperatives
		Value of sales in Mill USD	7	7			A field day was organized in Gomma worked (Oromia) to demonstrate use of improved coffee technologies
2.5.2	Organize worked-level trade fairs in targeted locations for technology transfer and market linkages	# trade fairs	4	2	3	150%	
		# participants	4000	2,000	314	16%	
2.5.3	Facilitation to organize national coffee day	# event					Declined to sponsor the national coffee conference planned for Feb 2020
2.5.4	3 days of marketing intelligence workshop by Boot coffee	# trainees	60	30			On progress. Next quarter
<b>DAIRY Value Chain</b>							
<b>Sub-Purpose I: Increase Nutrition-Sensitive Productivity of Targeted Value Chains Inclusive of Women and Youth</b>							
<b>Activity Output 1.1: Strengthened &amp; Scaled-Up Input Supply System and Delivery of Affordable, High-Quality Technologies &amp; Services, (AGPII Component 4.1)</b>							
1.1.1	Facilitate cost-share scheme with local companies manufacturing low cost technologies for feed production and develop BDS for private sector-led extension services	#programs	12				Feed related equipment supported through DTC tech fund still in planning stage
1.1.2	Organize experience sharing field visits on established Hydroponic sites to promote hydroponic fodder production and utilization to encourage technology adoption	# Demo-sites	18	2			This was pending to HFP CBA study findings/recommendations. It will be done next quarter
		# farmers	5,200	600			
1.1.3	Facilitate forward feed sales between processing plants and agro dealers for the supply of concentrate feed to dairy farmers supplying milk to MCCs	# farmers	6,050	2,750	2,500	91%	5 MCCs in Amhara made a credit based feed distribution system
1.1.4	Support private sector feed-hubs to channel concentrate feed to dairy farmers and increase smallholder access to feed (molasses, EM, other feed ingredients)	# feed-hubs	20	11	6	55%	Oromia and Amhara
<b>Activity Output 1.2: Expanded Use of Improved Technologies &amp; Practices (AGPII Component 4.1)</b>							
1.2.1	Support AI service providers deliver high quality and affordable services to farmers to improve the genetics potential of dairy cows	#AI technicians	75	9	56	622%	Includes AI KIT recipients
1.2.2	Facilitate contract farming between unions/cooperatives and large buyers and improve smallholder access to improved technologies & inputs	#contracts	31	13	12	92%	MCCs linked with processors and large buyers
		# farmers	4,940	1,660	1,200	72%	
1.2.3	Technical training to smallholders and cooperatives centered on quality milk production, preservation and transportation to MCCs	#farmers	10,000	1,800	5,474	304%	
1.2.4	Facilitate cost-share with local companies for the production of low-cost and affordable milk containers for safe transportation of milk to MCCs	# Firms	5	3			DTC tech fund developed to support low cost technologies for MCCs
1.2.5	Operationalize MCCs, further linking them with processing plants and downstream with dairy farmers for year round supply of milk	# MCCs	54	18	54	300%	

S/N	Description of Activities	Unit of Measure	FY2020 Annual Target	First Quarter(Oct- Dec 2019)			Remark
				Target	Actual	Performance in %	
<b>Sub-Purpose 2: Strengthen Market Access and Organization of the Market System</b>							
<b>Activity Output 2.1: Strengthened Market Access and Organization of the Market System (AGPII Component 4.4)</b>							
2.1.1	Develop village-based aggregation and supply system for increased supply of milk to MCCs and processing plants	#MCCs & processing plants	54	18	54	300%	
2.1.2	Facilitate B2B meetings and market linkages between feed processing unions and cooperative and private MCCs for the supply of improved animal feed to smallholders	#contracts	43	7	5	71%	
		volume in MT	568	194	31	16%	
		value in Mill ETB	4	0.9	0.3	33%	
2.1.3	Support women and youth groups with product diversification and value addition activities, such as cottage cheese, butter and yogurt for domestic markets	#contracts	35	12			Next quarter
2.1.4	Facilitate business linkages between MCCs and local institutions, hotels and canteens for the supply of milk	#contracts	195	49			Milk transactions were made because of previous contracts and promotions for MCCs
		volume in MT	693	337	2,184	648%	
		value in Mill ETB	18	8.61	40.33	468%	
<b>Activity Output 2.3: Increased Access to Non-Financial Supporting Services (AGPII Component 4.2)</b>							
2.3.1	Support producers and milk collecting centers for compliance with regulations and standards set by the regulatory authorities and/or processing plants	# farmers	5,100	900	5,213	579%	A total of 11,652 dairy farmers have received training to date
2.3.2	Provide on-the-spot training and technical support to commercial dairy farmers and collection point management for quality assured milk management	#farmers	3,800	700	1,000	143%	Training provided by LM quality management consultancy
<b>Activity Output 2.4: Strengthened Lead Firms, Including Agribusiness, Agro-processors, and FCUs ( AGPII Component 4.3)</b>							
2.4.1	Facilitate B2Bs and business deals between MCCs and processing plants for quality assured supply of milk year round	#contracts	27	8	4	50%	MCCs linked with processors and large byers. Volume and value of sales to be tracked next quarter
		volume of sales in MT	3,500	1,100			
		value of sales in Mill ETB	57	18			
<b>Activity Output 2.5: Increased Trade in Domestic, Regional and International Markets (AGPII Component 4.3)</b>							
2.5.1	Organize woreda-level dairy day in targeted locations for technology transfer and market linkages	# dairy days	10	3	1	33%	
		# participants	7,500	1,500	171	11%	
<b>MEAT AND LIVE ANIMALS Value Chain</b>							
<b>Sub-Purpose 1: Increase Nutrition-Sensitive Productivity of Targeted Value Chains Inclusive of Women and Youth</b>							
<b>Activity Output 1.1: Strengthened &amp; Scaled-Up Input Supply System and Delivery of Affordable, High-Quality Technologies &amp; Services, AGPII Component 4.1</b>							
1.1.1	Facilitate cost-share scheme with local manufacturing companies of low cost technologies for feed production like chopper and develop BDS for private sector-led extension services	# schemes	12	2			Tech fund under development
		#farmers	1163	10			

S/N	Description of Activities	Unit of Measure	FY2020 Annual Target	First Quarter(Oct- Dec 2019)			Remark
				Target	Actual	Performance in %	
1.1.2	Facilitate market linkages between commercial feed producers, Bless lab and USDA Feed II project and agro dealers and increase the supply of concentrated feed to smallholder for improved animal productivity	# contracts	11	5			Feed sale transaction in Amhara between feed processors and farmers as a result of B2B meetings organized previously
		volume of sales in MT	980	460	380	83%	
		value of sales in Mill ETB	12.515	5.5	2.9	53%	
1.1.3	Facilitate B2B meetings market linkages between local feed processors and feedlot operators and between commercial farm service centers, agro-dealer shops and feed hubs for the supply of concentrated animal feed to smallholder farmers for fattening	#contracts	48	17			B2B meetings held in previous quarters and on spot sales resulted in sales of livestock feed
		volume of sales in MT	65	17	164.5	968%	
		Value of sales in Mill ETB	0.76	0.2	1.32	660%	
1.1.4	Develop a competitive private sector led market for supplementary feed in the form of urea molasses and improve the productivity and quality of animals	# farmers	2500	1,000			
<b>Activity Output 1.2: Expanded Use of Improved Technologies &amp; Practices, AGPII Component 4.1</b>							
1.2.1	Support grantees and business to provide embedded services including GHP, veterinary drugs and technologies downstream to smallholder fatteners	#farmers	1500	500	1,615	323%	
		grantees	3	3	1	33%	
1.2.2	Technical training to farmers and conduct visits of commercial feedlots to introduce GHP for improved smallholder fattening practices	#farmers	1200	300	114	38%	
1.2.3	Link feedlot operators and backyard fatteners with technology suppliers and broker business deals involving low-cost technologies for feed production	#farmers	1850	600			
<b>Sub-Purpose 2: Strengthen Market Access and Organization of the Market System</b>							
<b>Activity Output 2.1: Strengthened Market Access and Organization of the Market System, AGPII Component 4.4</b>							
2.1.1	Facilitate B2B forums and trade deals between livestock fattening farmers and commercial buyers, abattoirs and exporters for increased supply of finished animals	#events	6	3	3	100%	TRIF linked with three exporting companies
		# farmers	1,260	710			2 large commercial producers/traders
		value of sales in Mill ETB	4	94	1.32	1%	
<b>Activity Output 2.2: Increased Access to Financial &amp; Other Supporting Services, AGPII Component 4.2</b>							
2.2.1	Provide technical support to feedlot operators and feed plants to access DCA loans from designated banks and other financial sources for targeted agribusiness activities	# firms	19	14	4	29%	
2.2.2	Technical support to youth and women CIGs on developing bankable business plans and access micro-loans from MFIs for fattening activities	#SMEs	11	6	12	200%	
<b>Activity Output 2.3: Increased Access to Non-Financial Supporting Services, AGPII Component 4.2</b>							
2.3.1	Support CIGs and smallholder backyard fatteners with technical and GHPs to improve fattening practices	# farmers	650	50	300	600%	



S/N	Description of Activities	Unit of Measure	FY2020 Annual Target	First Quarter(Oct- Dec 2019)			Remark
				Target	Actual	Performance in %	
<b>Activity Output 2.4: Strengthened Lead Firms, Including Agribusiness, Agro-processors, and FCUs , AGPII Component 4.3</b>							
2.4.1	Facilitate out grower schemes between feedlot operators and small-scale fatteners with feedlot operators providing technical and extension support downstream	# contracts	113	102			Next quarter
		#farmers	2,500	1,250			
<b>Activity Output 2.5: Increased Trade in Domestic, Regional and International Markets, AGPII Component 4.3</b>							
2.5.1	Facilitate trade deals between feedlot operators and large-scale buyers and export abattoirs for cattle and shoats	#contracts	10	10			Sales transaction happened in this quarter as a result of B2B meetings conducted in previous quarters.
		# farmers	700	500			
		value of sales in Mill ETB	10	8	51.33	642%	
2.5.2	Organize woreda-level trade fairs in targeted locations for technology transfer and market linkages	#trade fairs	6	2	1	50%	B2B done in connection with field day organized at TRIF
		# participants	6150	2,050	1,615	79%	
2.5.3	Support outgrower arrangements between smallholders and Livestock buyers for sustainable supply of animals	# contracts	410	140			Next quarter
		#farmers	1,700	500			
<b>Poultry Value Chain</b>							
<b>Sub-Purpose I: Increase Nutrition-Sensitive Productivity of Targeted Value Chains Inclusive of Women and Youth</b>							
<b>Activity Output 1.1: Strengthened &amp; Scaled-Up Input Supply System and Delivery of Affordable, High-Quality Technologies &amp; Services, AGPII Component 4.1</b>							
1.1.1	Train youth and women poultry producers in vaccination and poultry management	# producers	440	280	50	18%	next quarter
1.1.2	Support private feed processors to produce sustainable quality feed	# processors	23	6	4	67%	next quarter
1.1.3	Support efficient feed distribution	# feed hubs	18	7	59	843%	Over performance is due to fast track interventions which was not considered in the work plan
1.1.4	Support semi-commercial poultry producers to establish model poultry farms to be used as demo sites	#demo sites	16	16	12	75%	The remaining target was achieved in previous quarter
		#demo site visitors	4,000	4,000	1,760	44%	
<b>Activity Output 1.2: Expanded Use of Improved Technologies &amp; Practices, AGPII Component 4.1</b>							
1.2.1	Organize training on bio-security for smallholder poultry farmers and pullet growers	#trainees	1,580	440	537	122%	
1.2.2	Facilitate the supply of improved pullets for commercial poultry production	# pullets	44,500	16,000	88856	555%	Due to fast track interventions which was not considered in the work plan
		#beneficiary farmers	1,780	640	1777	278%	
1.2.3	Pilot on-line egg marketing to urban consumers, wholesale distributors and hotels	# enterprises	40				
<b>Activity Output 2.4: Strengthened Lead Firms, Including Agribusiness, Agro-processors, and FCUs , AGPII Component 4.3</b>							
2.4.1	Organize sales linkages between youth & women enterprises and poultry product suppliers	# contracts	40	18			
		#enterprises	88	16	69	431%	
		Sales value in Mill ETB	1	0.16	0.43	269%	

S/N	Description of Activities	Unit of Measure	FY2020 Annual Target	First Quarter(Oct- Dec 2019)			Remark
				Target	Actual	Performance in %	
<b>Activity Output 2.5: Increased Trade in Domestic, Regional and International Markets, AGPII Component 4.3</b>							
2.5.1	Strengthen formal business linkage between small-scale commercial table egg enterprises, pullet growers, and multiplication centers for the supply of DOC and pullets	#contracts	123	36			
		Sales value in Mill ETB	5	2			
2.5.2	Organize B2B between supermarkets, egg dealers and medium scale retail outlets	#events	8	4			
2.5.3	Strengthen commercial relationship between multiplication centers and large layers producer farms and small scale farms specialized in egg production	#linkages	2	1			
2.5.4	Organize woreda-level trade fairs in targeted locations for technology transfer and market linkages	#events	3	2			Next quarter
		#participants	1,500	1,000			Next quarter
<b>CROSS CUTTING: CAPACITY BUILDING</b>							
<b>Sub-Purpose 1: Increase Nutrition-Sensitive Productivity of Targeted Value Chains Inclusive of Women and Youth</b>							
<b>Activity Output 1.1: Strengthened &amp; Scaled-Up Input Supply System and Delivery of Affordable, High-Quality Technologies &amp; Services (AGPII Component 4.1)</b>							
1.1.1	Provide support for direct input marketing through agro-dealership to improve smallholder access to technologies and inputs	# of agrodealers	60	30	60	200%	on progress
		# new technologies introduced by EVCA	9	9	9	100%	Technologies such as PICS bag, chemicals, spraying equipment, livestock feed and others purchased by agrodealers during agrodealer kick of workshop
		#farmers	6,000				
1.1.2	Business Management and Marketing focused training to youth and women enterprises and upscale the business skills of selected women entrepreneurs involved in targeted value chains	# of women, youth groups	78	40			Next quarter
<b>Sub-Purpose 2: Strengthen Market Access and Organization of the Market System</b>							
<b>Activity Output 2.1: Strengthen Market Access and Organization of the Market System ( AGPII Component 4.4)</b>							
2.1.1	Strengthen capacity of unions and cooperative members and management with financial management, marketing and record keeping	#Members trained	3,800	1,700			
2.1.2	Organize and conduct tailored training for coop unions and primary coops and agribusiness on compliance on local and international grades and standards for competitiveness	# trainees	3,550	1,200	184	15%	
<b>Activity Output 2.2: Increased Access to Financial &amp; Other Supporting Services ( AGPII Component 4.2)</b>							
2.2.1	Facilitate USAID-DCA loan guarantee through selected financial institutions for agribusiness activities	# beneficiary firms	7		8		Eight loan applications submitted to banks and two approved with ETBI 1 million
2.2.2	Link women and youth entrepreneurs to DCA Banks and MFIs	# entrepreneurs	40	7			Gender and youth BG staff will identify beneficiaries
2.2.3	Identify and support potential MFIs and RUSACCOs to establish credit products tailored to MSMEs and CIGs	# SMEs	1		2		On progress

S/N	Description of Activities	Unit of Measure	FY2020 Annual Target	First Quarter(Oct- Dec 2019)			Remark
				Target	Actual	Performance in %	
2.2.4	Develop the capacity of DCA and non-DCA banks provide financial services for selected value chains	# financial service providers	10				On progress
2.2.5	Provide training to Common Interest Groups (CIGs) and youth on agribusiness and financial management, value addition, and market linkages	# trainees	3,000	1,650	210	13%	Next quarter
2.2.6	Capacitate and support existing and potential DCA beneficiaries to improve their performance (Marketing, financial management, export, contract etc.)	#of Beneficiaries	21	7	6	86%	Next quarter
2.2.7	Support DCA-loan beneficiaries providing update market and price analysis	# beneficiaries	21	7			Next quarter
<b>Activity Output 2.3: Increased Access to Non Financial Services ( AGPII Component 4.2)</b>							
2.3.1	Organize capacity Building training to lead firms and agribusiness to deliver aggregation and marketing services	# enterprises/trainees	550	550	572	104%	
2.3.2	Strengthen FCU through business management training	leaders and board members	100	50			
2.3.3	Analyze and disseminate periodic diagnostic study of international commodity supplies and price trends, market efficiency and gaps to support commercialization and export trade	# bulletins	6	2	2	100%	MLA and poultry
2.3.4	Organize Capacity Building training on Quality, Standard and Grading to members of primary cooperatives	# farmers	3,000	3,000			
2.3.5	Training on financial, Loan and Business Management services for tractor hire business with youth groups	#groups # Trainees	111 350				On progress. Training preparatory activities finalized through RATSON and training to start early January
2.3.4	Business management and marketing training to women and youth enterprises involved in poultry business	#enterprises # trainees	125 14,000	2,500			
<b>Activity Output 2.4: Increased Strengthen lead firms, including Agribusiness, Agroprocessors and FCUs (AGPII Component 4.3)</b>							
2.4.1	Organize investment forums and facilitate dialogue between private sector partners, investors and financial institutions for increasing capital flow into value chain activities	# Event	2	1	1	100%	Sponsored and participated livestock enterprises and partners in ALEC (African Livestock Exhibition Congress) held in Addis Ababa
<b>Sub-Purpose 3: Improved Enabling Environments In Support Of Agricultural Transformation</b>							
<b>Activity Output 3.1: Strengthened Capacity of MOA, ATA at Federal, Regional &amp; Local Levels for Developing, implementing &amp; Monitoring Policies and Regulations (AGPII)</b>							
3.1.1	Design and deliver tailored training at national, regional, zonal and worked level on strategic leadership for commercialization	# trainees	210	110			
3.1.2	Deliver project management and leadership training to federal and regional and associated agencies of agriculture, trade and livestock ministries	# trainees	60				

S/N	Description of Activities	Unit of Measure	FY2020 Annual Target	First Quarter(Oct- Dec 2019)			Remark
				Target	Actual	Performance in %	
<b>Activity Output 3.2: Strengthened Public and Private Sector Dialogue Related to Policy Review &amp; Implementation ( AGPII Component 5)</b>							
3.2.1	Strengthen regional chickpea platform	# of Events	2	1			Next quarter
3.2.2	Strengthen national and regional associations (all value chain)	# of Events	6	2	1	50%	Next quarter
<b>Activity Output 3.3: Strengthened Policies and Regulations to Support an Improved Business &amp; Investment Environment Around the Selected Value Chains ( AGPII Component 5)</b>							
3.3.1	Assess the effectiveness of business model for extension services and last-mile input distribution	#assessments	1		1		Gerado proposal
3.3.2	Legal framework study for poultry and poultry marketing	# Policy Study	1	1	1	100%	TOR developed
3.3.3	Support C&TA and ECX reconcile Ethiopian coffee standard methodology for grades and origin	#regulatory reform	1	1	1	100%	Boot Trading report on Lab protocols
<b>CROSS CUTTING: NUTRITION</b>							
<b>Sub-Purpose 1: Increase Nutrition-Sensitive Productivity of Targeted Value Chains Inclusive of Women and Youth</b>							
<b>Activity Output 1.3 Increased Availability of, Access to, and Consumption of Safe Diverse Foods, AGPII Component 5</b>							
1.3.1	Community veg. garden demonstration and vegetable farm management training for selected women farmers	#beneficiaries	1,420	400	300	75%	
1.3.2	AEWs and HEWs mobile app message transmission through care group approach (CG formation and message transmission)	# of care groups	798	172			Postponed to next quarter
1.3.3	Conduct cooking demonstration sites	# events	36	10	12	120%	
		# participants	3,800	900	746	83%	
1.3.4	Mainstreaming dietary diversity training across value chain targeted activities and beneficiaries	#beneficiaries	82,482	22,103	4252	19%	
1.3.5	Nutrition-sensitive agriculture training for AEWs, HEWs, HDAs	# of persons trained	256		210		
1.3.6	Organize regional level nutrition training for media personnel	# of persons trained	50	50			
1.3.7	Nutrition-sensitive agriculture ToT training for MCC, FCU, CIGs and FTFE VCA sub-grantees	# ToT participants	370	60	210	350%	
1.3.8	SBCC materials printing and distribution	# of persons	25,014				
1.3.9	Training for religious leaders and influential elders	# of persons trained	450	170	89	52%	
1.3.10	Launch social mobilization event to address women empowerment and improve woman dietary diversity, hygiene and sanitation	#event	2				
1.3.11	Bi-annual review meeting with FCU, CIG and religious leaders	# of meetings	8	4			

S/N	Description of Activities	Unit of Measure	FY2020 Annual Target	First Quarter(Oct- Dec 2019)			Remark
				Target	Actual	Performance in %	
<b>CROSS CUTTING: GENDER AND YOUTH DEVELOPMENT</b>							
<b>4. Activity Cross Cutting themes, AGPII Component 5</b>							
<b>4.2: Leverage Women's Contribution for Agri-Nutrition and Enterprise Growth</b>							
4.2.1	Conduct gender equality and PYD training for FTFE VCA partners	# trainees	44	44	36	82%	
4.2.2	Conduct THM ToT for selected farmers from poultry, MLA, MCC, Coffee, chickpea, SSP, male and women development army	# ToTs/trainees	241	196			On progress, to be done next quarter
4.2.3	THM training for beneficiaries and spouse (Poultry, MLA and Dairy)	# trainees	13,654	2,855	4116	144%	
4.2.4	Identify and link strong women and youth to CIGs/cooperatives to sheep fattening business and link to private agencies to supply fattened sheep	# farmers identified	1,708	420			Postponed to next quarter
4.2.5	Identify and conduct experience sharing among women and youth dairy, coffee & poultry farmers	# farmers	60	20			Postponed to next quarter
4.2.6	Identify strong business women and youth and conduct mentoring session with women and youth to start new business	# mentees	240	120	8	7%	Postponed to next quarter
4.2.7	Advise CIGs on saving and starting new business and identify and link new CIGs to start molasses reselling	# CIGs	15	8			
4.2.8	Identify women and youth CIGs/individuals vendor and resellers and link to hermetic storage subcontractors	# CIGs/Individuals	36	7	28	400%	
4.2.9	Identify youth CIGs/individuals vendors and resellers and link to Aybar subcontractor	# CIGs/Individuals	32	7			
4.2.10	Identify women and youth CIGs/individuals vendor and resellers and link to hermetic storage subcontractors	# CIGs/Individuals	80				
4.2.11	Conduct PYD training pilot with Spray Service (SSP) youth in coordination with Crop Life NGO	# of youth	88	45			Grant approved for Crop Life and this will be implemented in next quarter
4.2.12	Conduct life skill & tailored business training to women and youth CIG/individuals	# CIGs/Individuals	2,300	1,100			On progress. next quarter
4.2.13	Conduct tailored gender equality & PYD training to Coop & CIG leaders	# CIGs/Cooperatives	360	96			On progress. next quarter
4.2.14	Conduct leadership and assertiveness training to women leaders in cooperative	# trainees	206	108			On progress. next quarter
4.2.15	Pilot on-site childcare services to address constraints to women's attendance and participation in VCA activities	# of events	64	16	6	38%	Two site level and four care givers training

## **ANNEX IV. FINANCIAL SUMMARY**

Please see separate document for FTFE VCA's financial summary.