USAID
FROM THE AMERICAN PEOPLE

SIMPLE FOR USAID

EVALUATION

END-OF-PROJECT PERFORMANCE EVALUATION OF EGYPT FOOD SECURITY AND AGRIBUSINESS

February 22, 2021

This publication was produced at the request of the United States Agency for International Development. It was prepared independently by Nils Junge, Gebril Mahgoub, Nivine Ramsis, Bassem Adli, Youmna Khalil, Noha Hassan, Ehab Sakr, Amal Refaat, Wael Abdel Karim Sawsan Refaat, Hany Hussein and Um Hashem Refaat with support from Ahmed Gabr, Avinesh De Silva, Adriana Abreu and Eric Benschoter of The QED Group.

EVALUATION

END-OF-PROJECT PERFORMANCE EVALUATION OF EGYPT FOOD SECURITY AND AGRIBUSINESS SUPPORT (FAS)

January 26, 2021

Submitted by:
The QED Group, LLC
1820 N. Fort Myer Drive, Suite 700
Arlington, VA 22209, USA
Tel.: +1. 703.678.4700
www.qedgroupllc.com

Egypt Office:
The QED Group, LLC
1A Nadi El Etisalat off Ellaselky Street,
New Maadi, 11435, Cairo, Egypt
Office: +20 (0) 2 25226697

PHOTO CAPTION: Farmer Using Floppy Irrigation System (Credit FAS Evaluation Team – FSC In Assiut)

ACKNOWLEDGMENTS

The Services to Improve Performance Management, Enhance Learning and Evaluation (SIMPLE) Project fielded an evaluation team tasked with conducting the end-of-program performance evaluation for USAID/Egypt's Food Security and Agribusiness Support (FAS) Project. The evaluation team thanks the organizations and individuals who contributed to our understanding of this project. In particular, we wish to express our appreciation to the following institutions and people for giving their cooperation and time to the data collection team: Cultivating New Frontiers in Agriculture (CNFA); World Food Logistics Organization (WFLO); the National Food Safety Authority (NFSA); government officials based in the governorates; all grantees; the 59 associations; more than 600 smallholder farmers who responded to requests either to speak with the data collection team or to fill out questionnaires; and the USAID/Egypt contracting officer's representative (COR) for FAS and the USAID/Egypt Program Office. The report is based on each of these organizations and individuals sharing information and insights with the team, on which the analysis and the report are based.

CONTENTS

ACRONYMS

ARDII	Agribusiness for Rural Development and Increasing Incomes
ADS	Automated Directives System
CB	Capacity Building
CDA	Community Development Association
CEOSS	Coptic Evangelical Organization for Social Services
CIDA	Canadian International Development Agency
CNFA	Cultivating New Frontiers in Agriculture
COVID-19	Coronavirus Disease of 2019
DEC	Development Experience Clearinghouse
DTL	Deputy Team Lead
EGP	Egyptian Pound (currency)
EQ	Evaluation Question
EU	European Union
FAO	Food and Agriculture Organization
FAS	Food Security and Agribusiness Support
FSC	Farmer Service Center
FY	Fiscal Year
GD	Group Discussion
ICT	Information and Communications Technology
IFAD	International Fund for Agricultural Development
ILO	International Labour Organization
IOM	International Organization for Migration
IP	Implementing Partner
J2SR	Journey to Self-Reliance
KII	Key Informant Interview
LOP	Life of Project
M&E	Monitoring and Evaluation
MEL	Monitoring, Evaluation and Learning
MENA	Middle East and North Africa
NFSA	National Food Safety Authority

OECD	Organization for Economic Co-Operation and Development
SAIS	School of Advanced International Studies
SFD	Saudi Fund for Development
SIMPLE	Services to Improve Performance Management, Enhance Learning and Evaluation Project
SMS	Short Messaging Service
SOW	Scope of Work
TL	Team Lead
TPW	Team Planning Workshop
UNDP	U.N. Development Programme
UNHCR	U.N. High Commissioner for Refugees
UNIDO	U.N. Industrial Development Organization
USAID	United States Agency for International Development
USD	United States Dollars
USG	United States Government
VC	Value Chain
WFLO	World Food Logistics Organization
WFP	World Food Programme

PREFACE

This report summarizes the evaluation of the Food Security and Agribusiness Support (FAS) Project, focusing on its last three years of implementation.

USAID/Egypt emphasized that the evaluation's purpose was to learn about specific activities where the Agency lacked information and data, and to capture lessons learned for the future; hence, the evaluation findings, conclusions and recommendations do not cover the project in its entirety. They are linked to, but should not be construed as a reflection of, the FAS Project's performance as a whole. As this report shows, the project met and exceeded many of its indicator targets.

The evaluation team notes the effect that COVID-19 had on the pace and performance of the project implementation, and the project's efforts to promote safety practices among beneficiaries.[1]

Data collection for the evaluation likewise faced challenges, while observing strict COVID-19 precautions. (The FAS evaluation was also the first evaluation SIMPLE conducted for USAID/Egypt after the COVID-19 pandemic began). While implementation was successful, safety measures to ensure the safety of the evaluation team and all participants were required, especially amid concerns about a second wave of the epidemic.

The evaluation team hopes this report and its recommendations will contribute to ensuring better service delivery and improvement in the execution and performance of similar projects in the future.

[1] As reported by the FAS IP key informants.

EXECUTIVE SUMMARY

EVALUATION PURPOSE AND EVALUATION QUESTIONS

This final evaluation of the FAS Project commissioned by USAID/Egypt is intended to inform the design and management of future programming in support of the Mission's development objectives. The evaluation team examined the effectiveness of key interventions related to FAS's grants component, capacity building of 77 associations and promotion of innovative tools and technology among 17,078 smallholder farmers.

PROJECT BACKGROUND

The FAS Project (July 2015 – November 2020) was funded through the Agribusiness for Rural Development and Increasing Incomes (ARDII) bilateral agreement to bring targeted beneficiaries into environmentally appropriate high-value commercial horticulture value chains. The project covered seven governorates in Upper Egypt and worked on several value chains.[2] It sought to increase incomes of smallholder farmers in Upper Egypt through four components:

1) Improved on-farm production;
2) More efficient post-harvest processes;
3) Improved marketing of agriculture crops and products; and
4) Improved nutritional status, especially for women and children.

The evaluation findings relating to selected activity interventions should be considered within the context of FAS's overall outcomes. According to the final FAS quarterly report (Q4 2020), the activity met or exceeded several of its core indicators, including an increase in annual sales of farms and firms receiving U.S. Government (USG) assistance vastly exceeding the target (12 times higher), and 70 percent more farmers having received short-term agricultural sector productivity training. The project activities which this evaluation focused on were implemented during the last three years of the project, from 2018 – 2020.

EVALUATION QUESTIONS, DESIGN, METHODS AND LIMITATIONS

EVALUATION QUESTIONS

The evaluation was tasked with answering the following evaluation questions, which addressed activities under the first three of the four components:

- **EQ1a.** To what extent has the grant component (12 grants implemented under the project) succeeded to fill gaps in the value chain effectively and efficiently? (actors / segments / input suppliers / pack houses / private sector processors / associations)
- **EQ1b.** How successful have the grantees been in instituting sustainable business models and contributing to achieving the project results in the activity components: production, post-harvest and marketing?

[2] Tomatoes, onions, sweet potatoes, peppers, green beans, table grapes, mangoes, coriander, cumin, pomegranates, garlic and anise.

- **EQ2.** In what ways did the FAS approach to building the capacities of the partner associations and to adopting successful sustainable business models result in improved business performance, as measured by number of contracts/deals, number of beneficiaries (smallholder farmers), value and volume of traded crops, including repeated sales (thus affecting farmers' incomes)?
- **EQ3.** Was the project successful in the promotion of innovative tools and technology among its targeted beneficiaries across components? If yes, what factors contributed to this success? If no, what are the hindrances?

DATA COLLECTION METHODS AND SOURCES

Data collection consisted of five methods from eight types of stakeholders, enabling the evaluation to triangulate results and validate data. The evaluation team developed 10 data collection tools, one per stakeholder type and two each for farmers and associations (qualitative and quantitative). The evaluation was conducted between September 2020 and January 2021, with fieldwork data collection taking place between October 14 and November 10, 2020.

DESK REVIEW: The team reviewed FAS reports and other relevant documents to aid understanding of the project, and ensured that robust secondary research augmented and informed primary data collection. (See Annex 6 for a complete list of documents reviewed.)

QUANTITATIVE DATA COLLECTION: Quantitative primary data came from two types of core beneficiaries—farmers and associations—using:

- **Face-to-face questionnaire administration.** Farmers were invited to fill out pencil-and-paper questionnaires with closed-ended questions.
- **Telephone questionnaire**. A telephone questionnaire was administered to the 59 associations who received capacity building activities from FAS (survey approach).

QUALITATIVE DATA COLLECTION: Qualitative data came from farmers through group discussions (GDs) and from associations and project stakeholders via key informant interviews (KIIs):

- **Group discussions.** On average, each group included just over five farmers, with 118 farmers participating in 22 GDs held at the associations in the seven targeted governorates.
- **Key informant interviews.** Face-to-face KIIs took place with government representatives, private sector representatives, grantees, FAS partners, FAS staff and the USAID FAS contracting officer's representative (COR).

LIMITATIONS

SAMPLING LIMITATIONS. Due to time constraints, the evaluation team could not cover the whole region using a random sampling approach. Instead, at the governorate level, purposive sampling was used to select one or two nearby districts per governorate. Given the limitations of the resulting sample sizes, results can only be generalized at the project level and some, but not all, governorates.

DATA COLLECTION LIMITATIONS. Some associations and farmers were unwilling or uninterested in participating in the evaluation. As a result, only slightly more than half of the target of 1,004 farmers were interviewed. This increased the margin of error from 3 percent to 4.2 percent.

This meant that analysis could not be conducted at the governorate or the crop level, only at the aggregate level.

ANALYSIS LIMITATIONS. FAS has only recently completed implementation of the grants component under evaluation (last two quarters of 2020). It was therefore too early to assess the benefits they may deliver to smallholder farmers, given that the machinery and other equipment financed through these grants was not yet in use. Our conclusions are limited by these circumstances, so that impacts of certain activities (in-kind grants) could not be evaluated.

IMPLEMENTATION LIMITATIONS. Due to COVID-19, data collection required use of safety precautions (e.g., personal protective equipment and social distancing), which increased preparation time and created additional challenges to field work dynamics. Furthermore, the team leader (based in Washington, D.C.) was not able to travel to Egypt and participated remotely in coordination with an in-country deputy team lead.

FINDINGS AND CONCLUSIONS

EVALUATION QUESTION 1A

To what extent has the grant component (12 grants implemented under the project) succeeded to fill gaps in the value chain effectively and efficiently? (actors / segments / input suppliers / pack houses / private sector processors / associations)

Findings

Eleven grants were distributed to private operators to address value chain gaps by creating privately run farmer service centers (FSCs), one-stop shops designed to meet farmers' comprehensive needs, and by investing in post-harvest services (for seeds and herbs).

Preparation of the grants component began in 2017, two years into the life of the project, with delivery of in-kind grants three years later. The slow process was compounded by a long application period. Delays stemmed from USAID rules and regulations on procurement, insufficient technical expertise at the implementing partner (IP) and the COVID-19 pandemic.

Another issue concerned changes to equipment specifications, which led to grantees receiving equipment that differed from what they had agreed to (for example, a grant agreement indicated a production line and equipment valued at $300,025 but the grantee received machinery valued at $195,000). The grantees were not told about the changes, but in every case the changes to specifications resulted in grantees receiving lower-value and lower-quality equipment.

The grants were largely concentrated on one end of the value chain and didn't cover the specific link that the famers needed: grants focused on production, while farmers' priorities focused on input quality and affordability and post-harvest marketing. [Farmer GDs, n = 22]

With respect to geographical coverage, the distribution of grantees was uneven. Eight grantees were clustered in the three northern governorates, but the four middle and southern governorates were home to only three grantees.

Conclusions

Based on implementation issues and the fact that most in-kind grants were delivered in the final two quarters of the project life, and in most cases had not been put to use yet, it is unclear if the grants would have successfully filled the value chain gaps based on the following:

1. The machinery procured to address value chain gaps (grantees had to justify their applications on this basis) was limited to certain segments of the value chain (production, in eight of 11 cases), which were not what the farmers emphasized as important to them, such as post-harvest and marketing.
2. The combination of weak planning, weak implementation and limited, if any, follow-up (given that the project closed shortly after delivery of in-kind grants) raises concerns about whether the benefits of the grants program will reach smallholder farmers.
3. The grant component was not strongly integrated with other activities focused on production, post-harvest and marketing. It was implemented in a silo, which is likely to impede its ability to contribute to project results.

Recommendations

- Continue engaging with the private sector to improve existing production and marketing solutions that can fill value chain gaps most relevant to the local area and geared toward smallholder farmers. [USAID, IP]
- Expand private sector involvement to include newly established and promising agribusiness initiatives and social enterprises to diversify the type and scale of services provided to smallholder farmers and geographical coverage of these services. [USAID, IP]
- Focus on building linkages between agribusinesses, farmers associations, financial institutions and the private sector from the start of the project. [USAID, IP]

EVALUATION QUESTION 1B

How successful have the grantees been in instituting sustainable business models and contributing to achieving the project results in the activity components: production, post-harvest, and marketing?

Findings

Most grantees were unable to describe a sustainable business plan for how smallholder farmers would benefit. Neither was the use of in-kind grant machinery linked to their main line of business and they were unable to clearly articulate how it would affect or enhance their business. They included no clear operational cost, clear pricing strategy, cash flow projection or break-even analysis.

While some grantees received training on the equipment, there was no planning for a follow-up mechanism for the post-project period to reduce the risk that benefits from the grants program will not reach smallholder farmers.

Conclusions

The fact that grantees had not thought through how their grants would be part of a sustainable business model raises concerns. The reason for focusing on machinery appears to have been because it represented the most expensive investment and for which financial support was most needed.

Nonetheless, the high cost-share of investment, at least 50 percent, increases the probability that production support will continue after project close, and thus will be sustainable. Project activities are likely to be more sustainable when linked to stakeholders (government, private sector) who remain after the project implementer leaves.

Recommendations

- Create a framework for the post-project period to ensure that the grants model benefits users after the project closes, through strengthened formal and sustainable linkages with farmers associations. [IP]
- Begin the grants component early in the project, taking into account long procurement processes to allow the effect on smallholder farmers to be measured and assessed. [IP]
- Provide technical assistance that extends beyond grant disbursement in the early phase of the project. [IP]

EVALUATION QUESTION 2

In what ways did the FAS approach to building the capacities of the partner associations and to adopting successful sustainable business models result in improved business performance as measured by number of contracts/deals, number of beneficiaries (smallholder farmers), value and volume of traded crops including repeated sales thus affecting farmers' incomes?

Findings

The FAS Project provided a range of capacity building support to associations, including training, farm-based services and marketing support. Ninety percent of associations reported receiving support and rated it highly. They said this support resulted in improved performance. Farmers corroborated this effect, although they reported performance improvements in their association even in cases where it had received no support from FAS.

In comparisons from before and after the project, associations reported an increase in quantity of crops (in tons) of 68 percent, and an increase in the total contracts/deals amounts of more than 103 percent in nominal terms (although much of the increases were offset by an increase in costs to farmers).[3] This is in the context of the project vastly exceeding its target annual sales of farms and firms receiving USG assistance by 12 times ($78.8 million vs. $6.4 million).[4]

Despite these positive perceptions and improved outcomes for farmers, the evaluation found no evidence that the capacity of associations to adopt sustainable business models increased, or that associations played a significant role in these improvements. In KIIs, associations could not explain the business model concept [Association KIIs] and could recall only support focused on institutional strengthening and not farm services. Farmers continue to see associations mainly as suppliers of (subsidized) inputs and view them as lacking in capacity.[5]

[3] Data from Associations questionnaire, n = 59. Inflation stood at more than 10 percent during most of the project until mid-2019 and exceeded 30 percent in 2017.
[4] FAS Project Quarterly Report Q4 2020
[5] Farmer GDs, n = 22

Three in four farmers said they benefited from the project but attributed most improvements in production to three areas: inputs, training and technical assistance (blue)—hardly at all from areas related to post-harvest, tool and technologies and marketing (red).[6]

TABLE 1. FARMERS REPORTING ON CONTRIBUTION OF FAS SERVICES (%)

QUESTION: FAS SERVICES THAT CONTRIBUTED TO YOUR GAINING BENEFITS	BENEFITED	INPUTS	TRAINING	TECHNICAL ASSISTANCE	PRODUCTION AND MECHANIZATION SUPPORT	HARVEST SUPPORT	POST-HARVEST SUPPORT	TOOLS AND TECHNOLOGIES	CERTIFICATION SUPPORT	MARKETING SUPPORT	SALES AND MARKETING	CONTRACTS
1. Increased yield	74.6	23.6	45.9	70.3	0.8	1.8	2.5	0.8	0.8	0.0	0.0	0.0
2. Improved quality of production	72.9	26.8	37.1	74.3	2.1	1.0	2.3	1.0	0.5	0.0	0.0	0.0
3. Reduced use of chemicals and pesticides	42.8	15.9	40.7	75.7	1.8	3.1	2.2	1.8	0.9	0.0	0.0	0.0
7. Reduced harvest loss	37.3	20.8	37.6	68.0	4.1	4.1	2.5	1.5	1.5	0.5	0.5	0.5
5. Higher quality of inputs	33.9	36.9	35.8	69.8	0.6	1.7	1.7	1.1	0.6	0.0	0.0	0.0
6. Accelerated production processes	33.5	30.5	42.9	70.1	2.3	3.4	2.8	2.8	1.1	0.0	0.0	0.0
9. Better prices for harvest	32.4	14.6	32.7	66.7	2.9	4.7	3.5	1.2	0.6	8.2	4.1	0.6
4. Reduced cost of inputs	31.6	18.6	33.5	74.3	1.2	3.6	3.6	1.8	1.2	0.6	0.6	0.6
8. Increased connection to markets	12.7	11.9	37.3	58.2	3.0	6.0	4.5	3.0	3.0	9.0	9.0	1.5
11. No benefits gained	11.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
10. Ability to export	8.0	40.5	16.7	52.4	4.8	7.1	7.1	7.1	4.8	9.5	11.9	0.0

Source: Farmer questionnaire, n = 528

Conclusions

The FAS Project clearly contributed to improvements in on-farm production, but this largely resulted from FAS working directly with farmers, rather than from an increase in association capacity or a change in the way they operate and engage with farmers.

[6] Farmer questionnaire, n = 528

Associations reported that they found the capacity building useful, the support was appreciated and enhanced performance, and production improved. All of this was linked to the project.

Yet, despite these positive changes, we cannot conclude that the associations established sustainable business models, or that farmers are seeing production benefits because of the associations' work. Positive changes in production and sales have a weak correlation with how farmers see changes in association performance. This is because there is little evidence that the project's capacity building directed toward associations translated into project goals of associations delivering more services to farmers using a new business model. This should not be surprising; institutional change requires many years of ongoing support.

Recommendations

- To better support smallholder farmers, develop a results-based capacity building strategy that targets both institutional and technical capacity of associations so they can apply what they have learned (an actionable plan). [IP]
- Beyond just delivering training, the strategy should assess whether it is being applied and why or why not, and then address the identified issues through tailored support. The project M&E system should reflect this. [USAID, IP]
- Incorporate the above recommendation as qualitative learning outcomes in project indicators—in addition to quantitative indicators, such as capacity or knowledge building—to track the effect of association capacity building on smallholder farmers. [USAID, IP]

EVALUATION QUESTION 3.

Was the project successful in the promotion of innovative tools and technology among its targeted beneficiaries across components? If yes, what factors contributed to this success? If no, what are the hindrances?

Findings

Almost half of farmers responding to the questionnaire—242 (46 percent)—said they used a FAS technology. In all, the group used a total of 506 FAS technologies between them, or just over two per farmer on average.[7] This would represent almost 8,000 project farmers, assuming that the evaluation sample is fully representative of all farmers in the program. The FAS target was 6,200 "individuals in the agriculture system who have applied improved management practices or technologies with USG assistance." The FAS IP reported reaching 5,2188. The target was for 6,200 beneficiaries applying improved management practices or technologies due to FAS assistance, and the FAS IP reported reaching 5,218. Inadequate planning appears to have prevented the project from distributing innovations and technologies more widely. In the case of pH / EC meters,[9] the device was distributed only in the last days of the project.[10]

---

[7] Farmer questionnaire, n = 528

[8] According to FAS Project documents: "Rationale for Targets (optional): The indicator targets are based on the projected number of farmers participating in the FAS crop production training program, the number of managers of firms receiving FAS grants and the expected rate of uptake (100 percent for association managers and firms, 90 percent for farmers based on interim FAS results of farmer uptake)." Uptake is assumed to refer to adoption, not delivery of a technology.

[9] pH/EC devices help farmers measure the pH level (acidity or alkalinity) and conductivity of their soil and irrigation water, enabling them to take measures to support crop growth and use agricultural inputs more efficiently. (FAS Project Quarterly Report Q4 2020)

[10] Farmer GD, n = 22; association KIIs

Of the eight technologies assessed through the farmer questionnaire and group discussions, the most common type of technology mentioned was safe use of pesticides (27.3 percent), followed by improved water-use efficiency (19.7 percent) and the red palm weevil device (17.6 percent).

Although yield and quality of production increased for the majority of farmers, technologies and tools had only a marginal influence, if any, per both the questionnaire responses and the GDs. When asked about all of the support they received, only 2.5 percent of farmers cited tools/technology.[11]

According to group discussions with farmers, many farmers did not benefit from information and communications technology (ICT) support in the form of either a platform that generates short messaging service (SMS) transmissions (introduced early in the project) or a WhatsApp extension service (introduced to mitigate risks related to COVID-19). This was in part because of weak internet and low rates of smartphone use.

While the above findings highlight the low value added by technology to the project's overall impact, the evaluation team did identify several successful examples, including: 1) coding and certification (for pomegranates), a major project support provided to farmers and traders in Assiut; and 2) professional-grade mango boxes, which kept the fruit in better condition and directly improved profits.

Conclusions

Farmers benefited measurably from the project support, but innovations and technologies had only a marginal impact, if any. It is possible that their low level of contribution to production resulted from their late delivery, and a follow-up assessment at the end of the next season might show different results.

The project succeeded in delivering innovations and technologies to many farmers. Although this is not the same as promoting their use, farmers rated them positively, indicating that they were welcome.

Two success factors can be highlighted.

1) The use of a demand-driven approach, by delivering innovations / technologies to associations whose farmers grew crops where the innovation/technology was appropriate and needed.
2) In the case of coding and certification, the project linked to existing institutions and their mandates.

Several hindrances prevented technologies from having a noticeable impact:

1) Late distribution of technologies near project end (computers, pH/EC device, cold chain app).
2) The distribution approach was not accompanied by a clear implementation strategy.
3) Operational issues (delays, outreach, geographical coverage) prevented the project's ability to disseminate and scale up.
4) In the case of ICT, farmers' literacy levels and poor internet access limited the benefits of the WhatsApp extension service.

[11] Farmer questionnaire, n = 528; farmer GDs, n = 22

Recommendations

- Deliver innovations / technologies at the beginning of projects rather than at the end. This is necessary to allow time to monitor outcomes, identify weaknesses in the process and provide technical support.
- Develop a systematic distribution plan, based on a needs assessment that maps the technologies to crop type, land requirements and geographical coverage. Conduct a cost-benefit analysis at the farm level on a sample of farms before introducing new technologies.
- Facilitate linkages to financial institutions supporting tailored products for increasing smallholder farmers' financial ability to apply new technologies introduced.

CROSSCUTTING ISSUE: GENDER

Findings

Project documents describe plans to give special consideration to women's producer groups and groups with stronger female participation and to support women entrepreneurs to "generate ideas and to promote their products"[12]. However, the evaluation did not observe tangible results from these efforts. In terms of the project's income benefits, the project benefited primarily men, given that only 2.1 percent of smallholder farmers are women. The FAS MEL Plan only referred to gender for disaggregation purpose without adding gender specific indicators. . Of the association staff supported, 59.6 percent were women. While the evaluators met with associations that had women on their board of directors and on their staff, women-led associations were not targeted with tailored support.

Conclusions

Although the activities evaluated included some gender elements (grant applications, association capacity building), these were not a core factor in the design and the evaluation did not observe or find evidence that they had succeeded in empowering women. Training associations on gender has not translated into visible results. Serving women clients and employing women is not the same as empowering women within the agricultural sector, or taking into account their specific needs and constraints, such as challenges with land ownership. In Egypt, women traditionally work in production lines and packhouses, so it is unclear how enumerating their presence contributes to women's empowerment.

Recommendations

- At the beginning of the project, conduct a gender analysis across components to identify the distinctive needs of men and women farmers under each component. Based on the analysis, introduce gender-responsive activities and interventions. [IP]
- Develop a strategy that goes beyond target numbers related to employment positions and takes into account the constraints and conditions that women face. Develop tailored interventions and support that focuses on women's empowerment. Include gender target numbers for indicators in the project M&E system. [IP]

[12] FAS Work Plans for Project Years 4 and 5

INTRODUCTION

The FAS Project launched in July 2015 and was completed in November 2020 (including a five-month no-cost extension). Initial project funding was $23 million. The Cooperative Agreement aims to increase incomes of smallholder farmers through various measures in seven governorates of Upper Egypt: Assiut, Aswan, Beni Suef, Luxor, Minya, Qena and Sohag.

The project was funded from the Agribusiness for Rural Development and Increasing Incomes (ARDII) assistance agreement, which, according to the Evaluation Scope of Work "seeks to bring targeted beneficiaries into environmentally appropriate high-value commercial horticulture value chains."

EVALUATION PURPOSE AND EVALUATION QUESTIONS

EVALUATION PURPOSE

The evaluation is intended to help USAID/Egypt improve and learn from the FAS Project, to inform design and performance of future activities and support the Mission's development objectives by examining the effectiveness of key aspects of activity interventions. The primary audience for this evaluation is the USAID/Egypt and mission management. Secondary audiences include the implementing partner of FAS, other implementing partners, FAS stakeholders, the Government of Egypt (GOE), relevant donor groups, and the private sector

The evaluation was conducted at the end of the project (which closed in November 2020).

The evaluation questions addressed a subset of project activities and components where the Mission lacked information and had reason to believe challenges existed. These were *Activity 1.1: Associations and cooperative strengthening* and *Activity 1.3: Promotion of innovative tools and technology* (*Component 1: Improved on-farm productivity and income for smallholder farmers*), as well as the grants component (separate from other components).

Thus, findings, conclusions and recommendations in this report should not be construed as an overall project evaluation.

EVALUATION QUESTIONS

The evaluation was tasked with answering the following evaluation questions:

- **EQ1a.** To what extent has the grant component (12 grants implemented under the project) succeeded to fill gaps in the value chain effectively and efficiently? (actors/segments/input suppliers-pack houses- private sector processors-associations)
- **EQ1b.** How successful have the grantees been in instituting sustainable business models and in contributing to achieving the project results in the activity components: production, post-harvest and marketing?
- **EQ2.** In what ways did the FAS approach to building the capacities of the partner associations and to adopting successful sustainable business models result in improved business performance as measured by number of contracts/deals, number of beneficiaries (small holder farmers), value and volume of traded crops including repeated sales thus affecting farmers' incomes?

- **EQ3.** Was the project successful in the promotion of innovative tools and technology among its targeted beneficiaries across components? If yes, what factors contributed to this success? If no, what are the hindrances?

PROJECT INFORMATION

Project Name	*Egypt Food Security and Agribusiness Support*
Implementer	*Cultivating New Frontiers in Agriculture (CNFA)*
Bilateral Agreement # Cooperative Agreement #	*BA# 263-299* *CA# AID-263-A-15-00022*
Total Estimated Ceiling of the Evaluated Project (TEC)	*$23,000,000*
Life of Project	*July 2015 – November 2020 (including five month NCE)*
Active Geographic Regions	*Upper Egypt*
Development Objective(s) (DOs)	*Egyptian Economy is More Competitive and Inclusive*
USAID Office	*Economic Growth Office*

PROJECT BACKGROUND

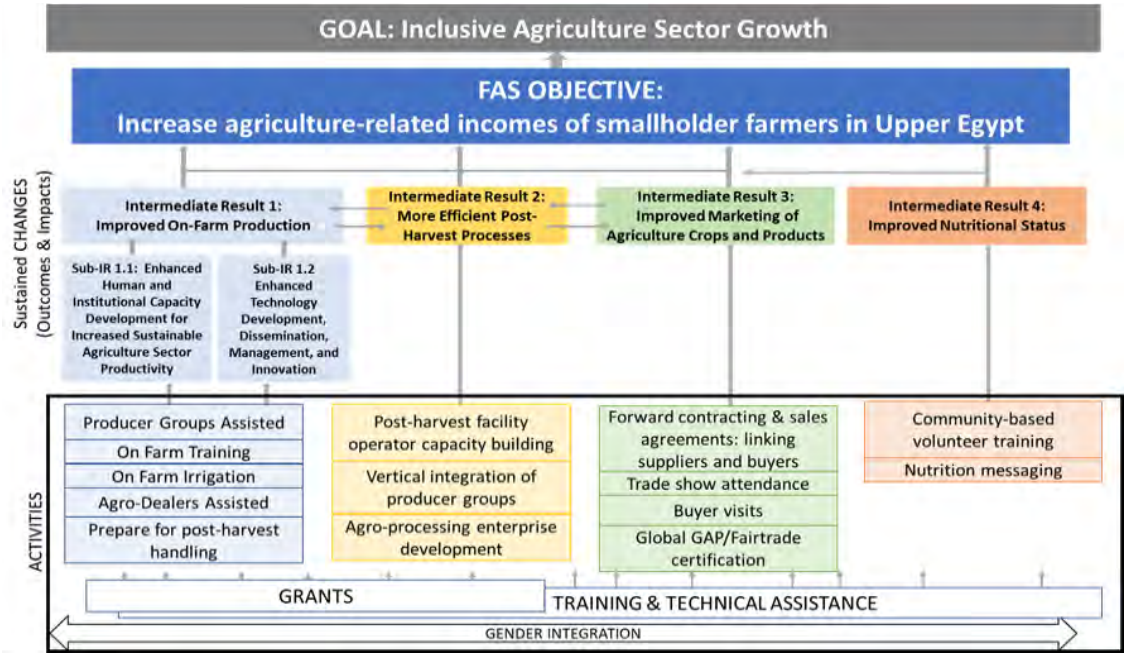
The project goals were to increase incomes of smallholder farmers in Upper Egypt through four components:

1) Improved on-farm production;
2) More efficient post-harvest processes;
3) Improved marketing of agriculture crops and products; and
4) Improved nutritional status, especially for women and children.

FAS operates under the theory of change that if the efficiency of post-harvest processes, the marketing of these goods and the nutritional status of women and children are improved, farmers will produce better-quality products and be able to sell the products at higher prices and thereby increase their incomes. The FAS IP supported this approach though direct support services, training sessions, capacity building activities and coordination of networking activities, and indirectly through partnering with private firms and resource partners. [FAS Project scope of work (SOW)]

The FAS programmatic goal is linked to USAID/Egypt's objective of inclusive agriculture sector growth. The project's results framework shows how the intermediate results targeted by each of the four components and their respective activities will lead to increased smallholder farmer income in Upper Egypt. [FAS Project SOW]

FIGURE 1. PROJECT RESULTS FRAMEWORK



Source: Egypt FAS MEL Plan Final, 2019

In addition, the FAS Project sought to address complementary, crosscutting sector support, including extension services, irrigation infrastructure (delivery) and irrigation efficiency. Over the duration of the project, smallholder farmers were expected to benefit from significantly higher sustained incomes compared to farmers who grow more traditional, natural resource-intensive crops. The project worked with several horticultural value chains, mainly: tomatoes, onions, sweet potatoes, peppers, green beans, table grapes, mangoes, coriander, cumin, pomegranates, garlic and anise. [FAS Project SOW]

IN-KIND INVESTMENT GRANTS. Through the grants component, the project engaged with the private sector to improve farmers' access to inputs and extension services, and thus improve production and income. The component aimed to expand input supply services and service centers by providing in-kind grants to private operators and by creating privately run farmer service centers (FSCs). CNFA has implemented the FSC concept in other countries; it is described as "a "one-stop-shop" offering inputs—seeds, fertilizers, crop protection products and veterinary supplies—and services like crop price information, veterinary advice, financing and trade credit and equipment leasing to as many as 20,000 farmers per location."[13] Three grants were also made to companies engaged in post-harvest processing and cold storage capacity.[14]

ASSOCIATION CAPACITY BUILDING. The project provided targeted support to 77 associations through 30 activities, with the goal of enabling them to expand the services to farmers in a sustainable manner. Capacity building to enhance association service provision included:

- Four training modules on institutional/management issues;
- Farmer-based services in 15 areas, including training, computers, database business plan template and tools (pH / EC meters); and

[13] CNFA. Farm Center Service Model: https://www.cnfa.org/resource/cnfa-farm-service-center-fsc-model/
[14] A post-harvest center is an area equipped to receive the harvested fruits to proceed the post-harvest treatments including: sorting, grading, packaging, labeling and storing in the cooling houses until transferring to the shipping ports or whole-sale markets.

- Community awareness and marketing, including marketing materials, visiting input supply fairs, exhibitions and field visits to demonstration plots.

INNOVATIONS AND TECHNOLOGY. Under several components, the project aimed to deliver and promote various technologies. Under *Component 1. Improved on-farm production*, they included: innovations and technologies (given to farmers via associations); ICT extension services through WhatsApp; computers, printers, data shows given to associations and the floppy sprinklers irrigation system to grantees. Under *Component 2. More efficient post-harvest processes*, they included a cold chain app and coding and certification (for pomegranates).

PROJECT PARTICIPANTS. Based on the project database, FAS worked with 24,215 participants from six categories (see Table 2). Among the 17,078 smallholder farmers in the seven governorates, 16,725 (97.9 percent) were male and 353 (2.1 percent) were female.[15] Conversely, 96.1 percent of the 6,602 participants in the Improved Nutritional Status Component (which is not within the scope of this evaluation) were female.

TABLE 2. PROJECT PARTICIPANT BY CATEGORY

FAS PARTICIPANT	FEMALE	MALE	TOTAL
Farmer/producer/worker	353	16,725	17,078
Nutrition component participants	6,347	255	6,602
Private sector actor	232	104	336
Manager or employee from an association or cooperative	84	57	141
Manager or employee from a firm	1	32	33
Missing data (blank)	15	10	25
Grand total	**7,032**	**17,183**	**24,215**

The evaluation findings relating to selected project activities should be considered within the context of the project's overall outcomes. According to the final FAS quarterly report (Q4 2020), the project met or exceeded several of its core indicators, including an increase in annual sales of farms and firms receiving USG assistance vastly exceeding the target (12 times higher), and 70 percent more farmers received short-term agricultural sector productivity training (see Table 3).

TABLE 3. SELECTED PROJECT INDICATORS

OVERALL GOAL: INCREASE AGRICULTURE-RELATED INCOMES OF SMALLHOLDER FARMERS IN UPPER EGYPT	PROJECT TO DATE	LIFE-OF-PROJECT TARGET
EG.3.2-26 Value of annual sales of farms and firms receiving USG assistance.	USD $78,782,668	USD $6,425,046
EG.3-2 Number of individuals participating in USG food security programs.	23,845	14,000
INTERMEDIATE RESULT 1: IMPROVED ON-FARM PRODUCTIVITY AND INCOME FOR SMALLHOLDER FARMERS	**PROJECT TO DATE**	**LIFE-OF-PROJECT TARGET**

[15] A large number of cases (1508) were mismatched against their gender in the FAS project database. This might be due using the spouse's ID in the registration process.

OVERALL GOAL: INCREASE AGRICULTURE-RELATED INCOMES OF SMALLHOLDER FARMERS IN UPPER EGYPT	PROJECT TO DATE	LIFE-OF-PROJECT TARGET
EG.3.2-24 Number of individuals in the agriculture system who have applied improved management practices or technologies with USG assistance.	5,218	6,200
(Custom) Number of farmers who have received USG-supported short-term agricultural sector productivity training.	17,260	10,000

EVALUATION METHODS AND LIMITATIONS

DATA COLLECTION METHODS AND SOURCES

Data collection used five methods and from eight types of stakeholders, enabling the evaluation to triangulate results and validate data reliability. The evaluation team developed 10 quantitative and qualitative data collection tools, one for each project stakeholder type, except in the case of farmers and associations,[16] with whom both qualitative and quantitative data collection tools were used.

1. **Desk review**: FAS reports and other relevant documents were reviewed to help the evaluation team understand the project, and ensured that robust secondary research augmented and informed the primary data collection. (See Annex 5. for complete list of documents reviewed)

QUANTITATIVE DATA COLLECTION. Quantitative primary data was collected from two types of project core beneficiaries: farmers and associations:

1. **Face-to-face questionnaire administration.** Farmers were invited to fill out pencil-and-paper questionnaires with closed-ended questions. Enumerators administered the questionnaires to farmers in groups, reading out questions while the farmers responded to them.
2. **Telephone questionnaire**. A telephone questionnaire was administered to the 59 associations that received capacity building activities from FAS (survey approach). The other 18 were unreachable or did not respond to the call.

QUANTITATIVE DATA COLLECTION: Qualitative data from farmers came through group discussions (GDs); associations and project stakeholders participated via key informant interviews (KIIs):

1. **Group discussions.** On average, each group included just over five farmers, with 118 farmers participating in 22 GDs held at the associations in the seven targeted governorates.
2. **Key informant interviews.** Face-to-face KIIs took place with government representatives, private sector representatives, grantees, FAS partners,[17] NFSA, FAS IP and USAID. This approach allowed for in-depth discussions, probing questions and nuances, which are more difficult using other forms of data collection.

Sampling. Using a stratified, cluster sampling method, 1,450 farmers were targeted for the questionnaire, to achieve a sample of 1,004. Because response rates were far lower than anticipated, the evaluation team increased the number of targeted farmers. The sample represents a 95 percent

[16] For the purposes of simplicity, the term "association" applies to both associations and cooperatives, in line with the evaluation questions.
[17] FAS partners are Blue Moon, National Food Safety Authority, Souktel, Winrock International and WFLO. Only Winrock International and WFLO accepted the evaluation team's invitations to KIIs.

confidence interval, and a 4.2 percent margin of error. Given the limitations of the resulting sample sizes, findings can be generalized only at the project level and for some (but not all) governorates, but not at the crop level.

For qualitative data collection, the team used purposive sampling to select stakeholders through KIIs. (Table 4.)

TABLE 4. DATA COLLECTION TOOLS AND SAMPLING

INFORMANTS	POPULATION FRAME	TARGET SAMPLE SIZE	ACTUAL SAMPLE
CORE BENEFICIARIES			
Farmers, Quantitative	17,078	1,004	529
Farmers, Qualitative		168 participants (in 24 GDs)	118 participants (in 22 GDs)
Associations, Quantitative	77	77	59
Associations, Qualitative		14	31 participants (14 associations)
Grantees	12	11	11
KEY STAKEHOLDERS			
Government Representatives	8	8	9
Private Sector Representatives	49	7	7
FAS Implementing Partners	4	4	2
USAID Program Offices	2	2	1
FAS Team (Current and Former Staff)	58	4	7
Total	**17,230**	**1,285**	**Fewer than 774***

Note: Some people were interviewed twice because they belonged to an association that was also a grantee, or they received a farmer questionnaire and then participated in a GD.

DATA ANALYSIS. The evaluation team used descriptive statistics to analyze the two sets of quantitative data (farmer questionnaires and association questionnaires) using SPSS software. A first round of analysis produced frequency tables for each response (variable) and analyzed for patterns to help address the evaluation questions. The team then conducted further analysis using cross-tabulations. Coding and analysis of qualitative data used the qualitative data analysis software application Taguette. Team members coded all 73 KII and GD notes and uploaded them to Taguette, after developing a coding tree with 109 themes. After this, queries were run to explore the qualitative data by theme.

DATA QUALITY ASSURANCE. The evaluation team discussed and documented all identified issues affecting validity. The interpretation of findings, conclusions and recommendations took into consideration data limitations.

LIMITATIONS AND MITIGATION MEASURES

LIMITATIONS

The evaluation faced limitations related to data collection, analysis and implementation.

SAMPLING LIMITATIONS. Due to budget and time constraints, the evaluation team could not cover the whole region using a random sampling approach. Instead, at the governorate level, purposive sampling was used to select one or two nearby districts per governorate. Given the limitations of the resulting sample sizes, results can only be generalized at the project level and some, not all, governorates. For the same reasons, the sample is not representative at the level of crops.

DATA COLLECTION LIMITATIONS included: 1) some associations and farmers were unwilling or uninterested in participating in the evaluation; 2) some associations did not reach out to farmers; 3) association managers in some cases did not recognize most farmer names on the list provided to them; and 4) farmers did not respond to requests to be interviewed. The result was that the team interviewed just over half of the target of 1,004 farmers. This increased the margin of error from 3 percent to 4.2 percent

ANALYSIS LIMITATIONS. The implementation of some project elements (distribution of grants and some tools and technologies) in the last two quarters of 2020 limited the ability to assess their effectiveness. At the time of this report's writing, it was too early to assess the benefits that the grants component may deliver to smallholder farmers, given that the machinery and other equipment were not yet in use.

IMPLEMENTATION LIMITATIONS. Data collection during COVID-19 restrictions required use of safety precautions (such as personal protective equipment and social distancing), which increased preparation time and created additional challenges. In addition, the team leader (based in Washington, D.C.) did not travel to Egypt and participated remotely only.

MITIGATION MEASURES

The evaluation team undertook the following mitigation measures (See Annex 2 for further details):

1) Focused on associations that match the geographical and value chain targeting and their served farmers to enhance the data collection process efficiency and ensure fair representation of target groups.
2) Requested FAS support in providing introductions to the associations and confirming the associations' receipt of the questionnaire.
3) Communicated ahead of time with the targeted associations, checking the data collection dates, and provided an allowance to cover farmers' transportation costs as an incentive to participate.
4) Six associations changed during data collection, because the original targets did not receive in-kind support from the project or for other reasons were unwilling or unable to cooperate.
5) When the evaluation team encountered difficulties in reaching farmers and attaining a sufficient sample size, they changed their approaches to encourage farmers to participate.
6) The team followed COVID-19 safety requirements during data collection to ensure the safety of both team members and participants by: 1) wearing masks and face shields in the field;

2) using sanitizer frequently to disinfect all material used in the field and washing hands frequently; 3) distributing masks to all farmers and other participants met; 4) ensuring that all participants in the evaluation maintained social distancing while completing the surveys and taking part in FGDs.

FINDINGS, CONCLUSIONS AND RECOMMENDATIONS

EVALUATION QUESTION 1A

To what extent has the grant component (12 grants implemented under the project) succeeded to fill gaps in the value chain effectively and efficiently? (actors / segments / input suppliers-pack houses- private sector processors-associations)

FINDINGS

Overview

The team could not evaluate the effect of the grant component because the in-kind grants (mainly lab equipment and tractors and attachments) were delivered too late in the project to be used by the time of data collection. Grantees reported numerous issues—around quality, compatibility and currency value—with the in-kind grants they received, noting that it differed from the agreement in the FAS IP. Eight grantees did not receive registration papers or receipts for the equipment they received.

The value chain focus of the in-kind grants was mainly on production, with only three grants going to post-harvest processing companies. When farmers spoke about their value chain priorities, however, they focused mostly on quality and price of inputs (e.g., seeds, fertilizer, pesticides) and marketing (e.g., the price they received for their production).

Implementation

A challenge faced by the evaluation concerned late implementation of the grants component. In some cases, in-kind grants were delivered only in the final quarter of the project's life. Since the equipment had not been put to use yet, it was not possible to answer questions about effectiveness.

Twelve grants were awarded and 11 were distributed. One grant was canceled after failing to meet the cost-share requirement. (See Table 5.) Most grants went to input suppliers (agriculture supply stores) and only three to post-harvest. Even when in-kind grants were given to input-suppliers they were production related (not input-related). That is, tractors and attachments will be used for production. In the former case, these were primarily in the form of tractors, attachments and labs, all of which are production-oriented.

TABLE 5. OVERVIEW OF GRANTS PROGRAM RECIPIENTS

TOTAL AWARDED = 11	POST-HARVEST = 3		PRODUCTION FOCUS = 8	
	TO ASSOCIATIONS	TO PRIVATE SECTOR	INPUT SUPPLIERS	TO COMPOSTER
Number awarded	**2**	**1**	**7**	**1**
Name	Al Bayahoo El Esra	Stars of Export	Abd El Hamid Al Modather Al Firdaws Al Khair Al Baraka	Al Faraena

	Gezerat El Arab Sharif Sons Silver Moon

Source: FAS Project documents

Preparation of the grant component began in 2017, two years into the life of the project, with delivery of in-kind grants three years later. The slow process was compounded by a long application period—two years between submitting, signing and starting. [Grantee KIIs, FAS quarterly reports for Q4 2020 and Q3 2020] Issues around technical expertise, changes in specifications, and USAID rules and regulations on procurement led to approvals in late 2018/early 2019. [Grantee KIIs; FAS IP KIIs] The COVID-19 pandemic further impeded the process.

The delays caused problems for three grantees as they incurred unnecessary costs related to rent, operations and staff salaries. For example, one had rented land and hired operators, then had to let them go after several months because the tractors and other machinery had not arrived. Another rented land to build a greenhouse, which was canceled. Another incorporated the in-kind grant into their business plan, which was negatively affected because the equipment was not delivered. [Grantee KIIs]

Some grants or parts of grants were canceled. In one instance, a grant applicant was unable to meet their share of the contribution. Grants totaling $1.75 million that would have gone to women entrepreneurs were canceled (see the section titled *Crosscutting Issue: Gender*). [FAS team KII] For these and other reasons (e.g. project's responsiveness to changing needs, market limitations, etc.), only $2.4 million of the project's grant allocation budget of $5.6 million was disbursed. [FAS 2Q 2020]

Distribution of the in-kind grants began only in 2020, and was continuing through the end of the project, at the time the evaluation team was collecting data in the field in November 2020. [Grantee KIIs; FAS quarterly reports for Q4 2020 and Q3 2020; grantee KIIs] Tractors, cold storage equipment, labs and other machinery were delivered in Q3 of 2020 or later.[18] When the machinery did arrive, some grantees complained that they did not have the opportunity to inspect it on arrival. [Grantee KIIs]

Aside from the slow process, issues related to equipment specifications led to grantees receiving equipment that differed from their agreement. Issues with in-kind procurement can arise in the procurement process related to different vendors, specifications, and sources. One grantee was unhappy with the tractor the FAS project purchased under the grant agreement; it came from a domestic vendor and had much lower horsepower than the grantee requested. This rendered it incompatible with the attachments that came with it, such as for laser leveling work, especially in new reclaimed/desert hilly area. [Grantee KIIs]

One grantee expected to receive a processing line made in the U.S., but received a cheaper line made in Turkey. The received line was of lower quality and capacity, impeding production efficiency. Another grantee reported agreeing to equipment valued at $300,025, but received cheaper models valued at $195,000. This also effectively increased the grantee's in-kind contribution well beyond the agreed 25 percent.[19] The grantee described being "stuck with this equipment they didn't agree on." Both a grantee and the FAS IP noted that FAS lacked technical experts in procurement. [FAS IP, Grantee KIIs]

[18] Cold storage delivered for post-harvest grantees in Q4 2019. Next delivery was in Q4 2020. Some equipment (cold storage) delivered for two grantees (post-harvest) in Q4 FY2019 – the next deliveries were in Q3 FY20.
[19] The grantee cost-share was 25 percent for associations and 50 percent for the private sector.

Referring to the grant amount, FAS IP noted that original budgets were based on pro-forma invoices provided by grantees as part of their grant applications, and then reviewed by the IP for reasonableness based on the market at the time, and that grantees were aware that the IP had sole discretion over disbursement of assistance, which was made clear to the grantees in the grant agreement.[20]

Partly related to the changes in specifications (which in at least three cases were not included in the grant agreements) and partly to non-delivery, grantees received less than what they had agreed to. One grantee noted that the value was less than what FAS was responsible for paying, and the difference was not made up with additional equipment. Another did not receive $38,000 worth of equipment included in the agreement and ended up paying for it himself. Yet another reported that the value of the equipment was worth 1 million EGP (approximately USD $64,645) less than in the agreement. [Grantee KIIs] The change in value had an impact on the grantee's contribution level: in cases where the value of the grant was less than agreed, this meant that the contribution exceeded the 50 percent level (or 25 percent in case of associations).

Issues over the cost-share agreement came up repeatedly, including over how much the grantee had contributed to it, what an acceptable cost-share was and whether it had to be applied to the same business activity as the one the grant was funding. A grantee said that if he had known the cost-share had to be for the same activity, he would have bought a greenhouse and seedlings instead of machinery. [Grantee KIIs]

Except in one case, all grantees met their contribution requirements, and thereby demonstrated their commitment. The issue was on the changes in cost of machinery (due to change in specification). After the contracts were signed, grantees learned that some of their contributions were not eligible, decreasing the value of the contribution below 50%, and therefore the value of the in-kind contribution was also decreased, to match the 50%, based on the revised eligibility criteria.

Grantees were not able to participate in the technical/purchasing committees (for evaluating bids for the equipment). A grantee complained that the procurement process "wasn't participatory at all." Another agreed that the process was not participatory, noting that no one asked for grantees' opinion before choosing the machines. [Grantee KIIs]

Eight grantees said that they did not receive registration papers or receipts for the equipment, which creates problems for them. [Grantee KIIs]

> *For the tractor received in May without papers—we have already lost 6 months of the guarantee.* – Grantee
>
> *There was no expert present when we received the equipment – we just received and signed. And if there is anything wrong … we just had to sign.* – Grantee
>
> *The biggest problem is that I don't even know the price of the things they bought—I don't have a paper that tells me the prices of any of the equipment I received.* – Grantee
>
> *We don't have any receipts and guarantees and papers. The association does not have the estimation for their assets.* – Grantee

[20] FAS IP written communication, January 8, 2021.

The FAS IP notes that the grant agreement does not require receipts to be shared, and they are not usually provided by implementing partners to grantees without a specific reason or justification.[21] However, this clearly posed a challenge for some grantees.

For various reasons, several grantees reported that they had not used the new machinery yet: not all of the equipment (e.g., tractor attachments) had arrived; the harvest seasons had passed; or insufficient time had passed for the new grant to make a difference in sales. In the case of greenhouses, although their construction was included in some grantee proposals, in the end FAS canceled its support and construction work was not finished. [Grantee KIIs]

Applicability

The appropriateness and applicability of the in-kind grants to the conditions and needs of farmers was not always clear. Farmers prioritized high-quality seeds and pesticides, but these concerns were not fully reflected in or addressed by the project. FAS provision of machinery to input suppliers (seven out of eleven) did not respond to farmers' high priority needs, even if machinery for production features as one of the value chain gaps in the Value Chain Assessment. No farmers mentioned machinery as a need, while the need for marketing came up repeatedly in all farmer groups. [Farmer GDs, n = 22] For example, one grant included a tractor with laser leveling technology, although this was not suitable for the terrain where it was stationed. In another case, a floppy irrigation system (given as part of the grant to an FSC) was being used for an inappropriate crop (potatoes instead of pomegranates). [Grantee KIIs].

The FAS Project's value chain (VC) assessment identified a host of issues that included input constraints (fertilizers and pesticides are overpriced / seed quality is low / climate change is having a negative impact); production constraints (extension services are inefficient / irrigation is in short supply and comes at a high cost / diseases and infections are taking a toll); and marketing constraints (farm gate prices are fluctuating / traders are taking monopolistic actions / financing is lacking / infrastructure is poor / domestic and export market information is lacking). Farmers confirmed these as issues they continued to face, and almost never mentioned machinery as a production service they received.). [Farmer questionnaire, n = 528; farmer GDs, n = 22].

Addressing Value Chain Gaps

The services that farmers reported needing most—such as higher-quality and more affordable inputs (e.g., effective pesticides and good-quality seed), post-harvest services, access to fair markets and financial services—were generally not part of the FSC services offered. This essentially added a machinery rental service to their core business of input suppliers. Two grantees reported that it would have been impossible for a single private entity to provide everything, because each service required its own set of permits from different government entities, depending on the nature of the service and its requirements. [Grantee KIIs] The IP expects that with time, FSCs will adjust the services they offer to meet farmer demand as it evolves, and that FSCs would be empowered to ensure that they understand the market and smallholder farmer demands to adapt their input and service offerings.[22] However, this was not observed at the time of the evaluation.

The grants addressed only limited segments of the value chain (production and limited post-harvest services, but not higher-quality inputs or marketing) with eight of 11 focusing on production and the

[21] FAS IP written communication, January 8, 2021.
[22] FAS IP written communication, January 8, 2021.

remaining three on post-harvest process. Of the 11 grants distributed, eight went to input suppliers (farm supply centers selling fertilizer, pesticides, seeds, etc.), who added a new business line—renting out tractors and equipment financed with the grants. One grantee noted, "Most of the grantees are actually traditional—just shops selling inputs traditionally. The ad [FAS Project announcing the grants] focused on innovation and there are many people that have innovative ideas and innovative ways of working."

The result was an emphasis on a single value chain segment, or uneven coverage of the value chain gaps identified by the project [FAS Egypt Value Chain Report Final: Value Chain and End Market Studies, Volume II]. One grantee had no previous expertise in agriculture projects and may lack the expertise, complementary resources and network to manage their new business line. The grantee's good reputation in the field may enable faster integration but is likely to be hindered by the normal learning period for new projects. [Grantee KIIs]

How or whether a particular applicant would fill the identified value chain gap was a major criterion in the selection process, according to an FAS IP key informant. However, the grants addressed only a limited number of value chain gaps identified by the grantees and were not necessarily related to farmer priorities. No community mapping was conducted to assess farmers' specific needs or existing resources in a given location. Instead, the grant recipient was asked to apply a specific service or technology based on its application.

Uneven Distribution

With respect to geographical coverage, the distribution of grantees was uneven. Eight grantees were clustered in the three northern governorates, but the four middle and southern governorates were home to only three grantees. (See Figure 2.)

FIGURE 2. MAP OF UPPER EGYPT SHOWING LOCATION OF PROJECT GRANTEES

CONCLUSIONS

The investment grants component has not yet succeeded in filling gaps in the value chain. No impact could be measured (and there was zero or minimal impact) given that insufficient time had passed since delivery, or the in-kind grant (machinery, lab equipment or processing line) was not in use yet. Even if the grants had been delivered earlier in the project, it is unclear that they would have successfully filled the value chain gaps based on the following:

1) The machinery procured addressed value chain gaps (grantees had to justify their applications on this basis) in only limited segments of the value chain (production, in eight of 11 cases), which were not what the farmers emphasized as important to them (post-harvest and marketing).
2) The combination of weak planning, weak implementation and limited, if any, follow-up (given that the project closed shortly after in-kind grants were delivered) raises concerns about whether the benefits of the grants program will go to smallholder farmers. There is no guarantee that smallholder farmers will be able to benefit, since grantees did not have to produce a plan aimed at supporting these farmers. Many farmers may be left out.
3) The grant component was not strongly integrated with other activities focused on production, post-harvest and marketing. It was implemented late, which is likely to impede its ability to contribute to project results.

Conclusions cannot be drawn on the impact of the post-harvest grantees on the value chain. One was not working yet because the season had not started. Another reported that they were working with whatever farmers had good quality seeds, not the project beneficiaries per se.

As the findings show, grantees ended up spending more or receiving less than they had anticipated or calculated. This caused distrust toward the project and has implications for their business plans. The issues were compounded by serious questions that arose around an approval and procurement process that resulted in grantees receiving different quality or quantity of in-kind grant machinery than that which they had agreed to, or not receiving machinery at all.

Although grant applicants had to show how they were filling a value chain gap, the grants model was not tailored to the specific needs of local farmers. In most cases, grants (machinery, labs) don't address the value chain gaps as prioritized by farmers, who emphasized the importance of higher-quality inputs and support for post-harvest and marketing.

The issues that arose throughout this process point to problems with execution and late timing, rather than with the concept of an in-kind grants model. The project's approach of engaging the private sector to address value chain gaps is well justified, given the generally weak capacity of associations and shrinking role of government in the agriculture sector.

RECOMMENDATIONS

- Focus on building linkages between agribusinesses, farmers associations, financial institutions and the private sector from the start of the project. Develop a grants model that is oriented toward a partnership approach, with a focus on project results and ultimate beneficiaries. Before proposing a new model, collaborate closely with beneficiaries/farmers at the local level to assess the value chain gaps faced by farmers living in the area who will be served by the grantee. [USAID, IP]

- Use a community mapping approach to assess specific needs of communities where the grantees provide services, covering production resources, post-harvest and marketing to maximize the potential benefits of the grant to smallholder farmers. [USAID, IP]

- Work more openly and communicate better with grantees. Specifically, make the following changes to the grants manual[23]: 1) only change contract terms (e.g., cost-share amount, machinery specifications) with a written agreement and in cooperation with the grantee; 2) allow the grantee to sit on the procurement committee and evaluate bids; 3) if equipment specifications change, give the grantee the option of canceling that portion of the in-kind grant and either reallocate their contribution or withdraw it; 4) provide the grantee with the papers, receipts and warranties for the delivered equipment; and 5) respond to grantee complaints and include a mechanism to resolve them. [IP]

- To the extent feasible and allowed by procurement rules, USAID should identify ways of streamlining the procurement process or reducing the timing between the procurement steps, to avoid excessive delays and avoid late delivery of in-kind grants. [USAID]

[23] The grants manual section on ethics is focused on implementation of project, but section related to issues of selection, concerning participation, transparency, etc. should be added.

- Begin grant process early in project and allow for at least one year of monitoring post-grant delivery before project ends, to allow for iterative learning and follow-up on whether and how smallholder farmers are benefiting. [IP]

- Encourage a broader pool of entrepreneurs, including social enterprises, to apply for grants, and design the application, selection criteria, and advertising accordingly. [IP]

EVALUATION QUESTION 1B

How successful have the grantees been in instituting sustainable business models, and contributed to achieving the project results in the activity components: production, post-harvest, and marketing?

FINDINGS

Overview

Given the delivery of the grants late in the life of the project, sustainability could not be assessed.

No grantee had a strong focus on helping farmers access markets to give them fair prices, a key value chain gap identified by the FAS project and by farmers themselves. As a pomegranate farmer from an association for community development in Assiut said, "We are a small drop in the ocean, USAID has the connections to push and help us get to contracts, otherwise we are left to the monopoly of the dealers." [Farmer GDs] Grantees were unable to describe a business plan (whether sustainable or not) of how smallholder farmers would benefit.

A review of the grant proposals and other documents found that they included no clear operational cost, clear pricing strategy, cash flow projection or break-even analysis. That is, basic business planning elements were missing. The in-kind grant machinery was not for the purpose of improving inputs or post-production/marketing, but rather for introducing new lines of business in the area of production.

Two grantees included greenhouses in the application, which one described as part of their plan for sustaining activities after project close. However, in both cases the FAS Project canceled them, explaining that the project had run out of time. [Grantee KIIs] The FAS IP noted that in one case the grantee did not meet the cost share, and in the other, its preferences changed repeatedly until there was insufficient time left for procurement.[24]

Within the context of the grants component, the project did not take full advantage of working with private sector firms in Upper Egypt who already had a business model covering the value chain segment, which farmers prioritized. The firms that applied for the in-kind grants were mostly moving into new areas (e.g., the seven farm supply stores branching into machinery rentals through the project). This appears to be a missed opportunity by the project to scale up the existing business model through the grant component, especially if was going to fill a value chain gap. Three grantees interviewed already have a working model partnering with farmers through provision of inputs (e.g., seeds, fertilizers, etc.), technical support via agronomists and financing options (e.g., down payment for land preparation). Through the grants they expanded their (already viable) business operations.

While some grantees received training on the equipment, no planning or follow-up mechanism was in place for the post-project period to reduce risks of smallholder farmers not benefitting.

[24] FAS IP written communication, January 8, 2021.

Neither the farmers participating in the GDs (n=22) nor the associations interviewed (Association KIIs)[25] reported having any communication with the grantees or awareness of the services to be provided through the grant. One grantee from Minya was even surprised to hear of the project's scope, saying: "For the first time, we find that a project has four components that have nothing to do with each other." [Association KII]. An association from Assiut said they had not heard of a particular grantee focused on seedlings and added that it would have been better and cheaper to get the seedlings from Cairo.

Grantees are under no obligation to provide services for smallholder farmers once they have received the grant, as pointed out by three grantees. [Grantee KIIs] While the grantees, who contributed 50 percent or more toward the machinery, are expected to generate new income streams, there is no way of ensuring that their customers—at least not smallholder farmers at the lower end of the socio-economic scale—will benefit.

CONCLUSIONS

It is concerning that grantees had not thought through how their grants would be part of a sustainable business model. The reason for focusing on machinery appears to have been because it represented the most expensive investment and the one for which financial support was most needed.

The use of grant machinery was not linked to the main line of the grantees' business and they were unable to clearly articulate how it would affect or enhance their business. Although a linkage with smallholder farmers may be described in the grant applications, this doesn't mean that there is a clear mechanism to benefit them, or that it will be implemented.

Nonetheless, the high cost-share of investment, of at least 50 percent, increases the probability that production support will continue after project close and thus will be sustainable. Project activities are likely to be more sustainable when linked to stakeholders (government, private sector) that remain after the project implementer leaves. Yet at the same time, from a business perspective, cost share is irrelevant to who the client target is. If grantees see smallholder farmers as profitable clients, they will target them. More time could have been spent working with very poor smallholder farmers and grantees to increase likelihood the latter will benefit

RECOMMENDATIONS

- Create a framework for the post-project period to ensure use of the grants model for the benefit of the users after project close through strengthened formal and sustainable linkages with farmers associations and smallholder farmers, the ultimate beneficiaries. Integrating the grants component more firmly with other components will help in this regard. [IP]
- To increase chances that the linkages will develop and be sustained, facilitate partnerships between grantees and associations, and promote grantee engagement with farmers to foster a relationship. This could be facilitated through the associations. [IP]
- Go beyond a purely market-based approach. Focus on building capacity of firms that need help, and that will work with poor farmers, rather than taking the easy route of working with the best firms. Include the following features in the grant process:

[25] Two of the 14 interviewed associations were also grantees.

i. Prior to accepting applications, engage in an outreach campaign that advertises the in-kind grants program to firms less likely to participate (i.e. less likely to look for or come across application announcements), such as women-owned firms, smaller private firms. This would broaden the opportunities to a wider group of firms, including those that might have a social as well as a for-profit mandate.

ii. When determining criteria grant winners, give weight to potential for successfully supporting small farmers, and existing linkages with poor and marginalized farmers

iii. After delivery of grants, allow for a follow-up period to help ensure that the component is working as intended and benefiting small farmers, and to allow for adjustments.

- Begin the grants component early in the project, taking into account long procurement processes. Delivering equipment several years before the project is over would allow the effect on smallholder farmers to be measured and assessed, building in enough time for learning and improvement. [IP]
- Provide technical assistance that extends beyond grant disbursement in the early phase of the project. [IP]

EVALUATION QUESTION 2

In what ways did the FAS approach to building the capacities of the partner associations and to adopting successful sustainable business models result in improved business performance as measured by number of contracts/deals, number of beneficiaries (small holder farmers), value and volume of traded crops including repeated sales thus affecting farmers' incomes?

FINDINGS

Overview

The FAS Project provided a range of capacity building support to associations, including training, farm-based services and marketing support. Ninety percent of associations reported receiving support and they rated it highly. They noted that their performance improved, and farmers corroborated this, although they reported performance improvements in their association even in cases where it had received no support from FAS. [Association questionnaire, n = 59; farmer questionnaire, n = 528]

Associations reported that their total membership increased by 18.6 percent over the duration of the project. [26] The reported that the quantity of crops produced in tons increased by 68 percent. More than half (52.2 percent) of associations reported that the number of sales contracts increased and the total value of contract amounts increased by more than 103 percent.[27] The mean number of contracts reported by associations increased from 29 before FAS to 73 post-project, and the total number of contracts increased from 214 to 628. [Farmer questionnaire, n = 528]

Considering only associations that received capacity building, the analysis reveals low correlations between farmers' positive ratings of their association's performance and a change in crop productivity

[26] At agricultural cooperatives, the number of beneficiaries changes only through death and inheritance by multiple heirs or in the rare occasion of land being sold to multiple buyers (i.e., land being split up). Thus, the project would not have been expected to have affected the number of association members. In the case of the associations (not agriculture-focused), the number of beneficiaries may increase, e.g., as a result of expanding their outreach.

[27] Inflation was more than 10 percent for most of the project life until mid-2019; it topped 30 percent in 2017.

or sales returns, as Table 6 shows.[28] Almost the same share of farmers rated their association positively regardless of whether their crop productivity had increased. Clearly most farmers do not expect the association to have an influence on this area. Correlating satisfaction with associations and sales returns yielded similar outcomes.

TABLE 6. CORRELATION BETWEEN PERFORMANCE OF ASSOCIATIONS (BY FARMERS) AND CROP PRODUCTIVITY

		CHANGE IN CROP PRODUCTIVITY			
		INCREASED		CONSTANT	
		N	%	N	%
8B. Has the performance level of the association changed over the past three years?	Yes	205	84%	72	81%
	No	37	15%	12	13%
	Don't Know	3	1%	5	6%
	Total	245	100%	89	100%
1. Responsiveness to Needs		111	54%	43	60%
2. Availability of support		115	56%	38	53%
3. Quality of services		91	44%	20	28%
4. Establishing linkages between buyers and suppliers		27	13%	11	15%
5. Facilitating marketing processes		37	18%	13	18%

Source: Farmer questionnaire

Furthermore, the evaluation found no evidence that the capacity of associations to adopt sustainable business models increased, or that they played a role. In KIIs, associations could not explain the business model concept [Association KIIs]. This is not surprising, as the FAS project did not produce a document or train associations to adopt a new business model. Farmers continue to see associations mainly as suppliers of (subsidized) inputs and view them as lacking capacity. [Farmer GDs, n = 22]

Three in four farmers said they benefited from the project, but those who did attributed improvements in production primarily to the training and extension services they received. FAS IP staff facilitated contracts, rather than that stemming from association efforts.

Support Provided

Core elements of the FAS IP approach included providing support at the institutional level as well as trainings and technical assistance to farmers, including on market access and facilitation. [FAS IP written communication] The FAS project provided direct assistance in the form of training and equipment to 77 of the 233 associations located in the seven project governorates in Upper Egypt. The project worked with two types of associations—agriculture cooperative associations and community development associations—that cover a broader range of services. (See text box for descriptions.)

[28] Phi, Cramer's V, Contingency Coefficient was between 0.127 - 0.128

Selection was based on a capacity assessment the FAS IP conducted in 2018 for which associations were rated according to whether they a) had relatively high potential to sustain project activities, b) had less potential or c) had low potential. The first two groups became the focus of capacity building (CB) assistance. [FAS IP KII] For the sake of convenience, they are referred to as "CB associations" in this report. Following the assessment, the FAS IP conducted 15 workshops for 69 associations (on governance), and distributed computers, data show (projectors), printers and (accounting) software to those associations participating in the workshops. It also administered 14 training workshops on digital management and use of accounting software. The last capacity reported building took place in Q4 FY2020, after the evaluation data collection was completed.

A government representative noted a lack of coordination with the government on the selection of associations, arguing that the FAS team members were not technical specialists and did not have sufficient knowledge. [Government representative KII] Expressing dissatisfaction with MALR involvement with the FAS project another Government representative believed that the Ministry should have been part of the selection process.

> *It was a good project but I wished that the management of FAS had cooperated with the directorate rather than working directly with the cooperatives - Government representative #1 KII*
>
> *There was no constant contact with the Directorate - the coops just informed us that they are working with the FAS. Someone from the Extension Department should have worked with them and accompanied them in the process – but they did not – they worked directly with the coops and the farmers - Government representative #2 KII*

TYPES OF ASSOCIATIONS IN EGYPT

Agriculture Cooperative Association: A non-governmental organization (NGO) that registered at the Ministry of Agriculture (under the regulations of Law No. 122/year 1980 and modified by Law No. 204/Year 2014). The association is managed by a board of directors (elected by the association's general assembly) and its staff is hired by the government. Cooperative associations are intended to serve the farm community in aspects including land tenure/ownership arrangements, inputs supply, credits and more. Villages cannot have more than one farmer association.

Community Development Association: A nonprofit NGO that registered at the Ministry of Social Solidarity (under the regulations of Law No. 149/year 2020). The association is managed by a board of directors elected by the association's general assembly. CDAs serve the whole community in areas such as health, education, social solidarity, socio-economic development and others. Every village has an agricultural cooperative.

Sources: Law 149/2019 for non-governmental associations registered with the Ministry of Social Solidarity; and Law 122/1980 for agricultural cooperative associations registered with the Ministry of Agriculture and Land Reclamation.

In some governorates, few associations met the criteria for receiving CB. As Table 6 shows, only four of 24 in Sohag (16.7 percent) complied, compared to more than half in Aswan. [FAS IP database]

TABLE 7. SHARE OF ASSOCIATIONS RECEIVING PROJECT SUPPORT THROUGH CAPACITY BUILDING

GOVERNORATE	ASSOCIATIONS		
	RECEIVED CB	ALL	SHARE THAT RECEIVED CB
	N	N	%
Aswan	24	47	51.1%
Minya	7	40	17.5%

GOVERNORATE	ASSOCIATIONS		
	RECEIVED CB	ALL	SHARE THAT RECEIVED CB
	N	N	%
Luxor	10	33	30.3%
Assiut	8	30	26.7%
Beni Suef	14	30	46.7%
Sohag	10	29	34.5%
Qena	4	24	16.7%
Total	77	233	33.0%

Source: FAS Project data

Associations received more than 30 types of CB services, which fall into three categories: 1) training (focused on institutional issues) (four): 2) farmers-based services (15); and 3) community awareness and marketing (11). Of the associations that responded to the telephone questionnaire, 91.5 percent said they received at least one service. More than 75 percent of CB associations received at least seven types of services and more than 50 percent received 21 services. [Associations questionnaire, n = 59]

All four capacity building areas covering institutional strengthening fall in the top 10 services received by associations from FAS. [Associations questionnaire, n = 59] In interviews conducted as part of data collection, association staff mentioned only institutional training (governance, financial management and gender) and did not refer to the farmer-based services or community awareness and marketing, although these were part of the project and tracked in quarterly and annual project reports (n = 22).

TABLE 8. THE 10 MOST-FREQUENTLY MENTIONED FAS-PROVIDED SERVICES TO ASSOCIATIONS

TYPE OF SERVICE	CATEGORY	ASSOCIATIONS RECEIVING		RATING
		N	%	
1. Good governance	**Capacity building services**	**52**	**96.3**	**8.8**
2. Marketing management	Farmer-based services	51	92.7	8.2
3. Proposal writing workshops	**Capacity building services**	**49**	**94.2**	**8.4**
4. Receive a computer, projector	Farmer-based services	49	92.5	9.5
5. Field / study visits	Community awareness and marketing	49	90.7	9.1
6. Result management	**Capacity building services**	**48**	**90.6**	**8.4**
7. Financial management	**Capacity building services**	**48**	**87.3**	**8.4**
8. Exhibitions	Community awareness and marketing	45	86.5	8.9
9. Marketing materials (posters / instructions about food safety)	Community awareness and marketing	43	89.6	8.9
10. Instruction book for crops	Community awareness and marketing	43	89.6	9.1

Source: Associations questionnaire (n = 59). Rating is on a 10-point scale.

FAS was especially well-regarded for its field and study visits, and for taking association members to fairs and exhibitions; 88.6 percent of associations confirmed receiving both types of service. [Association questionnaire, n=59].

Support varied across associations. Although not part of the capacity building activity, none of the associations the evaluation team met with in Assiut reported receiving a pH/EC meter, although 30.5 percent of CB associations received them (n=59). In Beni Suef, Minya and Assiut governorates, 2,310 smallholder farmers were reportedly using the pH / EC meter. [Quarterly report Q2 2020].

In general, marketing services were less common but in greater demand among farmers, who frequently mentioned the need for assistance with marketing support (obtaining good prices for their products) in 19 GDs [n=22]. The least commonly reported services were access to cold transportation and support for certification.

Performance Improvement Perceptions

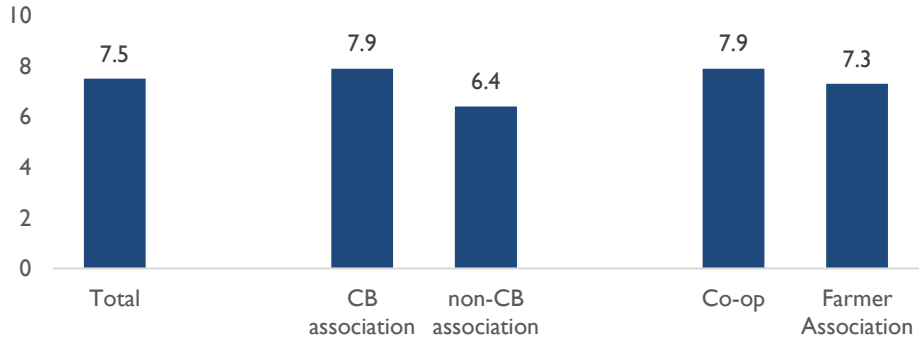
Associations perceive FAS project assistance to be beneficial. The average rating given to services was 8.1 (of 10), and 87.9 percent of associations responding to the questionnaire reported performance enhancement because the services they received. [Associations questionnaire, n=59]

Farmers supported this finding, also reporting that their associations had improved in performance. More than half of farmers perceived the availability of support (55 percent) and responsiveness to needs (50.3 percent) as key factors to the improvement of their association's performance. [Farmer questionnaire, n=528]

Farmer responses indicated satisfaction levels with association performance, on average giving them a rating of 7.5 of 10. Associations that received capacity building were rated 7.9, compared to 6.4 for those that did not. Cooperatives were also rated more highly than associations, as Figure 3 shows. [Farmer questionnaire, n = 528]

Farmers belonging to associations that received CB support from the FAS project reported seeing significant improvements, but so did those in associations that did not receive FAS capacity building. [Farmer questionnaire, n = 528]

FIGURE 3. MEAN SCALE OF SATISFACTION WITH ASSOCIATION'S OVERALL PERFORMANCE



Differences are statistically significant at p<.01.
Source: Farmer questionnaire, n=528, 10-point scale.

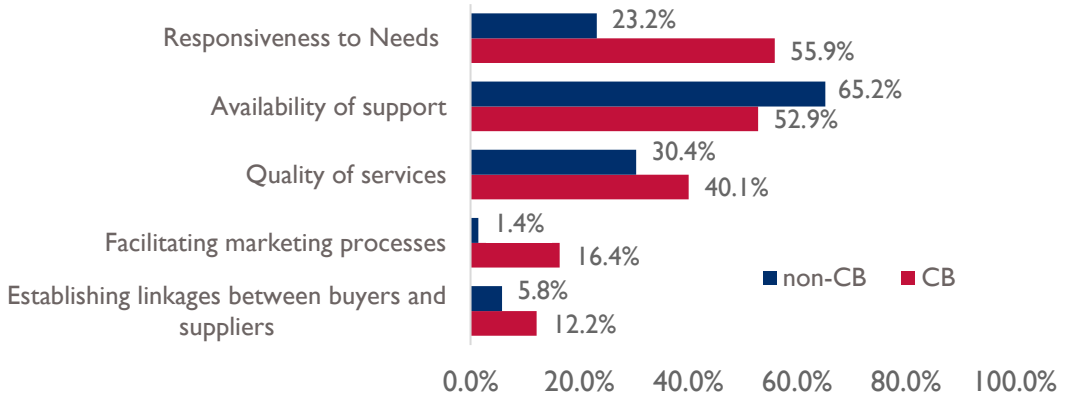
Associations have gotten better over time; 84.4 percent of farmers in FAS-supported associations saw a performance change, compared with 58 percent in non-FAS-supported associations. [Farmer

questionnaire, n = 528] However, the perceived level of improvement was greater for FAS associations.[29]

It should not be a surprise that non-CB associations also saw improvements; the USAID FAS Project is one of many programs that have been supporting farmers associations. Associations' staff mentioned that they received capacity building assistance from: USAID/Care/Shams, USAID/ Egypt Rural Agribusiness Strengthening (ERAS), ILO, IOM, Plan International, Misr El-Kheir Foundation and UNDP, among others. [Association KIIs]. An association from Sohag directly stated that the real impact of capacity building was not from FAS, but from another program, run by CARE, with whom they had started working "long ago." [Association KIIs]

The specific areas of performance improvement are shown in Figure 4.

FIGURE 4. TYPE OF PERCEIVED IMPROVEMENT AMONG FARMERS WHO SAW PERFORMANCE IMPROVE



Source: Farmer questionnaire (n = 528)

The positive feedback on capacity building training could not be correlated with objectively measured improvements, as the project did not assess training impacts. Government officials expressed skepticism about the impact of FAS trainings, saying: "Training are fine, but we need something with a stamp that will leave an impact, it is investment." Another official observed: "There are a lot of trainings but there is no [assessment of the] impact of the training and its effect." Others noted the importance of conducting pre- and post-training studies. [Government KII] In part, the issue concerns timing, since training was rolled out over last 7 quarters of the project. However, the IP was not focused on building capacity of associations to provide technical assistance to farmers. [FAS IP]

The FAS project did conduct an Agricultural Cooperatives and Farmer's Associations Capacity Assessment, but this was only finalized in December 2019. Based on association feedback, it appears that it was too late to apply its lessons in the field, since the season had ended. [Associations KIIs] However, the FAS IP notes that the assessment informed the need to provide governance training, which was delivered later in FY20 to those producer organizations who were deemed to be able to benefit from it.[30]

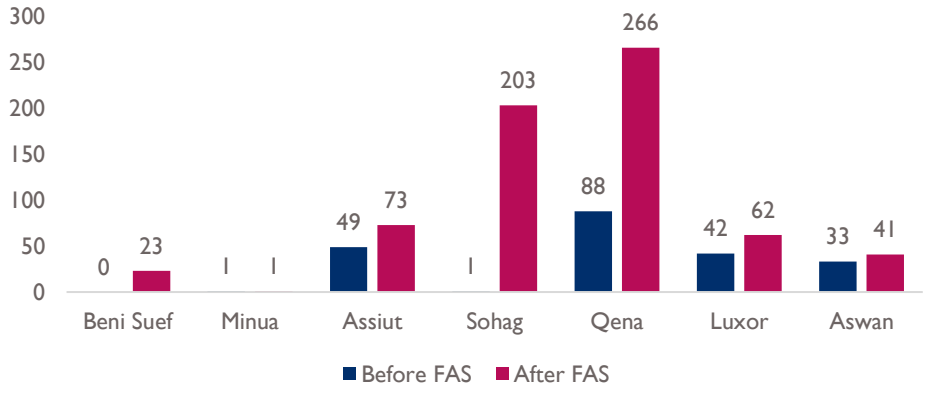
[29] Coefficients for Phi and Cramer's V were both 0.292, a significant moderate correlation between the variables "improved" and "CB association."
[30] FAS IP written communication, January 8, 2021.

Production Improvements

Many farmers reported multiple benefits linked to the project: three-quarters of respondents (74.6 percent) reported an increased yield and almost as many (72.9 percent) reported improved quality of production, while 42.8 percent reported using fewer chemicals. [Farmer questionnaire, n = 528] But these changes are not attributable to association performance; further discussion on this will follow.

All associations reported an increase in the number of contracts/deals as a result of FAS facilitating connections between private sector firms and farmers, from 213 before the project to 669 at the time of data collection. Twenty-one reported getting new contracts/deals for their members through the FAS Project. Among associations responding to the questionnaire, the total contract amounts increased by 103 percent in nominal terms, from 6,573,983 EGP before FAS to 13,361,431 EGP (from USD 839,278 to USD 850,397[31]) by the end of 2020. As noted, high inflation during the project years would have eaten away at farmers' earnings, and farmers confirmed increases in prices and costs. [Association questionnaire, [n= 59] These impacts can be attributed to support provided by the FAS IP through farmer extension services, rather than associations changing the way they operate.

FIGURE 5. NUMBER OF FARMER CONTRACTS AND DEALS REPORTED BY ASSOCIATIONS



Source: Associations questionnaire, n = 59

Associations also reported a substantial increase in crop production after FAS: 68 percent, from 89,168 to 149,864 tons. [Associations questionnaire]

As Table 9 demonstrates, many farmers received a significant amount of support from the project, and the project was perceived to make a difference to their production. However, the sources of support are related almost entirely to three areas: inputs, training and technical assistance (blue) and hardly at all from areas related to post-harvest, tool and technologies, marketing, etc. [Farmer questionnaire, n = 528] As a Minya association representative described it, "We have a problem in marketing—I wanted the project to help farmers in this regard. The problem of marketing is still continuing. We did not how to solve it, the project did not know how to solve it, the government even can't." [Association KII]

These improvements can be attributed to direct FAS assistance to farmers, but not necessarily to association capacity building. Only 13.8 percent of farmers mentioned that their associations facilitate marketing processes and even fewer (11.1 percent) mentioned that associations are establishing linkages with buyers. [Farmer GDs, n = 22; farmer questionnaire, n = 528].

[31] Based on the December 2015 USD/EGP exchange rate of 7.83 and December 2020 rate of 15.71.

Table 9 indicates that few farmers (per the questionnaire) attributed changes in production to this type of FAS support: just 8.2 percent cited the impact of marketing on better prices.

TABLE 9. FARMERS REPORTING ON CONTRIBUTION OF FAS SERVICES (%)

QUESTION: FAS SERVICES THAT CONTRIBUTED TO YOUR GAINING BENEFITS	BENEFITED	INPUTS	TRAINING	TECHNICAL ASSISTANCE	PRODUCTION AND MECHANIZATION SUPPORT	HARVEST SUPPORT	POST-HARVEST SUPPORT	TOOLS AND TECHNOLOGIES	CERTIFICATION SUPPORT	MARKETING SUPPORT	SALES AND MARKETING	CONTRACTS
1. Increased yield	74.6	23.6	45.9	70.3	0.8	1.8	2.5	0.8	0.8	0.0	0.0	0.0
2. Improved quality of production	72.9	26.8	37.1	74.3	2.1	1.0	2.3	1.0	0.5	0.0	0.0	0.0
3. Reduced use of chemicals and pesticides	42.8	15.9	40.7	75.7	1.8	3.1	2.2	1.8	0.9	0.0	0.0	0.0
7. Reduced harvest loss	37.3	20.8	37.6	68.0	4.1	4.1	2.5	1.5	1.5	0.5	0.5	0.5
5. Higher quality of inputs	33.9	36.9	35.8	69.8	0.6	1.7	1.7	1.1	0.6	0.0	0.0	0.0
6. Accelerated production processes	33.5	30.5	42.9	70.1	2.3	3.4	2.8	2.8	1.1	0.0	0.0	0.0
9. Better prices for harvest	32.4	14.6	32.7	66.7	2.9	4.7	3.5	1.2	0.6	8.2	4.1	0.6
4. Reduced cost of inputs	31.6	18.6	33.5	74.3	1.2	3.6	3.6	1.8	1.2	0.6	0.6	0.6
8. Increased connection to markets	12.7	11.9	37.3	58.2	3.0	6.0	4.5	3.0	3.0	9.0	9.0	1.5
11. No benefits gained	11.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
10. Ability to export	8.0	40.5	16.7	52.4	4.8	7.1	7.1	7.1	4.8	9.5	11.9	0.0

On the post-harvest side, the FAS project also worked with associations on collection tents[32] and in Aswan (for dates) and Sohag (for onions). While collection tents were highlighted as a project success [FAS Project Highlights & Achievements July 2018–March 2], this was a recently undertaken activity; in the case of at least two associations, they had not been delivered. An association member from Sohag reported that there "had been some talk" about collection tents but then the project ended and nothing was done. An Assiut association member noted they had been asked to submit an application for collection tents in 2019, but then received nothing.

This feedback from associations is similar to that of grantees about the project not delivering what was agreed on, whether because time had run out or some other reason. [Associations KIIs; grantee

[32] Collection tents are equipped areas that can house harvested fruits, protecting the quality when bringing it to market, as well as reduce post-harvest waste between the point of harvest and packing. The National Food Safety Authority (NFSA) newly requires packing of certain crops to take place in a registered environment.

KIIs] The main FAS IP, CNFA, applied for a cost extension to further build out these private sector linkages with association-owned packhouse suppliers, but did not receive it. CNFA regards this as a promising area for USAID's future consideration. [FAS IP written communication]

On the need for post-harvest support, an association member from Sohag noted that the governorate is well known for its onion production, with yields of 18 to 20 tons per feddan.[33] But they noted that the governorate has no post-harvest or sorting facility. The onions are shipped up north to Lower Egypt, but transportation costs and crop loss are high. The crops then come back to Hurghada Port Safaga for export, which the association described as "without any sense, since Sohag is closer to the port." [Association KII]

Business Model

Associations did not report awareness of the business model concept, where they would provide expanded farm services to their members in a sustainable manner. They could not explain the model to the evaluation team, even when asked about how the equipment they received from the project (computers, printers and various technologies such as red palm weevil devices) would help farmers. [Association KII]

The lack of impact on associations' way of doing business is supported by feedback from the private sector and government and field observations by the evaluation team. A private sector key informant argued, "You have to change the whole staff of cooperatives and associations. You have to change their whole culture—they are employees taking their salary so not motivated—if it is not enforced by higher [management levels], they won't do anything." [Private sector KII]

CONCLUSIONS

The FAS Project clearly contributed to improvements in on-farm production, but this was the largely result of FAS working directly with farmers, rather than an increase in association capacity or a change in the way they operate and engage with farmers. It cannot be said that it was the result of a new business model.

The fact that almost the same share of farmers outside CB associations received benefits and saw their association's performance improve is a strong indicator that the project's capacity building activities were not a key factor in delivering services. In other words, the reported improvements in the value/volume of crops and number of contracts/deals is attributable not to association efforts, but to FAS Project technical assistance. Associations reported that capacity building was useful, the support was appreciated and enhanced performance and production improved, and all this was linked to the project. Yet, despite these positive changes, the evaluation team cannot conclude that the associations established sustainable business models, or that farmers are seeing production benefits because of the work of associations.

This should be surprising, given that the FAS IP did not aim to change the approach of the associations. The FAS IP noted that "not to help them establish a new way doing business, but rather to support them to become functioning value chain actors from whom smallholder farmers could both source

[33] A feddan is a measure of land equivalent to 1.03 acres.

improved inputs and also enjoy access to wider markets and improved bargaining power during sales."[34]

The training activities benefited associations focused on the institutional level, but a connection to a new way of doing business to serve farmers was not made. The role of associations as sustainable, local service providers for smallholder farmers was not developed. The first step (training and capacity building) occurred, but next steps (putting knowledge into practice, promoting sustainable outcomes and embedding institutional change) were not.

This is because there is little evidence that the project's capacity building that went to associations translated into project goals of associations delivering more services to farmers using a new business model. This should not be surprising; institutional change requires many years and ongoing support.

Farmers received services from FAS, not their associations: after the project ends, it is unclear what will replace it. This is where a new way of doing business on the part of associations could have increased sustainability.

RECOMMENDATIONS

- To better support smallholder farmers, develop a results-based capacity building approach that targets both the institutional and technical capacity of associations, enabling them to apply what they have learned through an action plan. [IP]
- Beyond delivering training, the strategy should assess whether it is being applied and why or why not. The project would address issues through tailored support. Use a structured approach to association capacity building that includes continuing assessment and adaptation of CB progress. This would enable better measurement of the progress and sustainability of capacity building in line with the new USAID Journey to Self-Reliance (J2SR) strategy. This should then be reflected in the project M&E system. [USAID, IP]
- Incorporate the above recommendation as qualitative learning outcomes in project indicators—in addition to quantitative indicators such as capacity or knowledge building—to track the effect of association capacity building on smallholder farmers. [USAID, IP]
- If capacity building is to yield results, it should begin earlier in the project and be accompanied by practical, follow-up steps and an iterative learning process: pilot the capacity building activities in the field and then, building on lessons learned related to adoption, tailor the model to the specific association and scale it up. Beyond classroom training, different methods should be tested, including peer-to-peer review, on the job training, and mentoring. [IP]
- Incorporate capacity building into a broader support package that links to other components (e.g., for in-kind grants) so that it leads to tangible outcomes that associations can apply with their members, such as business plans, feasibility studies, etc. [IP]
- Deliver more technical training to associations to support farmers (e.g., with targeted extension services, machinery, etc.) to address value chain gaps. [IP]
- Provide each association with tailored capacity building, based on a capacity assessment related to the its ability to deliver technical assistance to farmers, taking into account its resources, priority areas, role, project objectives, etc. [IP] Related to this, reduce the chance

[34] FAS IP written communication, January 8, 2021

that support benefits only associations with the most capacity by including a strategy to assist weaker entities as well.

- Develop and embed follow-up support and monitoring mechanisms for the post-project period, so that the results are sustained [IP]. This would include fostering linkages between grantees, associations, government, and ensuring that associations are well-trained, and have a business model.

EVALUATION QUESTION 3.

Was the project successful in the promotion of innovative tools and technology among its targeted beneficiaries across components? If yes, what factors contributed to this success? If no, what are the hindrances?

FINDINGS

Tools and Technologies Introduced

In addition to the services and training that the project delivered through associations, it introduced a range of innovations technologies to promote higher and improved production, targeting specific crops. Some were devices (e.g., for measuring grape sizes; for measuring sugar levels; for red date palm weevil treatment; for more efficient irrigation; for measuring soil and water salinity) and some were in the form of techniques and supplies (e.g., for safe use of pesticides; for use of micronutrients to increase plant resistance to fungal infection). The project plan [FAS Year 5 Work Plan, 2019] mentions plans to introduce solar irrigation pumps, but this was not implemented.

The technologies were sometimes given to associations, and sometimes to farmers directly, although associations the project met with were usually unable to answer questions on this topic because they either were not aware or didn't receive any technology. Associations would, in theory, manage their use and rotation among their farmer members.

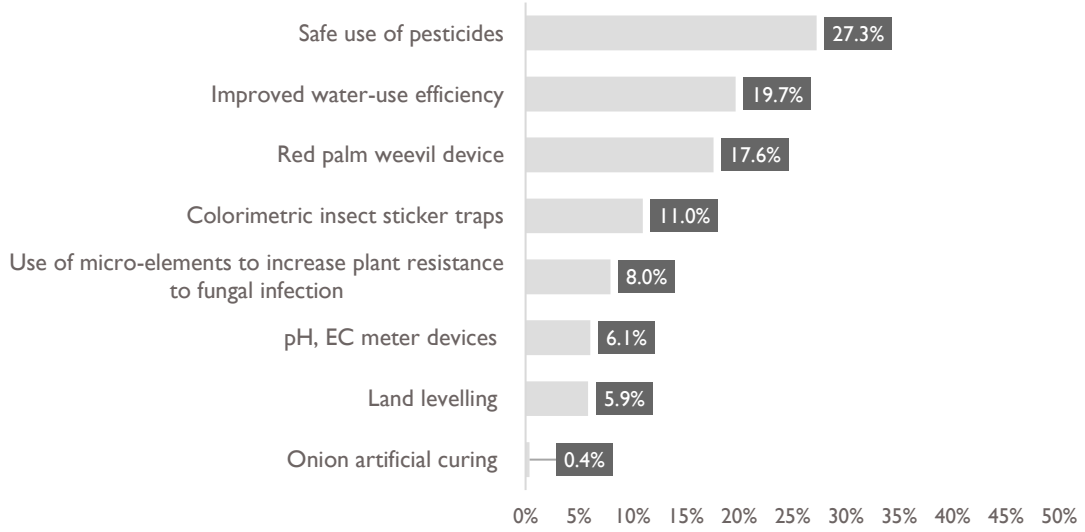
Almost half of farmers responding to the questionnaire—242 (46 percent)—said they used a FAS technology. In all, they used 506 FAS technologies, just over two per farmer on average. (Farmer questionnaire, n = 528) This was only half of the project's target of reaching 90 percent of farmers. [FAS Project PIRS No. 3][35] This would represent almost 8,000 project farmers, assuming that the evaluation sample is fully representative of all farmers in the program. The FAS target was 6,200 "individuals in the agriculture system who have applied improved management practices or technologies with USG assistance." The FAS IP reported reaching 5,218. (although assessing this achievement was not part of the evaluation scope of work)

Not belonging to a CB association did not prevent farmers from receiving project assistance. The project did not "penalize" farmers for their association's lack of effectiveness; they still provided innovations and technologies. [FAS team KII] Thus, approximately the same share of farmers in CB (46.5 percent) and non-CB (43.7 percent) associations received some type of innovation and technology from the project.

[35] According to FAS Project documents: "Rationale for Targets (optional): The indicator targets are based on the projected number of farmers participating in the FAS crop production training program, the number of managers of firms receiving FAS grants and the expected rate of uptake (100 percent for association managers and firms, 90 percent for farmers based on interim FAS results of farmer uptake)." Uptake is assumed to refer to adoption, not delivery of a technology.

Of the eight technologies assessed through the farmer questionnaire and through group discussions, the most common type of support mentioned was safe use of pesticides (27.3 percent), followed by improved water-use efficiency (19.7 percent), and the red date palm weevil device (17.6 percent).

FIGURE 6. RESPONDENTS REPORTING USE NEW TECHNOLOGIES



Distribution of Technology

The distribution of the floppy irrigation model to FSCs for their demonstration plots was one of the more positively mentioned technologies. Referring to the accompanying technical assistance, a farmer from an association in Minya said that, in addition to fertilizer support, "The best thing is … the accurate irrigation. This was the most helpful. Yes, the irrigation information was very important for all of us."[36]

However, irrigation technology was introduced late in the project, limiting its potential benefits since FAS Project staff will not follow up. Tellingly, a project note on "Innovations in Irrigation" highlights the potential benefits of floppy irrigation, but does not point to outcomes, quoting one company as saying: "We are still waiting on the results, but we expect up to 30 percent increased yield of alfalfa next month," and noting "a great deal of interest in the floppy sprinklers" among its customer. (FAS Project "Innovations in Irrigation – Winrock Success Story"). As Figure 6 shows, only about one in five farmers reported using an improved water efficiency device. [Farmer questionnaire, n = 528]

Sometimes a technology was promised but not delivered, as in the case of a red date palm weevil device for an Aswan association: "[FAS Project personnel] talked to us about the palm pest—it was mostly production support related—the palms and the mangoes were already grown." [Farmer GD, agricultural cooperative association, Aswan]

Feedback from KIIs pointed to various shortcomings. An association in Qena said they received a small trimming tool for the mango trees but described it as not very efficient, and did not really consider it to be "technology." [Association KII]. During a group discussion with farmers at an association in Luxor governorate, two of five participants reported being unaware that the association had the red date palm weevil device and that they could use it. [Farmer GD, n=22]

[36] Irrigation technology was installed at the eight FSCs, according to the FAS Project Q4 2020 report.

Inadequate planning appears to have prevented the project from distributing innovations and technologies more widely. They included cases, such as pH meters, where the device was distributed in the last days of the project, as well as outreach and uneven geographic coverage. [Farmer GD, n = 22; association KIIs] A consequence of the late delivery of technology was that a systematic assessment of how the technologies affected production was not possible.

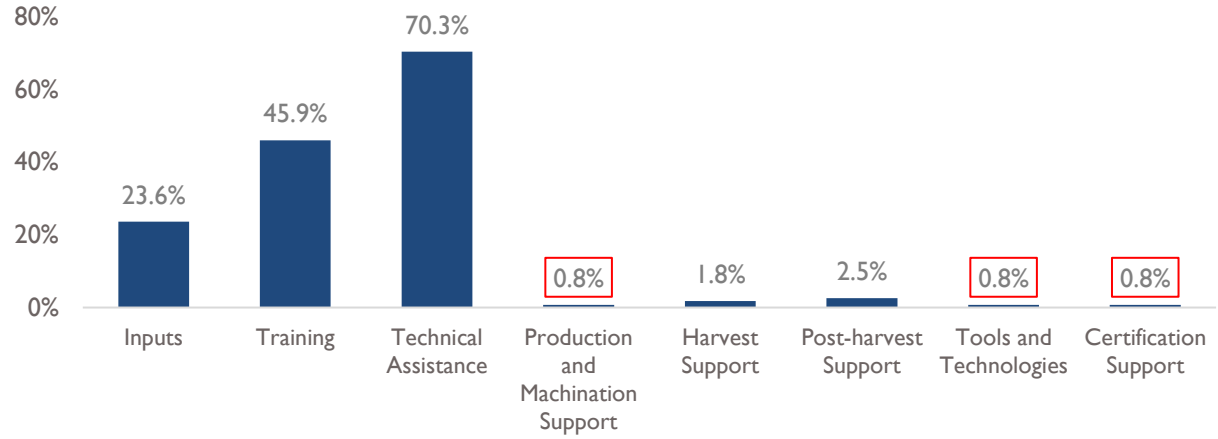
Among farmers who received technology support, feedback was positive, from an average of 7.7 (for use of micronutrients) to an average 8.5 (red date palm weevil device).[37] The overall average rating was 8.3, higher for farmers in CB associations (8.4) than non-CB associations (7.6). [Farmer questionnaire, n = 528]

Technology and Tools Contribution

Although yield and quality of production increased for the majority of farmers, technologies and tools had only a marginal influence, if any, per both the questionnaire responses and the GDs. [Farmer questionnaire, n = 528; farmer GDs, n = 22] Finally, a clear implementation strategy was absent. FAS did not undertake a study on how the project would distribute these tools and technologies to the governorates and districts. Such a plan would be based on an assessment or an existing need, and rely on evidence.

As Figure 7 shows, when asked about the main factors influencing increased production, less than 1 percent cited tools and technology. Farmers received a significant amount of support, and the project was perceived to make a difference to their production. However, the reasons are related almost entirely to three areas: inputs, training and technical assistance.

FIGURE 7. FAS SERVICES THAT CONTRIBUTED TO INCREASED YIELD



Source: Farmer questionnaire, responses by the 394 farmers who reported benefits, n = 528

Tools and technologies had a consistently low impact across types of benefits: improved quality of production (1.0 percent contribution); reduced use of chemicals and pesticides (1.8 percent contribution); and reduced harvest loss (1.5 percent contribution). The area where tools and technologies contributed most (just 7.0 percent) was in ability to export, but just one in 12 farmer respondents cited this. [Farmer questionnaire, n = 528]

[37] Onion artificial curing was rated 9.0, but only two respondents used it

Marketing

Technologies did not sufficiently address farmers' marketing needs. When asked in GDs what they needed, 19 of 22 GDs selected marketing. For most farmers, marketing refers to being able to get better prices for their production. They are often at the mercy of traders, who can set prices that farmers have little choice but to accept. "Monopoly is the real issue, as well bad marketing," according to an association representative in Assiut. [Association KII]

Referring to the grape crop, a farmer from Minya explained the need for guidance in marketing: "We need to know the level of glucose, for example, or the specifications needed for better prices." [Farmer GD] At another Minya GD, when discussing the minimal FAS assistance, they had received, a participant said: "We needed them to focus on marketing. … They promised things and didn't do it. They said they will establish a post-harvest unit and that they will bring us contracts, and then they didn't." [Farmer GD]

Distribution of technologies was uneven. Minya and Aswan farmers received more than their counterparts in the south. Only 26.5 percent of farmers in Minya and 29.5 percent in Aswan said they had not received new technologies, while more than 80 percent of the sample from Luxor, Suhag and Beni Suef governorates did not receive any.[38] [Farmer questionnaire, n = 528]

The evaluation did not assess extension services, but the way farmers described them is instructive. As reported, the form of extension, the number of extension visits and the method of outreach varied wildly across governorates and communities. For example, in Beni Suef, the agronomist implementing the extension visits was highly commended, with farmers reporting repeated visits to lands, provision of sound advice from their perspective and high responsiveness. In Minya, farmers said they received only one or two visits throughout the project lifetime, even if the guidance provided was regarded as beneficial. [Farmer GDs, n = 22] A limited number of participating farmers in Minya said they did not receive any visits.

Although the FAS IP reported that it provided comprehensive trainings on the use of innovative technologies, including a focus on the value of using the equipment to reduce costs, boost productivity, reduce labor or any combination of the three, the evaluation could not confirm this. For example, no associations reported receiving training on delivered devices such as the pH meter (n=14). One association reported keeping it in the box as they did not have anyone to operate it. Another didn't see the purpose of using it because the farmers do not know how. [Associations KIIs, n = 22]

ICT

Many farmers did not benefit from ICT support in the form of either a platform that generates SMS (introduced early in the project) or a WhatsApp extension service introduced to mitigate risks related to COVID-19. Only 10.8% of farmers interviewed said they had received ICT services. This was in part because of weak internet and low smartphone use (14 percent of farmers were illiterate based on the Farmer questionnaire). Farmers in a GD in Luxor reported hearing about ICT but said they didn't see anything. [Farmer questionnaire, Farmer GDs]

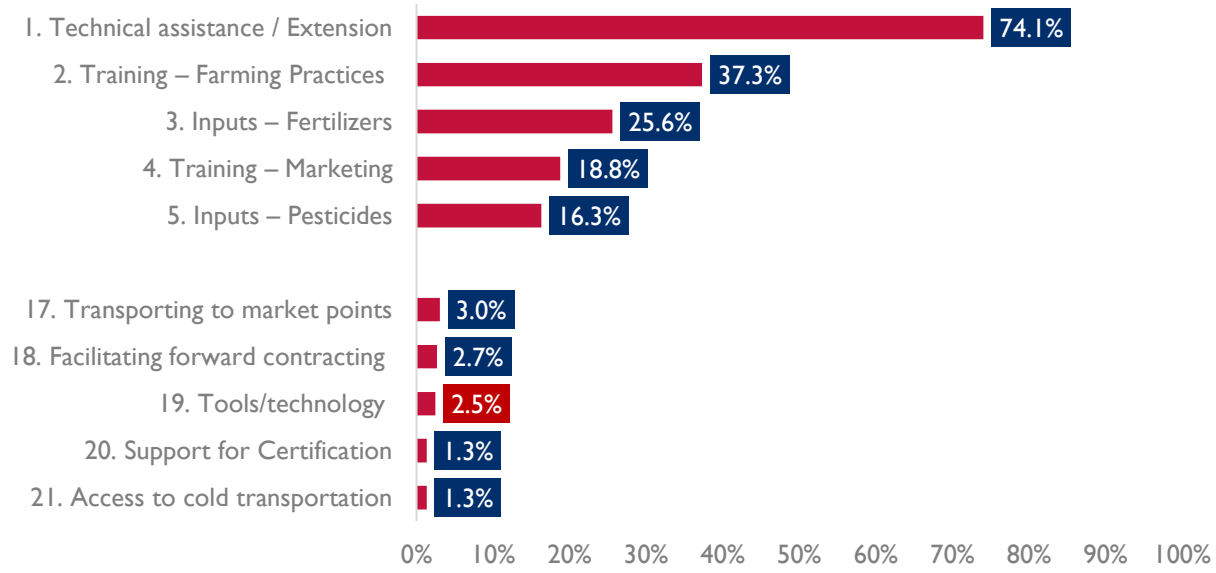
In cases where farmers were either illiterate or lacked ICT devices, FAS put greater efforts into providing face-to-face trainings and on-farm technical assistance. [FAS IP written communication] Face-

[38] As noted under the EQ3 findings, most project farmers received some type of support from the project in the form of extension services.

to-face technical assistance and training were the most frequently mentioned services, mostly reported as causing increased yield and improved quality, despite the inconsistency of delivery. [Farmer questionnaire, n = 528]

When asked about all the support they received, only 2.5 percent of farmers cited tools/technology; see Figure 8. [Farmer questionnaire, n=528).

FIGURE 8. THE FIVE MOST- AND LEAST-MENTIONED SERVICES RECEIVED BY FARMERS



Success Stories

While these findings highlight the low value added by technology to the project's overall impact, the evaluation team did identify several successful examples:

- Coding and certification (for pomegranates) was a major project support provided to farmers and traders in Assiut. The FAS Project worked with pomegranate traders in the governorate who already owned processing collection tents, adding a bathroom and helping them obtain NFSA certification, which allows them to export to Saudi Arabia, UAE and Europe. [Farmer GD; association KIIs; FAS Quarterly Report Q4 2020] The project switched from the expensive GLOBALG.A.P. certification criteria to NFSA, which was affordable.[39] [Associations KIIs]

- Professional-grade mango boxes kept the fruit in better condition and directly improved profits. This raised the sales price by 10 percent in one case. A farmer at a Qena GD who benefited from this noted that training on packing and pest control and "how to present their produce in the boxes" was "very beneficial." Another farmer in the same GD reported that mangoes sold directly from trees earned him 5 to 6 EGP, while fruit in boxes could bring him 10 EGP. [Farmer GD]

[39] GLOBALG.A.P. is a private sector entity that offers 40 standards and provides food safety certification all over the world: www.globalgap.org. The National Food Safety Authority was established by the Egyptian Parliament in 2017 to ensure that food products consumed, distributed, marketed or produced in Egypt meet the highest standards of food safety and hygiene, and to allow for export to Saudi Arabia. FAO Egypt. 2019. Egypt, Establishment of the National Food Safety Authority. GAIN Report Number: EG-19010.

CONCLUSIONS

Farmers benefited in measurable ways from the project support, but innovations and technologies had a marginal impact, if any.

The project succeeded in delivering innovations and technologies among many farmers. Although this is not the same as promoting their use, farmers rated them positively, indicating that they were welcome.

While the yield and quality of production increased for the majority of farmers, they did not attribute this to the technologies and tools, which had only a marginal influence, if any. It is possible that technologies' and tools' low level of contribution to production resulted from being delivered late; a follow-up assessment following the next season might show different results.

Given that associations are not applying a business model, the technical capacity to use innovations and technologies and their sustainability as solutions are uncertain.

Two success factors can be highlighted.

1) The use of a demand-driven approach—the project delivered innovations / technologies to associations whose farmers grew crops where the innovation/technology was appropriate and needed.
2) In the case of coding and certification, the project linked to existing institutions and their mandates.

Several hindrances prevented technologies from having a noticeable impact:

1) Distribution of technologies came near project end (computers, pH monitors, cold chain app).
2) The distribution approach was not accompanied by a clear implementation strategy. Even though technology was not given out where there was no need for it, planning based on data analysis was minimal. This would have taken into account timing (around the growing/harvest season), sufficient follow-up and technical assistance on use, or an operational plan for the tool usage and maintenance.
3) Operational issues (delays, outreach, geographical coverage) prevented the project's ability to disseminate and scale up.
4) In the case of ICT, farmer literacy levels and poor internet access limited the benefits of the WhatsApp extension service.

RECOMMENDATIONS

- Deliver innovations / technologies at the beginning of projects rather than at the end. This is necessary to allow time to monitor outcomes, identify weaknesses in the process and provide technical support.
- Develop a systematic distribution plan based on a needs assessment that maps the technologies to crop type, land requirements and geographical coverage.
- Before introducing new technologies, conduct a cost-benefit analysis at the farm level on a sample of farms that would include physical land requirements, cost of operation, labor. Once the technologies are in use, assess and how and whether they respond to the priority

areas/needs of the farmers. For example, if labor is the highest cost for smallholder farmers, technology can focus on that and not packaging material. The plan would address questions such as how many infestations of the red weevil were in place and, based on the analysis, how many devices should be distributed to fill this demand.

- Outline a clear role for associations to manage the use of technologies among their members and incorporate it into their business models. If there is a grants activity, link the technologies to it. If the project conducts community mapping for farmers' needs and priorities, introduce technology to the association that directly responds to those demands. This could generate income for the association and sustain the model.
- Facilitate linkages to financial institutions supporting tailored products for increasing smallholder farmers' financial ability to apply new technologies that have been introduced.

CROSSCUTTING ISSUE: GENDER

FINDINGS

Overview

Project documents describe plans to give special consideration to women's producer groups and groups with stronger female participation [FAS Project Year 4 Work Plan] and to support women entrepreneurs to "generate ideas and to promote their products." [FAS Project Year 5 Work Plan] The project also employed a gender specialist who provided training and support on gender-sensitive issues. [FAS Project Quarterly report, Q4 2020] However, the evaluation did not see tangible results from these efforts.

The project primarily benefited men, as only 2.1 percent of smallholder farmers are women. The FAS MEL Plan only referred to gender for disaggregation purpose without adding gender specific indicators. (Ideally, of course, gender indicators would focus not only target a certain number of women but cover other gender-specific dimensions.) Of the association staff supported, 59.6 percent were women. [FAS Project database]

Grants Component

For the grants component, applications listed the number of women who would benefit either through employment or as clients. For example, one grantee included a gender component in his greenhouse plan to employ 30 workers (10 permanent and 20 temporary). But when the project canceled that part of the grant, the grantee could not follow through. He noted, however, that he couldn't hire women to operate a tractor (apparently a gender norms issue). Another grantee reported that of the 1,000 farmers they targeted to serve with machinery and seeds, 250 were women. [Grantee KIIs]

The number of women hired by grantees was one of the evaluation criteria for proposals, and the project gender officer conducted visits to make sure grantees met the requirement and were applying the policy on women working on their premises. [FAS gender and entrepreneurship officer KII]

The FAS IP developed a special women-owned business grant request for applications (RFA) ($1.75 million) to attract female grantees, and USAID approved the 14 female entrepreneurs who applied. However, the applicants were unable to provide land ownership documents during the due diligence process around issues related to land title, so no grants were disbursed. [FAS team KII] The short timeframe did not allow FAS to reach a larger group of women as potential grantees.

Association Capacity Building

Associations received training on gender, covering the role of women, female-headed households and women's role in agriculture. Some associations were used as a venue to deliver entrepreneurship training especially for women directly by FAS, but the associations' role was not clear. [FAS gender and entrepreneurship officer] However, this issue is normally the NGO's area of focus, not that of agricultural cooperatives, and the training did not translate into changes in practice by incorporating a gender lens or increasing women's participation in their operations.

Associations received training on gender, covering gender and inclusion, female-headed households and women's role in agriculture. As with other types of training, changes in how associations managed themselves or worked with farmers were apparent. Some community development associations were already providing parallel women-focused services (e.g., El Rouby Association, Minya). Only two cases of associations employing female agronomists were reported. [Associations KII]

Although the evaluation team met with associations that had women on their board of directors (e.g., an association in Qena producing dates and mangoes) and among their staff, the project did not target women-led associations with tailored support on the basis of gender. The pomegranate post-harvest model supports women laborers, as most post-harvest centers have women in their associations. Packhouses traditionally employ women laborers. [Association KIIs; private sector KIIs]

Other efforts attempted to support women as part of the project, but were largely unsuccessful. A private sector firm contributed technical support to a women-led initiative in 2018 (eight young women from Aswan on agricultural processes and rooftop gardening). It agreed to support two associations interested in drying tomatoes on rooftops, and the firm met with them, visited the rooftops and provided the technical support. Nonetheless, at the end, the associations could not apply the model, as it turned out to be overly complex and the firm did not receive any product from the initiative. [Private sector KII]

CONCLUSIONS

Although the activities evaluated included some gender elements (grant applications, association capacity building), they were not a core factor in the design and the evaluation did not observe or find evidence that it they had succeeded in empowering women. Training for associations on gender has not translated into visible results.

Serving women clients and employing women is not the same as empowering women within the agricultural sector, or taking into account their specific needs and constraints, such as challenges with land ownership titles. (In Egypt, women formally own only 5.2 percent of land. In rural areas, inheritance customs favor men and inhibit women's control over the land.[40] Land owned by women is usually cultivated by a male relative, who then receives the input supplies from the cooperative.) Women in Egypt traditionally work in production lines and packhouses, and it is unclear that enumerating their presence in such jobs would contribute to their empowerment.

The project's gender focus was weighted heavily to the nutrition component (not covered by the evaluation), but while it may be a sound strategy to target women in this area, it also emphasizes

[40] FAO. Gender and Land Rights Database, Food and Agricultural Organization

existing gender norms, limiting the role of women to family nutrition and similar household functions, not necessarily contributing to the project's goal of increasing income for smallholder farmers.

RECOMMENDATIONS

- Conduct a gender analysis at the beginning of the project, across components, to identify the distinctive needs of men and women farmers under each component. Based on the analysis, introduce gender-responsive activities and interventions. [IP]
- Develop a strategy that goes beyond target numbers related to employment positions and takes into account the constraints and conditions that women face. Develop tailored interventions and support that focuses on women's empowerment. Include gender target numbers for indicators in the project M&E system.

ANNEXES

ANNEX 1: EVALUATION STATEMENT OF WORK

PURPOSE OF THE EVALUATION

The purpose of this final evaluation is to provide USAID/Egypt with an external evaluation of the performance of the USAID project, Egypt Food Security and Agribusiness Support (FAS) starting from its third year of performance (July 2017) (given the slow startup of the first two years) to the end of performance period on November 2020, including a five month no cost extension (NCE). To do so, the evaluation will assist the Mission and USAID/Washington in informing decisions regarding: 1) the effectiveness of the identified technical assistance approaches adopted by the contractor in selected areas of interventions, 2) the most effective/sustainable approaches regarding the promotion of agri-business in Upper Egypt in general and increasing the incomes of small farmers in particular; and 3) the potential areas of future technical assistance based on the lessons learned from this project.

The primary audience for this evaluation is the USAID/Egypt and mission management. Secondary audiences include the implementing partner of FAS, other implementing partners, FAS stakeholders, the Government of Egypt (GOE), relevant donor groups, and the private sector. Findings and recommendations of this evaluation will be used by USAID/Egypt to reach a direct decision about future interventions for the agriculture sector.

1. SUMMARY INFORMATION

PROJECT NAME	*EGYPT FOOD SECURITY AND AGRIBUSINESS SUPPORT*
Implementer	Cultivating New Frontiers in Agriculture (CNFA)
Bilateral Agreement # Cooperative Agreement #	BA# 263-299 CA# AID-263-A-15-00022
Total Estimated Ceiling of the Evaluated Project (TEC)	$23,000,000
Life of Project	July 2015 – November 2020 (including five month NCE)
Active Geographic Regions	Upper Egypt
Development Objective(s) (DOs)	Egyptian Economy is More Competitive and Inclusive
USAID Office	Economic Growth Office

2. BACKGROUND

CONTEXT, HISTORY, GOALS AND OBJECTIVES, CURRENT STATUS OF THE ACTIVITY/PROJECT

Agriculture is the largest employer of all economic sectors in Egypt, providing more than 24% of total employment and 40% of total female employment in 2015 according to Central Agency for Public Mobilization and Statistics (CAPMAS). Accordingly, agriculture is the most important source of income and employment to the rural poor.

The agriculture sector continues to face many challenges, such as poor access to inputs, insufficient water management systems, inadequate extension services, lack of skilled labor, inefficient food safety standard system, and the absence of quality market access, both international and domestic. Egyptian farmers are struggling to overcome these challenges on their own.

Increasing smallholder farmers' productivity and income is a critical need if agriculture is to reach its full potential. The vast majority of Egyptian smallholder farmers follow traditional cropping patterns that have been used for decades and remain focused on local food crop production. In recent years, substantial USAID/Egypt resources have been allocated toward increasing the volume of high value horticultural crop production for both the local and export markets.

The demand for seasonal fresh fruits and vegetables is growing in both the local and export markets. According to the International Fund for Agriculture Development (IFAD), international trade in high value horticultural products is also increasing at an average of 6.6% per annum to replace traditional agricultural export commodities.

Consumers are also becoming more demanding for product quality and safety. Despite high comparative advantage, Upper Egypt has been slow in exploiting these demands. Poor agricultural practices, fragmented supply chains, inefficient transport and unfavorable production financing were all factors hindering the shift to growing high value cash crops.

In view of the problems defined above, the FAS Project supported the delivery of technical assistance for small farmers across the different value chain activities: production, post-harvest, and marketing.

EGYPT FOOD SECURITY AND AGRIBUSINESS SUPPORT

A. Description of the Problem, Development Hypothesis(es), and Theory of Change

The FAS project is funded from the Agribusiness for Rural Development and Increasing Incomes (ARDII) bilateral agreement. The ARDII aims to increase incomes of smallholder farmers in Upper Egypt through sustainably intensifying agricultural productivity, increasing the efficiency of post-harvest processes, improving the marketing of these goods, and improving the nutritional status of women and children. The ARDII focuses on bringing targeted beneficiaries into environmentally appropriate high value commercial horticulture value chains. At the same time, work will be undertaken to address complementary, cross-cutting sector support such as extension services, irrigation infrastructure (delivery), and irrigation efficiency. In five years, smallholder beneficiaries should exhibit significantly higher sustained incomes in comparison to the baseline data of farmers who grow more traditional, natural resource exploitive, crops.

The development hypothesis asserts that shifting from traditional crops to high value horticultural crops and strengthening the links between farmers and the local and international markets is expected to increase farmers' income.

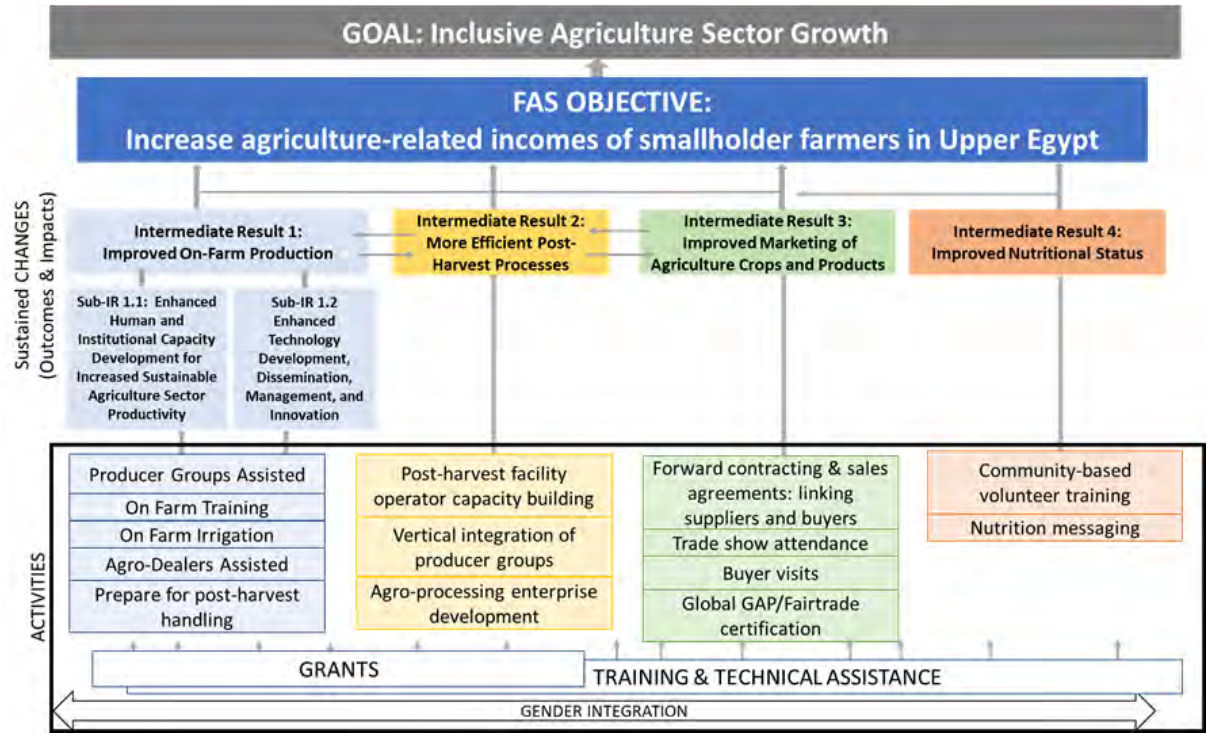
FAS's overarching programmatic goals link to USAID/Egypt's mission objective of inclusive agriculture sector growth. FAS operates under the theory of change that if we increase the efficiency of post-harvest processes, improve the marketing of these goods, and improve the nutritional status of women and children, the farmers will produce better quality products and be able to sell the products at higher prices and hence increase their incomes. This will be supported either directly, through direct support services, training sessions, capacity building activities and coordination of networking activities, or indirectly, when partnering with private firms and resource partners.

The following are the expected results from FAS project: increased incomes (a minimum of 12%) for at least 14,000 smallholders farmers; increased small holders production levels of horticultural crops by 15-50%; improved extension and advisory service systems using ICT to reach 36000 farmers; increased irrigation efficiency by 65% of beneficiaries.

B. Results Frameworks

The conceptual framework for the FAS projects' activities and interventions is presented in Figure 1, FAS Results Framework. This figure shows the training, technical assistance and grants delivered through the FAS work plan activities (shown at the bottom of the hierarchy) leading to each of the higher-level results. For Intermediate Result (IR) 1, Improved On-Farm Production, there are two Sub-Intermediate results that together will be achieved to achieve this IR. The other IR do not have lower level results. When IRs 1 - 4 are achieved, they will together contribute to the achievement of the FAS objective.

FIGURE 1, FAS RESULTS FRAMEWORK



C. Summary Project

FAS started in June 2015 with a total estimated cost of $23,000,000. The project's original end date was June 2020 and was extended for another five months to end on November 30, 2020. The goal of FAS is to increase agriculture-related incomes of smallholder farmers in Upper Egypt through a market-driven approach that facilitates sustainable, pro-poor value chain development and helps smallholders increase access to domestic and export markets. The market-driven approach comprises four interrelated components:

1) Improved on-farm production,
2) More efficient post-harvest processes,
3) Improved marketing of agriculture crops and products, and
4) Improved nutritional status, especially for women and children.

The FAS project is supported by guiding principles and cross-cutting themes: systems strengthening for input suppliers; agriculture processors and support services; a focus on end markets and demand; an understanding of the role of value chain governance; a market systems perspective; recognition of

the importance of inter-firm relationships and stakeholder participation; policy and enabling environment; gender inclusivity; and leveraging proven ICT capabilities to bring interventions to scale.

PROJECT DESIGN FRAMEWORK
Overall Goal: Increase Agriculture-related Incomes of Smallholder Farmers in Upper Egypt
Component 1: Improved on-farm productivity and income for smallholder farmers
Activity 1.1: Associations and cooperative strengthening
Activity 1.2: On-farm training to improve volumes and quality
Activity 1.3: Promotion of innovative tools and technology
Activity 1.4: ICT solutions for extension and irrigation
Activity 1.5: Strengthening input suppliers (agro dealers)
Activity 1.6: Preparation for successful post-harvest handling
Component 2: More efficient post-harvest processes
Activity 2.1: Vertical integration of farmer groups
Activity 2.2: Post-harvest facility operator capacity building
Activity 2.3: Agro-processing enterprise development
Activity 2.4: ICT solutions for post-harvest processes
Component 3: Improved marketing of agriculture crops and products
Activity 3.1: Forward contracting between suppliers and buyers
Activity 3.2: Trade show attendance
Activity 3.3: ICT solutions for marketing
Activity 3.4: Buyer Visits
Activity 3.5: Expanding certification of farmer groups

Component 4: Improved nutritional status especially for women and children
Activity 4.1: Targeted ICT nutrition messaging
Activity 4.2: Community Nutrition Mobilizers
Activity 4.3: Nutrition messaging targeted to women in the agro-processing workforce

The project is working across seven governorates in Upper Egypt and is currently working in around 15 value chains. These are mainly: Tomatoes, Onions, Sweet Potatoes, Peppers, Green Beans, Table Grapes, Mangoes, Coriander, Cumin, Pomegranates, Garlic, and Anise.

The project is working with around 117 associations and cooperatives across the seven governorates. Although this is the total number of partner associations/cooperatives, the project categorized them according to their activity with the project. Out of this number only 77 are considered active ones that deal regularly and benefit from the project technical assistance. The project also developed assessment tools to assess the capacities of the 77 active associations with the aim to provide tailored capacity building programs based on actual needs for the associations/cooperatives. The list of associations/cooperatives by governorates is included in Annex 1.

Aswan: 37
Assuit: 10
Beni Sueif: 20
Luxor: 13
Minyia: 15
Qena: 8
Sohag: 14

As for the grant component, it targets the entire horticultural value chain segments including inputs suppliers, farming operations, post-harvesting, processing, and marketing. The grant target groups are the private sector, farmer associations and cooperatives operating at any of the value chain various segments. The grant application process encourages and supports grant applicants to demonstrate their action plans to contribute in achieving the project results. Grants component is independent from capacity building. They could be overlap as they are working on the same universe, some of them may be taking capacity building of the project. The grant applications evaluation criteria as well score the grant applicants based on their capacity to contribute achieving the project results.

The FAS project has originally a $5.75 million grants fund used to refurbish and develop productive infrastructure, catalyze innovation, stimulate investment, and support the development of critical value chain segments. The grant fund will also leverage private sector investment by the end of the project. Due to delays in implementation, the FAS was only able to provide grants to 12 grantees with a total amount equivalent to $2.4 million. The list of grantees and updated information about each grant, as per FY2020, quarter 2 is presented in Annex 2.

The achievements of the project from March 2018 until March 2020 is presented as Annex 3

The FAS award had gone through nine modifications. Below is a summary list of these modifications:

- **Modification One-Dated August 4, 2015:** The purpose was to revise several sections (schedule, program description, substantial involvement) in the agreement, and others). It is a 4-pages modification.

- **Modification Two-Dated August 28, 2018:** The purpose was to incrementally fund the award by $2,700,000.

- **Modification Three-Dated September 4, 2018:** The purpose was to change the name of the AOR.

- **Modification Four-Dated February 20, 2019:** The purpose was to change the name of the implementer from Vega to CNFA, incrementally fund the award by $740,000, and to modify the indirect cost to reflect the new NICRA.

- **Modification Five-Dated April 22, 2019:** The purpose was to incrementally fund the award by $1,479,000.

- **Modification Six-Dated September 4, 2019:** The purpose was to incrementally fund the award by $2,639,678.

- **Modification Seven-Dated February 3, 2020**: The purpose was to incrementally fund the award by $800,000.

- **Modification Eight-Dated April 1, 2020**: The purpose was to incrementally fund the award by $3,652,102.

- **Modification Nine-Dated June 30, 2020:** The purpose was to incrementally fund the award by $1,389,220 and extend the project for 5 months.

D. Summary of the FAS Monitoring, Evaluation and Learning (MEL) Plan:

The MEL plan includes a set of indicators to measure results at different implementation levels (e.g. Intermediate Results, Sub Intermediate Result and Output) including the Feed the Future standard indicators and custom indicators. Performance indicator results will provide both USAID/Egypt and CNFA with data to measure the impact of the program and the increase in incomes and food security of smallholder farmers in Upper Egypt.

The FAS project has selected a set of indicators to measure the intended results, as shown in Figure 1 FAS Results Framework. Indicators are selected to serve two main purposes: (1) to accurately measure impact on end-beneficiaries, and (2) to effectively guide FAS managers in making timely and informed decisions about and adjustments to implementation strategy. Outcome indicators are used to measure the higher-level results, and output indicators to measure the lower level results. Most of the indicators are drawn from the set of standard Feed the Future (FTF) indicators, along with custom indicators that are aligned with the USAID/Egypt mission performance monitoring plan (PMP). A copy of the project MEL plan is included in Annex 4.

3. EVALUATION QUESTIONS

The evaluation will answer the following questions to assess the performance of the USAID FAS project during its last three years of implementation:

1- To what extent has the grant component (12 grants implemented under the project) succeeded to fill gaps in the value chain effectively and efficiently? (actors/segments/input suppliers-packhouses- private sector processors-associations)

   a. How successful have the grantee's been in instituting sustainable business models, and contributed to achieving the project results in the activity components: production, post-harvest, and marketing?

2- In what ways were the FAS approach to build the capacities of the partner associations and to adopt successful sustainable business models resulting in improved business performance as measured by number of contracts/deals, number of beneficiaries (small holder farmers), value and volume of traded crops including repeated sales thus affecting farmers' incomes?

3- Was the project successful in the promotion of innovative tools and technology among its targeted beneficiaries across components? If yes, what factors contributed to this success? If no, what are the hindrances?

4. EVALUATION DESIGN AND METHODOLOGY

The Evaluation Team should provide Plan A "normal with precautions " to include combined methodologies for both face to face and virtual meetings but with field data collection. The evaluation team should propose a Plan b to move to fully remote data collection. Field work would be carried out while strictly observing procedures and protection in response to COVID -19.

EVALUATION DESIGN

This is an end of project performance evaluation and is intended to focus on how the activities have been implemented, what they have achieved, whether expected results have occurred according to the projects' design and in relation to the development hypothesis and how activities are perceived, valued, and sustained in activities related to the three evaluation questions. Evaluators will use a mix of quantitative and qualitative data collection and analysis methods to generate answers.

The evaluation must follow the principles and guidelines for high quality evaluations outlined in the USAID Evaluation Policy (Updated October 2016):
https://www.usaid.gov/sites/default/files/documents/1870/USAIDEvaluationPolicy.pdf

1. Data collection methodology and corresponding data sources:

The Evaluation Team should consider a range of possible methods and approaches for collecting and analyzing the information which is required to assess the evaluation objectives. The evaluation team shall share data collection tools, feedback and/or discussion with sufficient time for USAID's review before they are applied in the field. The survey /questionnaire tools should draw upon both subjective and objective input of the programs' stakeholders and should be disaggregated to the relevant level along the value chain. Illustrative disaggregation and program areas for the surveys of the respective clients should consider geographical coverage, type of crops, participation time at the program, gender, processing facility type, size of businesses and schools, and other factors, as applicable.

The data collection methodology will include a mix of tools appropriate to the evaluation questions and include document review, in-depth interview with the key stakeholders, surveys and focus group discussions with beneficiaries. USAID/Egypt will provide the evaluation team with electronic access

to key project-related documents prior to the start of the in-country work. All team members shall review these documents in preparation for the initial team planning meeting. Relevant documents to the evaluators include:

- ARDII bilateral agreement and amendments,
- FAS cooperative agreement and its modifications,
- FAS work plans for the period of evaluation,
- FAS quarterly and annual reports,
- Monitoring and evaluation plan and results,
- Value chain assessment,
- Grant manual, and
- Other relevant technical reports.

In addition to the above list, the evaluator document review shall consider other secondary literature determined relevant by the evaluation team. The evaluation team should propose a methodology that takes into consideration that FAS does not have baseline data for incomes and sales. The evaluation team will complete site visits to the 7 governorates in which FAS implement its activities. Surveys, key informants interviews, and focus group discussions will be conducted with counterparts, stakeholders, and beneficiaries according to a representative sample size to be discussed and approved by USAID.

2. Interviews, and site visits:

The Evaluation Team will conduct in-depth interviews, surveys, and focus group discussions, at a minimum, with the following organizations/staff:

- Ministry of Agriculture and Land reclamation (MOALR) representatives in different governorates,
- Representatives of the associations and cooperatives,
- Representatives of the private sector participants,
- Grantees of FAS,
- Selective USAID Staff including AOR, and
- Smallholder farmers (project beneficiaries in selected governorates).

3. Data analysis plan:

Prior to the start date of data collection, the evaluation team must develop and present, for USAID/Egypt review and approval, a data analysis plan that details how focus groups and key informant interviews will be transcribed and analyzed; what procedures will be used to analyze qualitative and quantitative data from key informant and other stakeholder interviews; and how the evaluation will weigh and integrate qualitative data from these sources with quantitative data from performance indicators and the activity performance monitoring records to reach conclusions about the areas of this evaluation.

The table below suggests data sources, collection and analysis methods for each of the evaluation question. The evaluation team should submit a complete table with proposed data collection and analyses methods, as convenient.

QUESTIONS	SUGGESTED DATA SOURCE	SUGGESTED DATA COLLECTION METHOD	SUGGESTED DATA ANALYSIS METHOD
Grants: 1- To what extent has the grant component (12 grants implemented under the project) succeeded to fill gaps in the value chain effectively and efficiently? (actors/segments/input suppliers- packhouses- private sector processors- associations) a. How successful have the grantee's been in instituting sustainable business models, and contributed to achieving the project results in the activity components: production, post-harvest, and marketing?	Interview FAS grantees and small farmers , and other stakeholders such as input suppliers, packhouses or private sector processors benefiting from these grants/Project documents and work plans/secondary data	Individual interviews, surveys, and focus group discussion (FGD)	Analyze results of survey and key informant interviews
Associations: 2-In what ways were the FAS approach to build the capacities of the partner associations and to adopt successful sustainable business models resulting in improved business performance as measured by number of contracts/deals, number of beneficiaries (small holder farmers), value and volume of traded crops including repeated sales thus affecting farmers' incomes?	Sample of associations and farmers across the 7 governorates and the value chains. reports, sales contract, delivery documents, association manuals.	Individual interview and focus groups discussions	Interpretation and participants observation. The evaluation team must describe the criteria used to define sustainable business model or propose one in the team planning meeting
Innovation and technology tools: Was the project successful in the promotion of innovative tools and technology among its components? If yes, what factors contributed to this success? If no, what are the hindrances?	Surveys farmers and other stakeholders	Surveys/questionnaires and Key Informant interviews	Analyze results of survey and key informant interviews.

To the extent possible, data and information need to be disaggregated by gender, landholding size, value chain and location

5. DELIVERABLES AND REPORTING REQUIREMENTS

USAID TEAM PLANNING MEETING:

- **Work Plan**: During the team planning meeting, the team will prepare a detailed work plan which will include the methodologies to be used in the evaluation, timeline, and detailed Gantt chart. The work plan will be submitted to the evaluation program manager at USAID/Egypt for approval no later than the 7th[rd] day of work.
- **Methodology Plan**: A written methodology and data analysis plan (evaluation design, data analysis steps and detail, and operational work plan will be prepared during the team planning meeting and discussed with and approved by USAID prior to implementation.

- **List of Interviewees and Schedule**: USAID will provide the evaluation team an initial list of interviewees, from which the evaluation team can work to create a more comprehensive list. Prior to starting data collection, the Evaluation Team will provide USAID with a list of interviewees and a schedule for conducting the interviews. The Evaluation Team will continue to share updated lists of interviewees and schedules as meetings/interviews take place and stakeholders are added to/deleted from the schedule.

- **Data Collection Tools**: Prior to starting fieldwork, the evaluation team will share the data collection tools with the USAID evaluation program manager for review, feedback and/or discussion and approval.

STAKEHOLDER DEBRIEF MEETINGS:

- **Validation Workshop with IPs:** To validate/clarify preliminary findings and provide a venue for clarification of data collection and findings as a result of the field work**.**

- **Discussion of Preliminary Draft Evaluation Report:** The Evaluation Team will submit a preliminary draft of the report to the USAID Evaluation Program Manager, who will provide preliminary comments prior to final Mission debriefing. This will facilitate preparation of a more final draft report that will be left with the Mission upon the evaluation team's departure.

- **Debriefing with USAID**: The team will present the major findings of the evaluation to USAID/Egypt through a PowerPoint presentation after submission of the draft report and before the team's departure from country. The debriefing will include a discussion of achievements and issues as well as recommendations for the future activities designs and implementation. The team will consider USAID/Egypt comments and revise the draft report accordingly, as appropriate.

- **Debriefing with Partners**: The team will present the major finding of the evaluation to USAID partners (as appropriate and as defined by USAID) through a PowerPoint presentation prior to the team's departure from country. The debriefing will include a discussion of achievements and activities and will incorporate partners' comments accordingly, as appropriate.

DELIVERABLES:

- **Draft Evaluation Report**: A draft report of the findings and recommendations should be submitted to the USAID Evaluation Program Manager prior to the Team's departure from Egypt. The written report should clearly describe findings, conclusions and recommendations for future programming. Once the initial draft evaluation report is submitted, it must undergo a peer review and the Mission will have 7-10 business days in which to review and comment on the initial draft using the checklist for assessing evaluation reports. After this point, the Evaluation Manager will submit the consolidated comments to the evaluation team.

- **Final Report**: The Evaluation Team will submit a final report that incorporates responses to Mission comments and suggestions no later than 10working days after USAID/Egypt provides written comments on the Team's draft evaluation report (see above). If USAID/Egypt determines that there are still content issues to be addressed or that previous feedback has not been satisfactorily addressed, the final unedited report will be considered second draft and further feedback will be given to the team no later than 5 days of receipt of the second draft. If USAID/Egypt determines that there is no need for further changes, the report will be considered final unedited draft and no further feedback will be given. All sources of information should be properly identified and listed.

- **Data Sets:** All data instruments, data sets, presentations, meeting notes and final report for this evaluation will be presented to USAID on three flash drives to the evaluation program manager. Data should be organized and fully documented for use by those not fully familiar with the project or evaluation. All data on the flash drive will be in an unlocked, editable format. **All data and materials are to be surrendered to and will remain the property of USAID.**

The proposed format for the final evaluation report, to be provided in English, should be organized as follows:

- Acronyms,
- Table of Content,
- Executive Summary,
- Introduction,
- Evaluation Purpose and Evaluation Questions,
- Project Background,
- Evaluation Methodology,
- A summary table including the Conclusion ,Finding, Data Source, and Recommendation for each question,
- Findings/Conclusions/Recommendations,
- References, and
- Annexes, including the following:
    - The evaluation SOW,
    - Any "statements of differences" regarding significant unresolved differences of opinion by funders, implementers, and/or members of the evaluation team,
    - Data collection and analysis tools used such as questionnaires, checklists, survey instruments, and discussion guides, and
    - Bios and summary info about the evaluation team members.

The final report must not exceed 30 pages in length (not including appendices, lists of contacts, etc.). The report must be submitted initially in English, electronically, and later, an Arabic translation of the Executive Summary must be submitted within ten business days. At the time of submission, the final English language report, the survey instruments, interviews and data sets must be submitted on a flash drive to the evaluation program manager. All quantitative data collected by the evaluation team must be provided in machine- readable, non-proprietary formats as required by USAID's Open Data policy (see ADS 579). The anonymized data should be organized and fully documented for use by those not fully familiar with the activity or the evaluation. USAID will retain ownership of the survey and all datasets developed.

CRITERIA TO ENSURE THE QUALITY OF THE EVALUATION REPORT

Per **ADS 201maa, Criteria to Ensure the Quality of the Evaluation Report**, draft and final evaluation reports will be evaluated against the following criteria to ensure the quality of the evaluation report.

- Evaluation reports should represent a thoughtful, well-researched, and well-organized effort to objectively evaluate the strategy, project, or activity.
- Evaluation reports should be readily understood and should identify key points clearly, distinctly, and succinctly.
- The Executive Summary of an evaluation report should present a concise and accurate statement of the most critical elements of the report.
- Evaluation reports should adequately address all evaluation questions included in the SOW, or the evaluation questions subsequently revised and documented in consultation and agreement with USAID.
- Evaluation methodology should be explained in detail and sources of information properly identified.
- Limitations to the evaluation should be adequately disclosed in the report, with particular attention to the limitations associated with the evaluation methodology (selection bias, recall bias, unobservable differences between comparator groups, etc.).
- Evaluation findings should be presented as analyzed facts, evidence, and data and not based on anecdotes, hearsay, or simply the compilation of people's opinions.
- Findings and conclusions should be specific, concise, and supported by strong quantitative or qualitative evidence and linked in a table to the sources of data.
- If evaluation findings assess person-level outcomes or impact, they should also be separately assessed for both males and females.
- If recommendations are included, they should be supported by a specific set of findings and should be action-oriented, practical, and specific.

6. TEAM COMPOSITION

The team shall include the following personnel, and all attempts should be made for the team to be composed of an equal number of male and female members. The Evaluation Team may propose another team structure to be able to carry out the work.

- **Team Leader:** This international or local individual shall have a minimum of a Master's degree in agriculture economics or related fields with ten years' experience, preferably in the monitoring, evaluation and analysis of agricultural development projects. Experience in designing surveys and development assistance program monitoring systems is required. Advanced English writing skills are also required.

- **Senior Technical Advisor - Agriculture:** It is strongly recommended that the following characteristics be reflected in the Agriculture Technical Advisor in order to maximize use of time and effectiveness of the survey: Arabic language, agricultural extension, value chain, agri-business development, marketing, monitoring and evaluation of development projects, extensive field experience in Egypt or the region, strong written and verbal communication skills and logistics. A minimum of ten years of experience is required.

- **M&E specialist:** It is strongly recommended that the following characteristics be reflected in the M&E specialist in order to maximize use of time and effectiveness of the survey: Arabic language, monitoring and evaluation of development projects, extensive experience in Egypt or the region, strong written and verbal communication skills and logistics. A minimum of ten years of experience is required.

- **Local Surveyors:** It is strongly recommended that the following characteristics be reflected in the Local Surveyors in order to maximize use of time and effectiveness of the survey: Arabic and English language, monitoring and evaluation of development projects, extensive field experience in Egypt, strong written and verbal communication skills and logistics.

The applicant may propose another evaluation team composition plan that has a complete listing of personnel with position descriptions. The offeror will discuss the assigned levels of skill within the categories of personnel, as they relate to carrying out the evaluation applicable (including proposed use of local counterpart organizations and sub- contractors if applicable). The offeror will demonstrate the extent to which the staffing plan maximizes the utilization of local and other (Expat) expertise and demonstrates the offeror's ability to conduct the evaluation and the proposed technical approach proposed.

The evaluation team composition plan should clearly indicate key personnel; their qualifications, depth, and breadth of their experience; the complementary of skills; and relevance to the offerors approach for conducting a high-quality evaluation.

Resumes of proposed key personnel (five pages maximum per position) and other proposed staff (three pages maximum per position) is to be included in an annex. Each resume should include three recent (within the past three years) references including current telephone numbers and email addresses for the contacts. Letters of commitment are required for all key personnel and should be included in an annex, indicating his/her (a) availability to serve in the stated position, in terms of days after award; and (b) intention to serve for a stated term of the service. The Evaluation Team Members are required to provide a written disclosure of conflicts of interest (COI) and key personnel must submit their COI disclosure with the proposal.

The evaluation team shall demonstrate familiarity with USAID's evaluation policies and guidance included in the USAID Automated Directive System (ADS) in Chapter 201.

7. EVALUATION MANAGEMENT

LOGISTICAL SUPPORT

USAID/Egypt will provide overall direction to the evaluation team, identify key documents, and assist in facilitating a work plan. USAID/Egypt will identify key stakeholders prior to the initiation of field work. The evaluation team is responsible for arranging vehicle rental and drivers as needed for their site visits around Cairo and in the specified governorates (including air travel when/if necessary). They will also need to arrange their own hotel arrangements if necessary and procure their own work/office space, computers, internet access, printing and photocopying. Evaluation team members will be required to make their own payments. USAID/Egypt personnel will be made available to the team for consultations regarding sources and technical issues, before and during the evaluation process.

The evaluation team is responsible for obtaining any approval from the GOE that might be necessary to perform the activities contemplated in this Statement of Work.

1. Period of Performance

Work will be carried out over a period of ten weeks- 15 weeks, beginning (o/a) End of September 2020. Within three months of issuing the final report it should be submitted to the USAID DEC.

The following is the time and activities allocations expected for this evaluation:

ACTIVITY	TIME
Team planning, introductory meetings, background meetings, report reading, survey preparation in preparation for site visits, training of survey administrators (in-country)	3 Weeks
Site Visits (two weeks)	4 Weeks
Data analysis, validation meeting with IP, presentation to the mission, first draft, review and feedback and final report	6 Weeks

2. Estimated LOE

TASK/DELIVERABLE	TEAM LEADER	TECHNICAL ADVISOR	M&E SPECIALIST	SURVEYORS (6)
Travel to Egypt	2 days	N/A	N/A	N/A
Review background documents, draft work plan, methodology and data collection tools, training of local surveyors	8 days	8 days	8 days	3 days x 6
Team Planning meeting and meeting with USAID/Egypt	10 days	10 days	10 days	3 days x6
I Information and data collection. Includes interviews with key stakeholders (stakeholders and USAID staff) and site visits	20 days	20 days	20 days	20 days x 6
Discussion, analysis, and draft evaluation report in country	16 days	16 days	16 days	2 days x 6
Debrief meeting with USAID and key stakeholders (preliminary report due to USAID); and presentation to Mission	7 days	7 days	7 days	N/A
Depart Egypt/travel to US	1 day	N/A	N/A	N/A
Team revises draft report and submits final to USAID	11 days	11 days	11 days	N/A
Submission of the final report to the USAID DEC	2 days	2 days	N/A	N/A
Submission of the Arabic Translated version	N/A	7 days	7 days	N/A
Total Estimated LOE	**77**	**81**	**79**	**28 days x 6**

ANNEX 2: LIST OF CONSULTED STAKEHOLDERS

GOVERNORATE	ORGANIZATION	POSITION
Cairo	Ministry of Agriculture	Central Administration for External Agricultural Relations
		Central Administration for External Agricultural Relations
	National Authority Food Saftey NFSA	Control Department of Post-Harvest facilities, and collection Centers
		Inspectors team
Online	CNFA	Grants team
	CNFA	Gender and Entrepreneurship team
	CNFA	BDS team
	CNFA	Marketing team
	CNFA	Technical Advisors
	CNFA	Post-Harvest team
	CNFA	Program team
	USAID	FAS COR
	Egypt Italy for Agri-Business and Trade Company (EIAT)	Management team
	JANA For Agriculture	Management
	Pharaonic Bio Herb	Management team
Cairo	Green Egypt Company	Management team
Online	WINROCK	Energy and operations experts
		Senior Program Associates – Water Unit
	WFLO	Senior Directors, International Projects

GOVERNORATE	ORGANIZATION	POSITION
Qena	Ministry of Agriculture and Land Reclamation	Senior Official
		Development Project and NCCM representative
	Agriculture Cooperation in Abnoud	Former Management
		Management
		Group Discussion with 7 Male farmers
	Awlad Negm Qebly Association in Nagaa Qebly	Group Discussion with 5 Male farmers
	Al Shorouq Association for the Development Rural Woman in Daraw	Board of directors
	Al Shorouq Association for the Development Rural Woman in Daraw	Group Discussion with 3 Male farmers and 2 female farmers
	Al-Khair and Al Baraka FSC	Senior Management
		Agriculture Consultant
		Laboratory
		2 additional Male staff and 2 Female Staff
Luxor	Ministry of Agriculture and Land Reclamation	Senior Official
	Family Development Association in Aramant El Heit	Group Discussion with 5 Male farmers
	Community Development Association in Al-Ezbah Jeem Thomas 3	Group Discussion with 4 Male farmers
	Community Development Association in Al-Ezbah Jeem Thomas 4	Management
	Silver Moon for Agricultural Services	Sales Manager
		Senior Management
Assiut	Ministry of Agriculture and Land Reclamation	Senior Official
		Management, Secretary General Office/Field Office Supervision
		Extension services Management
		Senior Management

GOVERNORATE	ORGANIZATION	POSITION
	Association for Community Development and Agriculture in El Dowair	Board Member
	Abnaa El Sherif FSC	Senior Management
	Collection Tent	trader and farmer
	Collection Tent	Additional male trader
	Youth Association for Improvement and Development Manager House	Group Discussion with 3 Male farmers
	El Esraa Association for Community Development in Beni Mohammediyat	Group Discussion with 6 Male farmers
	El Esraa Association for Community Development in Beni Mohammediyat	Senior Management
	El Esraa Association for Community Development in Beni Mohammediyat	Management
	El Esraa Association for Community Development in Beni Mohammediyat	Post Harvest Center
Sohag	Ministry of Agriculture and Land Reclamation	Senior Official
	Community Development and Agricultural Services in El Shoraneyah	Group Discussion with 5 Male farmers
	Community Development and Agricultural Services in El Shoraneyah	Senior Management
	Agricultural Cooperative Association in West Juhaynah	Senior Management
		Former Management
		Management
		Board Member
		Group Discussion with 3 Male farmers
	Agriculture Cooperative in El Shoraneyah	Group Discussion with 6 Male farmers
	Agricultural Cooperative Association in Idfa	Group Discussion with 3 Male farmers
		Senior Management
1. Beni Suef	Ministry of Agriculture and Land Reclamation	Directorate of Agriculture in Beni Suef

GOVERNORATE	ORGANIZATION	POSITION
	Agricultural Cooperative in Bedahl	Management
		Extension Officers
		Extension Officers
	Agricultural Cooperative in Mazoura	Senior Management
		Board of Directors
	Private Sector - Al - Fouad for IMP&EXP	Management
	Grantee - Al Faraena for Agricultural Waste Recycling and Organic Fertilizer Production	Senior Management
	Grantee - Stars of Export - Tansa El Malaq	Senior Management
	Grantee - Gezeret Al Arab - Modern Irrigation Requirements and Fertilizers	Management
	Private Sector - Green field for exporting agriculture products	Management
2. Minya	KII - Directorate of Agriculture in Minya	Directorate of Agriculture in Aswan
	Agricultural Community Development Association in Baiaho	Financial Management
	Grantee - Agricultural Community Development Association in Baiaho	Post-Harvest Center
	KII - Grantee - Al-Firdaws for Agricultural Services	Senior Management
	KII - Grantee - Abna'a Abdulhamid Abu Lebdah for Agricultural Seeds	Senior Management
		Senior Management
	KII - The Islamic Charity Association for Community Development in "Dafash"	Senior Management
		Senior Management
	KII - Shabab El Roby Community Development Association	Senior Management
		Board Administration

GOVERNORATE	ORGANIZATION	POSITION
		Association Coordinators
3. Aswan	Ministry of Agriculture and Land Reclamation	Directorate of Agriculture in Aswan
	KII - Agricultural Cooperative Association in El Raghamah El Balad	Board Member
		Board – FAS Committee
		Association Management
		Board Member
	KII - Agricultural Cooperative Association in Selwah Bahary	Association Management
		Financial Management
		Technician volunteer
	KII - Grantee - Al-Modather Company for Agricultural Development	Management

ANNEX 3: EVALUATION METHODS AND LIMITATIONS

EVALUATION METHODS AND LIMITATIONS

OVERVIEW

Data collection was conducted using five methods, described below, to validate results and data reliability. Ten quantitative and qualitative data collection tools developed for the evaluation, one for each project stakeholder type, except in the case of farmers and associations[41], with whom both qualitative and quantitative data collection tools were used.

DOCUMENT REVIEW

1. Desk review – FAS reports and other relevant documents were reviewed to help the evaluation team understand the project and ensured that robust secondary research augmented and informed the primary data collection. The reviewed documents included; project quarterly reports from October 2016 to June 2020; Value Chain Assessment report, End market report, Project work plans (years 3, 4 and 5); MEL plan; Indicator PIRS tables, Data Quality Assessment, Cooperative and Associations Governance Assessment report; Baseline cost benefit analysis: FAS highlights and achievements report; lists of cooperatives and associations; FAS agreements and modifications; Grantee proposals; Grant agreements; and FAS Outcome study. (See Annex

QUANTITATIVE DATA COLLECTION

2. Face to face questionnaire administration. Farmers were invited to fill out pencil and paper questionnaires with closed-ended questions, as the primary quantitative data source. This method ensured data that could be analyzed using statistical methods was captured alongside qualitative, less structured group discussion sessions, which were held with farmers as well (although not the same farmers). The questionnaires were administered to farmers in groups by the enumerators, who read out questions while the farmers responded to them. Farmers who were illiterate were read the questions on a one-to-one basis. Farmers were contacted and invited for participation in the evaluation via the Associations to which they belonged in advance. A modest allowance, of 75 EGP (approx. USD 5.00) was provided to each farmer for travel of to the Association headquarters (to meet with evaluation teams).

3. Telephone questionnaire – A telephone questionnaire was administered to the 59 associations who received capacity building activities from FAS (census approach). The other 18 were unreachable or did not respond to the call. The telephone questionnaire replaced an online questionnaire, sent to the smartphones of association members, after pilot testing results showed that it was difficult for respondents to use.

QUALITATIVE DATA COLLECTION

4. Group discussions (GDs) – Farmers were invited for group discussions, facilitated by evaluators who acted as moderators to ensure all present were encouraged to participate, avoiding one or two strong personalities from dominating. On average, just over 5 farmers were part of each group, with 118 farmers participating in 22 GDs held at the associations in the seven targeted governorates. The

[41] For the purposes of simplicity, the term "association" is applied to both associations and cooperatives, in line with the evaluation questions.

group discussion protocol was a small subset of qualitative questions drawn from the farmer's questionnaire.

5. Key informant interviews (KIIs) – Face to face KIIs were held with government representatives, private sector representatives, grantees, FAS partners,[42] NFSA, FAS IP, and USAID. This approach allowed for in-depth discussions, probing questions and nuances which are more difficult using other forms of data collection. KIIs were held in different regions to ensure broad coverage, including: the seven targeted governorates and Greater Cairo. Some interviews were conducted by telephone, either because of time constraints or COVID-19 concerns. For the telephone KII sessions, the evaluation used the Zoom video conference online software.

DATA COLLECTION TOOLS

Ten data collection tools were used to target eight distinct respondent groups.

TABLE A. DATA COLLECTION TOOLS AND SAMPLING

INFORMANTS (CORE BENEFICIARIES)	POPULATION FRAME	TARGET SAMPLE SIZE	ACTUAL SAMPLE
Farmers, Quantitative	17,078	1,004	529
Farmers, Qualitative		168 participants (in 24 GDs)	118 participants (in 22 GDs)
Associations, Quantitative	77	77	59
Associations, Qualitative		14	31 participants (14 associations)
Grantees	12	11	11
Key Stakeholders			
Government representatives	8	8	9
Private sector representatives	49	7	7
FAS implementing partners	4	4	2
USAID Program Offices	2	2	1
FAS team (current and former staff)	58	4	7
Total	17230	1,285	Less than 774*

Note: Some persons were interviewed twice because they belonged to an association that was also a grantee, or they were administered a Farmer questionnaire, and then participated in a GD.

A total of 529 farmers completed questionnaires, and 59 associations that received capacity building completed the phone survey (out of 77). A total of 51 KII informant interviews were conducted with representatives of associations, grantees, government representatives, private sector representatives, FAS implementing partners, and the USAID program office and 22 GD were conducted with farmers.

[42] FAS partners are Blue Moon, National Food Safety Authority, Souktel, Winrock International, and WFLO. Only Winrock International and WFLO accepted the evaluation team's invitation to KIIs

Using a stratified, cluster sampling method, a total of 1,450 farmers was targeted for the questionnaire, to achieve a sample of 1,004. Because of response rates far lower than anticipated, the number of targeted farmers was increased beyond this. In the end, the of observations collected was only 529, representing 52.6% of the initial target (with a single observation removed from the analysis due to missing/incomplete answers).

The original sample size target was determined by calculations based on a 95% confidence interval, with a 3% margin of error. The actual sample size represents a 95% confidence interval, and a 4.2% margin of error. Given the limitations of the resulting sample sizes, findings can only be generalized at the project level and some, but not all, governorates: for Aswan, Qena, Beni Suef and Suhag. The results are not representative at the crop level.

For the associations survey, all 77 of associations which received capacity building services were targeted, and 59 of responded (76.6% response rate). The margin of error is 6.3% margin at a 95% confidence interval. The results are representative of all 77 associations.

DATA ANALYSIS

Descriptive statistics were used to analyze the two sets of quantitative data (farmer questionnaires and association questionnaires) using SPSS software. A first round of analysis produced frequency tables for each response (variable) and analyzed for patterns to help address the evaluation questions. Further analysis using cross-tabulations was then carried out

The qualitative data analysis software application Taguette was used to code and analyze qualitative data. All 73 KII and GD notes were coded by team members and uploaded to Taguette, after a coding tree was developed with 109 themes. After this, queries for run to explore the qualitative data by theme.

DATA QUALITY ASSURANCE

All identified issues affecting validity were discussed and documented. The interpretation of findings, conclusions, and recommendations took into consideration data limitations.

KEY QUALITY ASSURANCE MEASURES UNDERTAKEN BY THE EVALUATION TEAM:

1. All interview protocols and questionnaires were piloted before use in the field and were made available in both English and Arabic.
2. The Egyptian evaluation team members were seasoned professionals, field-experienced, and highly proficient in spoken English. All were capable of exchanging ideas and articulating the interpretation of data to the international consultant/team leader during the team planning workshop, data collection period, data analysis workshop, debrief preparations, and report writing exercises throughout the task order performance period.
3. For the telephone interviews, the following measures were taken: i) training of enumerators that included rotational roleplay; ii) pre-testing the tool in the field using face-t-face interviewing; iii) supervision of administration for the first batch (approximately 20% of the total number of questionnaires, and supervision of data entry on the survey monkey; iv) enumerators cross reviewed the entry in survey monkey, with random cross checking of entry from evaluators; and v) daily review of completed questionnaires with enumerators.
4. Raw data transmittal for digitization and upload occurred to enable ongoing review and analysis.

5. Data entry was supervised by the evaluation team's statistician with sub-routines checking for internal consistency and data cleaning using CSPRO. The team followed all the safety requirements during the data collection and used double data entry to control/correct possible transcription errors. The statistician verified the quality of the consolidated primary and secondary data and conducted statistical analyses using SPSS software when opportunities for rigorous statistical analyses were observed. He also trained the data entry personnel prior to the fieldwork.
6. A data analysis planning session, was held during the collection phase, led by the international consultant/team leader and attended by all team members. Upon completion of all data collection, a data analysis workshop was conducted by the evaluation team to analyze findings, draw conclusions, and develop actionable recommendations in preparation for debriefing and report writing.
7. All major deliverables were reviewed by SIMPLE's Senior M&E Advisor and a QED Home Office M&E Specialist.

LIMITATIONS AND MITIGATION MEASURES

LIMITATIONS

SAMPLING LIMITATIONS. Due to budget and time constraints, the evaluation team could not cover the whole region using a random sampling approach. Instead, at the governorate level, purposive sampling was used to select one or two nearby districts per governorate. Given the limitations of the resulting sample sizes, results can only be generalized at the project level and some, not all, governorates. For the same reasons, the sample is not representative at the level of crops.

Data collection limitations. Several limitations and challenges were encountered during data collection:

1. Some associations did not want to participate in the evaluation.
2. Some associations did not reach out to farmers.
3. Associations managers did not recognize most farmer names on the list provided to them
4. Farmers did not respond to requests to be interviewed (~30% vs. projected 63%), either as part of GDs or to fill out questionnaires. The reasons included:
    a. Phone number unreachable (either unavailable or no network connection, while 7.6% of cases, it was a wrong number.)
    b. Some farmers had received USAID assistance, but their names were not in the database
    c. Some ID numbers were wrong (did not match the FAS database)
    d. Majority of farmer phone numbers do not work or are missing
    e. Majority of farmers who confirmed they would come do not actually come (38.7% of total called farmers confirmed over the phone, while only 27.5% showed up)
    f. Some farmers on the list did not own land
    g. Farmers too busy because of harvest time (3.8% of the farmers called)
    h. Distance to travel to association site was too far for some (in some cases 1.5 hours);
    i. Did not receive assistance from association
    j. Irregular or weak communication with the association

k. Did not receive assistance from project (0.7% of the farmers called)

l. No incentive (initially) for association to help FAS evaluation team

m. Internal conflicts in a village (family feud) meant its farmers were unwilling to gather

n. Some farmers were located in other governorate or outside of country (17% of cases, when called the farmers said they were living in another community/governorate, not within the association area)

o. Deceased (1% of the sample reached)

Telephone survey limitations. The following limitations were encountered with the telephone survey of associations: i) because of the inaccuracy of contact information, the team could only reach 59 of the 77 associations, ii) the need for repeated calls to respondents to find a suitable time for their participation, iv) in some cases, repeated interruptions to the calls, iv) in some cases, respondents requested callbacks to review the data in their records and provide responses – the limitation in this case was related to the increased time dedicated to complete one call (with repeated instances).

Analysis limitations. The recent implementation of some project elements (distribution of grants, and some tools and technologies) limited the ability to assess their effectiveness. FAS IP was still adding new project participants to database while evaluation team in the field collecting data. For example, Assiut governorate alone saw the numbers increase by 666 after new contacts were added. In addition, at the time of writing, it was too early to assess the benefits which the grants component may deliver to smallholder farmers, given that the machinery and other equipment was not yet in use.

Implementation limitations. Data collection during time of COVID-19 required use of safety precautions (personal protective equipment, social distancing) which increased preparation time, and created additional challenges. In addition, the team leader (based in Washington, DC) did not travel to Egypt and only participated remotely.

MITIGATION MEASURES

1. The team focused on associations that match the geographical and value chain targeting and their served farmers to enhance the data collection process efficiency and ensure fair representation of target groups.
2. The team requested FAS support in providing introductions to the associations and confirming the associations recipient of the questionnaire.
3. The team communicated ahead of the time with the targeted associations checking the data collection dates and provided allowance to cover the farmer's transportation costs as an incentive to participate.
4. Six associations were changed during the data collection, mainly because they did not receive in-kind support (e.g., PC and projector) from the project or for other reasons were unwilling or unable to cooperate.
5. When difficulties in reaching farmers and having a sufficient number of respondents for the sample was encountered, the evaluation team used different approaches to encourage farmers to come in to the association for data collection. They included:
    a. Contacting associations several days ahead of time to prepare them
    b. Calling farmers multiple times several days before and day before

c. Expanding the sample by increasing the number of targeted farmers
d. Giving farmers options when to show up (different times slots)
e. Second visit to association
f. Using WhatsApp messages to contact farmers
g. Working through lead farmers to contact farmers
h. Providing payments to the association to rent chairs to host the farmers, between 150-300 EGP (approx. USD 10-20)

6. The team followed all the safety requirements during the data collection phase to ensure the team and participants safety.
   a. All evaluation team members wore masks and face shields in the field.
   b. The evaluation team members used sanitizer frequently to disinfect all material used in the field and made sure that they wash their hands frequently.
   c. The evaluation team distributed masks to all farmers and other participants they met.
   d. The evaluation team gave each farmer a pen to fill the questionnaire and to keep afterwards to minimize contact with farmers.
   e. The evaluation team made sure that all participants in the evaluation maintained social distancing during filling the surveys and conducting FGDs.

ANNEX 4A: FAS SET OF FINDINGS, CONCLUSIONS AND RECOMMENDATIONS (FCR)

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
EVALUATION QUESTION 1A *To what extent has the grant component (12 grants implemented under the project) succeeded to fill gaps in the value chain effectively and efficiently? (actors / segments / input suppliers-pack houses- private sector processors-associations)*			
The investment grants component has not yet succeeded in filling gaps in the value chain. No impact could be measured (and there was zero or minimal impact) given that insufficient time had passed since delivery, or the in-kind grant (machinery, lab equipment or processing line) was not in use yet. Even if the grants had been delivered earlier in the project, it is unclear that they would have successfully filled the value chain gaps: 1) The machinery procured addressed value chain gaps (grantees had to justify their applications on this basis) in only limited segments of the value chain (production, in eight of 11 cases), which were	A challenge faced by the evaluation concerned late implementation of the grants component. In some cases, in-kind grants were delivered only in the final quarter of the project's life. Since the equipment had not been put to use yet, it was not possible to answer questions about effectiveness.	Quarterly Reports KII Grantees (n=11)	• Focus on building linkages between agribusinesses, farmers associations, financial institutions and the private sector from the start of the project. Develop a grants model that is oriented toward a partnership approach, with a focus on project results and ultimate beneficiaries. Before proposing a new model, collaborate closely with beneficiaries/farmers at the local level to assess the value chain gaps faced by farmers living in the area who will be served by the grantee. • Use a community mapping approach to assess specific needs of communities where the grantees provide services, covering production resources, post-
	Twelve grants were awarded and 11 were distributed. One grant was cancelled after failing to meet the cost-share requirement. (See Table 5.) Most grants went to input suppliers (agriculture supply stores) and only three to post-harvest. Even when in-kind grants were given to input-suppliers were production related (not input-related). The tractors, etc. were related to improving input. In the former case, these were primarily in the form of tractors, attachments and labs, all of which are production-oriented.	Quarterly Reports	
	Preparation of the grant component began in 2017, two years into the life of the project, with delivery of in-	[Grantee KIIs, n=11, FAS	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
not what the farmers emphasized as important to them (post-harvest and marketing). 2) The combination of weak planning, weak implementation and limited, if any, follow-up (given that the project closed shortly after in-kind grants were delivered) raises concerns about whether the benefits of the grants program will go to smallholder farmers. There is no guarantee that smallholder farmers will be able to benefit, since grantees did not have to produce a plan aimed at supporting these farmers. Many farmers may be left out. 3) The grant component was not strongly integrated with other activities focused on production, post-harvest and marketing. It was implemented late, which is likely to impede its ability to contribute to project results. Conclusions cannot be drawn on the impact of the post-harvest	kind grants three years later. The slow process was compounded by a long application period—two years between submitting, signing and starting.	quarterly reports for Q4 2020 and Q3 2020]	harvest and marketing to maximize the potential benefits of the grant to smallholder farmers. [USAID, IP] • Work more openly and communicate better with grantees. Specifically, make the following changes to the grants manual: 1) only change contract terms (e.g., cost-share amount, machinery specifications) with a written agreement and in cooperation with the grantee; 2) allow the grantee to sit on the procurement committee and evaluate bids; 3) if equipment specifications change, the grantee the option of cancelling that portion of the in-kind grant and either reallocate their contribution or withdraw it; 4) provide the grantee with the papers, receipts and warranties for the delivered equipment; and 5) respond to grantee complaints and include a mechanism to resolve them [IP]
	Issues around technical expertise, changes in specifications, and USAID rules and regulations on procurement led to approvals in late 2018/early 2019.	[Grantee KIIs, n=11 FAS IP KIIs]	
	The delays caused problems for three grantees as they incurred unnecessary costs related to rent, operations and staff salaries. For example, one had rented land and hired operators, then had to let them go after several months because the tractors and other machinery had not arrived. Another rented land to build a greenhouse, which was canceled. Another incorporated the in-kind grant into their business plan, which was negatively affected because the equipment was not delivered.	[Grantee KIIs], n=11	
	Some grants or parts of grants were cancelled. In one instance, a grant applicant was unable to meet their share of the contribution. Grants totaling $1.75 million that would have gone to women entrepreneurs were cancelled (see the section titled *Crosscutting Issue: Gender*).	[FAS team KII]	
	For these and other reasons, only $2.4 million of the project's grant allocation budget of $5.6 million was disbursed.	[USAID]	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
grantees on the value chain: one was not working yet because the season had not started. Another reported that they were working with whatever farmers had good quality seeds, not the project beneficiaries per se. As the findings show, grantees ended up spending more or receiving less than they had anticipated or calculated. This caused distrust toward the project and has implications for their business plans. The issues were compounded by serious questions that arose around an approval and procurement process that resulted in grantees receiving different quality or quantity of in-kind grant machinery than that which they had agreed to, or not receiving machinery at all. Although grant applicants had to show how they were filling a value chain gap, the grants model was not tailored to the specific needs of local farmers. In most cases, grants (machinery, labs) don't address the value chain gaps as prioritized by farmers, who emphasized the importance of higher-quality inputs	Distribution of the in-kind grants began only in 2020, and was continuing through the end of the project, at the time the evaluation team was collecting data in the field in November 2020.	[Grantee KIIs (n=11); FAS quarterly reports for Q4 2020 and Q3 2020]	• To the extent feasible and allowed by procurement rules, USAID should identify ways of streamlining the procurement process or reducing the timing between the procurement steps, to avoid excessive delays and avoid late delivery of in-kind grants. [USAID] • Begin grant process early in project, and allow for at least one year of monitoring post-grant delivery before project ends, to allow for iterative learning process and follow-up on whether and how smallholder farmers are benefiting. [IP] • Encourage a broader pool of entrepreneurs, including social enterprises, to apply for grants, and design the application, selection criteria, and advertising accordingly. [IP]
	Tractors, cold storage equipment, labs and other machinery were delivered in Q3 of 2020 or later. When the machinery did arrive, some grantees complained that they did not have the opportunity to inspect it on arrival.	[Grantee KIIs], n=11	
	Aside from the slow process, issues related to equipment specifications led to grantees receiving equipment that differed from their agreement. Issues with in-kind procurement can arise in the procurement process related to different vendors, specifications, and sources. One grantee was unhappy with the tractor the FAS project purchased under the grant agreement; it came from a domestic vendor and had much lower horsepower than the grantee requested. This rendered it incompatible with the attachments that came with it, such as for laser levelling work, especially in new reclaimed/desert hilly area.	[Grantee KIIs], n=11	
	One grantee expected to receive a processing line made in the U.S., but received a cheaper line made in Turkey. The received line was of lower quality and capacity, impeding production efficiency. Another grantee reported agreeing to equipment valued at $300,025, but received cheaper models valued at	[Grantee KIIs], n=11	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
and support for post-harvest and marketing. The issues that arose throughout this process point to problems with execution, rather than with the concept of an in-kind grants model. The project's approach of engaging the private sector to address value chain gaps is well justified, given the generally weak capacity of associations and shrinking role of government in the agriculture sector.	$195,000. This also effectively increased the grantee's in-kind contribution well beyond the agreed 25 percent. The grantee described being "stuck with this equipment they didn't agree on." Both a grantee and the FAS IP noted that FAS lacked technical experts in procurement.		
	Partly related to the changes in specifications (which in at least three cases were not included in the grant agreements) and partly to non-delivery, grantees received less than what they had agreed to. One grantee noted that the value was less than what FAS was responsible for paying, and the difference was not made up with additional equipment. Another did not receive $38,000 worth of equipment included in the agreement and ended up paying for it himself. Yet another reported that the value of the equipment was worth 1 million EGP (approximately USD $64,645) less than in the agreement. [Grantee KIIs] The change in value had an impact on the grantee's contribution level: in cases where the value of the grant was less than agreed, this meant that the contribution exceeded the 50 percent level (or 25 percent in case of associations).	[Grantee KIIs], n=11	
	Issues over the cost-share agreement came up repeatedly, including over how much the grantee had contributed to it, what an acceptable cost-share was and whether it had to be applied to the same business	[Grantee KIIs], n=11	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
	activity as the one the grant was funding. A grantee said that if he had known the cost-share had to be for the same activity, he would have bought a greenhouse and seedlings instead of machinery.		
	Except in one case, all grantees met their contribution requirements, and thereby demonstrated their commitment. The issue was on the changes in cost of machinery (due to change in specification). After the contracts were signed, grantees learned that some of their contributions were not eligible, decreasing the value of the contribution below 50%, and therefore the value of the in-kind contribution was also decreased, to match the 50%, based on the revised eligibility criteria	Quarterly Reports [Grantee KIIs], n=11	
	Grantees were not able to participate in the technical/purchasing committees (for evaluating bids for the equipment). A grantee complained that the procurement process "wasn't participatory at all." Another agreed that the process was not participatory, noting that no one asked for grantees' opinion before choosing the machines.	[Grantee KIIs], n=11	
	Eight grantees said that they did not receive registration papers or receipts for the equipment, which creates problems for them.	[Grantee KIIs], n=11	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
	For various reasons, several grantees reported that they had not used the new machinery yet: not all of the equipment (e.g., tractor attachments) had arrived; the harvest seasons had passed; or insufficient time had passed for the new grant to make a difference in sales. In the case of greenhouses, although their construction was included in some grantee proposals, in the end FAS cancelled its support and construction work was not finished.	[Grantee KIIs], n=11	
	The appropriateness and applicability of the in-kind grants to the conditions and needs of farmers was not always clear. Farmers prioritized high-quality seeds and pesticides, but these concerns were not fully reflected in or addressed by the project. FAS provision of machinery to input suppliers (seven out of eleven) did not respond to farmers' high priority needs. No farmers mentioned machinery as a need, while the need for marketing came up repeatedly in all farmer groups.	[Farmer GDs, n = 22]	
	For example, one grant included a tractor with laser levelling technology, although this was not suitable for the terrain where it was stationed. In another case, a floppy irrigation system (given as part of the grant to an FSC) was being used for an inappropriate crop (potatoes instead of pomegranates.	[Grantee KIIs], n=11	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
	The FAS Project's value chain (VC) assessment identified a host of issues that included input constraints (fertilizers and pesticides are overpriced / seed quality is low / climate change is having a negative impact); production constraints (extension services are inefficient / irrigation is in short supply and comes at a high cost / diseases and infections are taking a toll); and marketing constraints (farm gate prices are fluctuating / traders are taking monopolistic actions / financing is lacking / infrastructure is poor / domestic and export market information is lacking). Farmers confirmed these as issues they continued to face, and almost never mentioned machinery as a production service they received.).	[Farmer questionnaire, n = 528; Farmer GDs, n = 22].	
	The services that farmers reported needing most—such as higher-quality and more affordable inputs (e.g., effective pesticides and good-quality seed), post-harvest services, access to fair markets and financial services—were generally not part of the FSC services offered. This essentially added a machinery rental service to their core business of input suppliers. Two grantees reported that it would have been impossible for a single private entity to provide everything, because each service required its own set of permits from different government entities, depending on the nature of the service and its requirements.	[Grantee KIIs; n=11]	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
	The grants addressed only limited segments of the value chain (production and limited post-harvest services, but not higher-quality inputs or marketing) with eight of 11 focusing on production and the remaining three on post-harvest process. Of the 11 grants distributed, eight went to input suppliers (farm supply centers selling fertilizer, pesticides, seeds, etc.), who added a new business line—renting out tractors and equipment financed with the grants. One grantee noted, "Most of the grantees are actually traditional—just shops selling inputs traditionally. The ad [FAS Project announcing the grants] focused on innovation and there are many people that have innovative ideas and innovative ways of working."	Quarterly Reports [Grantee KIIs; n=11]	
	The result was an emphasis on a single value chain segment, or uneven coverage of the value chain gaps identified by the project	[FAS Egypt Value Chain Report Final: Value Chain and End Market Studies, Volume II].	
	One grantee had no previous expertise in agriculture projects and may lack the expertise, complementary resources and network to manage their new business line. The grantee's good reputation in the field may enable faster integration but is likely to be hindered by the normal learning period for new projects.	[Grantee KIIs; n=11]	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
	How or whether a particular applicant would fill the identified value chain gap was a major criterion in the selection process, according to an FAS IP key informant.	[FAS IP KII]	
	However, the grants addressed only a limited number of value chain gaps identified by the grantees and were not necessarily related to farmer priorities. No community mapping was conducted to assess farmers' specific needs or existing resources in a given location. Instead, the grant recipient was asked to apply a specific service or technology based on its application.	Quarterly Reports	
	With respect to geographical coverage, the distribution of grantees was uneven. Eight grantees were clustered in the three northern governorates, but the four middle and southern governorates were home to only three grantees.	Quarterly Reports Grant Proposals and Grant Schedules	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
EVALUATION QUESTION 1B *How successful have the grantees been in instituting sustainable business models, and contributed to achieving the project results in the activity components: production, post-harvest, and marketing?*			
It is concerning that grantees had not thought through how their grants would be part of a sustainable business model. The reason for focusing on machinery appears to have been because it represented the most expensive investment and the one for which financial support was most needed. The use of grant machinery was not linked to the main line of the grantees' business and they were unable to clearly articulate how it would affect or enhance their business. Although a linkage with smallholder farmers may be described in the grant applications, this doesn't mean that there is a clear mechanism to benefit them, or that it will be implemented. Nonetheless, the high cost-share of investment, of at least 50 percent, increases the probability that production support will continue after project close and thus will be sustainable. Project activities are likely to be more sustainable when linked to stakeholders	No grantee had a strong focus on helping farmers access markets to give them fair prices, a key value chain gap identified by the FAS project and by farmers themselves.	Farmer GDs, (n=22)	• Create a framework for the post-project period to ensure use of the grants model for the benefit of the users after project close through strengthened formal and sustainable linkages with farmers associations and smallholder farmers, the ultimate beneficiaries. Integrating the grants component more firmly with other components will help in this regard. [IP] • To increase chances that the linkages will develop and be sustained, facilitate partnerships between grantees and associations, and promote grantee engagement with farmers to foster a relationship. This could be facilitated through the associations. [IP] • Go beyond a purely market-based approach. Focus on building capacity of firms that need help, and that will work with poor farmers, rather than taking the easy route of working with the
	Grantees were unable to describe a business plan (whether sustainable or not) of how smallholder farmers would benefit.	Grantees KII, n=11	
	A review of the grant proposals and other documents found that they included no clear operational cost, clear pricing strategy, cash flow projection or break-even analysis. That is, basic business planning elements were missing. The in-kind grant machinery was not for the purpose of improving inputs or post-production/marketing, but rather for introducing new lines of business in the area of production.	Grant Proposals	
	Two grantees included greenhouses in the application, which one described as part of their plan for sustaining activities after project close. However, in both cases the FAS Project cancelled them, explaining that the project had run out of time. The FAS IP noted that in one case the grantee did not meet the cost share, and in the other, its preferences changed repeatedly until there was insufficient time left for procurement.	[Grantee KIIs, n=11]	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
(government, private sector) that remain after the project implementer leaves. Yet at the same time, from a business perspective, cost share is irrelevant to who the client target is. If grantees see smallholder farmers as profitable clients, they will target them. More time could have been spent working with very poor smallholder farmers and grantees to increase likelihood the latter will benefit	The project did not take advantage of working with private sector firms in Upper Egypt who already had a business model covering the value chain segment, which farmers prioritized. The firms that applied for the in-kind grants were mostly moving into new areas (e.g., the seven farm supply stores branching into machinery rentals through the project). This appears to be a missed opportunity by the project to scale up the existing business model through the grant component, especially if was going to fill a value chain gap. Three grantees interviewed already have a working model partnering with farmers through provision of inputs (e.g., seeds, fertilizers, etc.), technical support via agronomists and financing options (e.g., down payment for land preparation). Through the grants they expanded their (already viable) business operations. Through the grants they expanded their (already viable) business operations.	Grant Proposals Quarterly Reports	best firms. Include the following features in the grant process iv. Prior to accepting applications, engage in an outreach campaign that advertises the in-kind grants program to firms less likely to participate (i.e. less likely to look for or come across application announcements), such as women-owned firms, smaller private firms. This would broaden the opportunities to a wider group of firms, including those that might have a social as well as a for-profit mandate. v. When determining criteria grant winners, give weight to potential for successfully supporting small farmers, and existing linkages with poor and marginalized farmers vi. After delivery of grants, allow for a follow-up period to help ensure that the component is working as intended and benefiting
	While some grantees received training on the equipment, no planning or follow-up mechanism was in place for the post-project period to reduce risks of smallholder farmers not benefitting.	Quarterly Reports Grantee KIIs, n=11	
	Neither the farmers participating in the GDs (n=22) nor the associations interviewed (Association KIIs) reported having any communication with the grantees or awareness of the services to be provided through the grant. One grantee from Minya was even surprised	Grantee KIIs, n=11 Association KII, n=14	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
	to hear of the project's scope, saying: "For the first time, we find that a project has four components that have nothing to do with each other." An association from Assiut said they had not heard of a particular grantee focused on seedlings and added that it would have been better and cheaper to get the seedlings from Cairo.	Farmer GDs, (n=22)	small farmers, and to allow for adjustments. • Begin the grants component early in the project, taking into account long procurement processes. Delivering equipment several years before the project is over would allow the effect on smallholder farmers to be measured and assessed, building in enough time for learning and improvement. [IP] • Provide technical assistance that extends beyond grant disbursement in the early phase of the project. [IP]
	Grantees are under no obligation to provide services for smallholder farmers once they have received the grant, as pointed out by three grantees. While the grantees, who contributed 50 percent or more toward the machinery, are expected to generate new income streams, there is no way of ensuring that their customers—at least not smallholder farmers at the lower end of the socio-economic scale—will benefit.	Grantee Proposals Grantee KII, n=11	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
EVALUATION QUESTION 2 *In what ways did the FAS approach to building the capacities of the partner associations and to adopting successful sustainable business models result in improved business performance as measured by number of contracts/deals, number of beneficiaries (small holder farmers), value and volume of traded crops including repeated sales thus affecting farmers' incomes?*			
The FAS Project clearly contributed to improvements in on-farm production, but this was the largely result of FAS working directly with farmers, rather than an increase in association capacity or a change in the way they operate and engage with farmers. It cannot be said that it was the result of a new business model. The fact that almost the same share of farmers outside CB associations received benefits and saw their association's performance improve is a strong indicator that the project's capacity building activities were not a key factor in delivering services. In other words, the reported improvements in the value/volume of crops and	The FAS Project provided a range of capacity building support to associations, including training, farm-based services and marketing support. Ninety percent of associations reported receiving support and they rated it highly. They noted that their performance improved, and farmers corroborated this, although they reported performance improvements in their association even in cases where it had received no support from FAS.	[Association questionnaire, n = 5] [farmer questionnaire, n = 528]	• To better support smallholder farmers, develop a results-based capacity building approach that targets both the institutional and technical capacity of associations, enabling them to apply what they have learned through an actionable plan. [IP] • Beyond delivering training, the strategy should assess whether it is being applied and why or why not. The project would address issues through tailored support. Use a structured approach to association capacity building that includes continuing assessment and adaptation of CB progress. This would enable better measurement of the progress and sustainability of capacity building in line with the new
	Associations reported that their total membership increased by 18.6 percent over the duration of the project. The reported that the quantity of crops produced in tons increased by 68 percent. More than half (52.2 percent) of associations reported that the number of sales contracts increased and the total value of contract amounts increased by more than 103 percent. The mean number of contracts reported by associations increased from 29 before FAS to 73 post-project, and the total number of contracts increased from 214 to 628.	Association questionnaire, n = 59; farmer questionnaire, n = 528]	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
number of contracts/deals is attributable not to association efforts, but to FAS Project technical assistance. Associations reported that capacity building was useful, the support was appreciated and enhanced performance and production improved, and all this was linked to the project. Yet, despite these positive changes, the evaluation team cannot conclude that the associations established sustainable business models, or that farmers are seeing production benefits because of the work of associations. This should be surprising, given that the FAS IP did not aim to change the approach of the associations. The FAS IP noted that "not to help them establish a new way doing business, but rather to support them to			USAID Journey to Self-Reliance (J2SR) strategy. This should then be reflected in the project M&E system. [USAID, IP] • Incorporate the above recommendation as qualitative learning outcomes in project indicators—in addition to quantitative indicators such as capacity or knowledge building—to track the effect of association capacity building on smallholder farmers. [USAID, IP] • If capacity building is to yield results, it should begin earlier in the project and be accompanied by practical, follow-up steps and an iterative learning process: pilot the capacity building activities in the field and then, building on lessons learned related to adoption, tailor the model to the specific association and scale it up. Beyond classroom
	Considering only associations that received capacity building, the analysis reveals low correlations between farmers' positive ratings of their association's performance and a change in crop productivity or sales returns, as Table 6 shows. Almost the same share of farmers rated their association positively regardless of whether their crop productivity had increased. Clearly most farmers do not expect the association to have an influence on this area. Correlating satisfaction with associations and sales returns yielded similar outcomes.	Content Analysis Comparative Analysis	
	Furthermore, the evaluation found no evidence that the capacity of associations to adopt sustainable business models increased, or that they played a role. In KIIs, associations could not explain the business model concept This is not surprising, as the FAS project did not produce a document or train associations to adopt a new business model. Farmers continue to see associations mainly as suppliers of (subsidized) inputs and view them as lacking capacity.	[Association KIIs, n=14]. [Farmer GDs, n = 22]	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
become functioning value chain actors from whom smallholder farmers could both source improved inputs and also enjoy access to wider markets and improved bargaining power during sales. The training activities benefited associations focused on the institutional level, but a connection to a new way of doing business to serve farmers was not made. The role of associations as sustainable, local service providers for smallholder farmers was not developed. The first step (training and capacity building) occurred, but next steps (putting knowledge into practice, promoting sustainable outcomes and embedding institutional change) were not. This is because there is little evidence that the project's capacity building that went to associations translated into project goals of associations	Three in four farmers said they benefited from the project, but those who did attributed improvements in production primarily to the training and extension services they received. FAS IP staff facilitated contracts, rather than that stemming from association efforts.	[Farmer questionnaire, n = 528]	training, different methods should be tested, including peer-to-peer review, on the job training, and mentoring. [IP] • Incorporate capacity building into a broader support package that links to other components (e.g., for in-kind grants) so that it leads to tangible outcomes that associations can apply with their members, such as business plans, feasibility studies, etc. [IP] • Deliver more technical training to associations to support farmers (e.g., with targeted extension services, machinery, etc.) to address value chain gaps. [IP] • Provide each association with tailored capacity building, based on an organizational capacity assessment, taking into account its resources, priority areas, role, project objectives, etc. [IP] Related to this, reduce the chance that support benefits only associations with the most
	Core elements of the FAS IP approach included providing support at the institutional level as well as trainings and technical assistance to farmers, including on market access and facilitation. The FAS project provided direct assistance in the form of training and equipment to 77 of the 233 associations located in the seven project governorates in Upper Egypt. The project worked with two types of associations—agriculture cooperative associations and community development associations—that cover a broader range of services.	[FAS IP written communication] FAS Quarterly Reports Capacity Assessment	
	Selection was based on a capacity assessment the FAS IP conducted in 2018 for which associations were rated according to whether they a) had relatively high potential to sustain project activities, b) had less potential or c) had low potential. The first two groups became the focus	[FAS IP KII] Quarterly Reports	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
delivering more services to farmers using a new business model. This should not be surprising; institutional change requires many years and ongoing support. Farmers received services from FAS, not their associations: after the project ends, it is unclear what will replace it. This is where a new way of doing business on the part of associations could have increased sustainability.	of capacity building (CB) assistance. For the sake of convenience, they are referred to as "CB associations" in this report. Following the assessment, the FAS IP conducted 15 workshops for 69 associations (on governance), and distributed computers, data show (projectors), printers and (accounting) software to those associations participating in the workshops. It also administered 14 training workshops on digital management and use of accounting software. The last capacity reported building took place in Q4 FY2020, after the evaluation data collection was completed.		capacity by including a strategy to assist weaker entities as well. • Develop and embed follow-up support and monitoring mechanisms for the post-project period, so that the results are sustained [IP]. This would include fostering linkages between grantees, associations, government, and ensuring that associations are well-trained, and have a business model. •
	A government representative noted a lack of coordination with the government on the selection of associations, arguing that the FAS team members were not technical specialists and did not have sufficient knowledge.	[Government representative KII, =7]	
	In some governorates, few associations met the criteria for receiving CB. As Table 6 shows, only four of 24 in Sohag (16.7 percent) complied, compared to more than half in Aswan.	[FAS IP database]	
	Associations received more than 30 types of CB services, which fall into three categories: 1) training (focused on institutional issues) (four): 2)	[Associations questionnaire, n = 59]	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
	farmers-based services (15); and 3) community awareness and marketing (11). Of the associations that responded to the telephone questionnaire, 91.5 percent said they received at least one service. More than 75 percent of CB associations received at least seven types of services and more than 50 percent received 21 services.		
	All four capacity building areas covering institutional strengthening fall in the top 10 services received by associations from FAS.	[Associations questionnaire, n = 59]	
	In interviews conducted as part of data collection, association staff mentioned only institutional training (governance, financial management and gender) and did not refer to the farmer-based services or community awareness and marketing, although these were part of the project and tracked in quarterly and annual project reports	[Farmer GDs, n = 22]	
	FAS was especially well-regarded for its field and study visits, and for taking association members to fairs and exhibitions; 88.6 percent of associations confirmed receiving both types of service.	[Association questionnaire, n=59].	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
	Support varied across associations. Although not part of the capacity building activity, none of the associations the evaluation team met with in Assiut reported receiving a pH/EC meter, although 30.5 percent of CB associations received them.	[Association questionnaire, n=59].	
	In Beni Suef, Minya and Assiut governorates, 2,310 smallholder farmers were reportedly using the pH / EC meter.	[Quarterly report Q2 2020].	
	In general, marketing services were less common but in greater demand among farmers, who frequently mentioned the need for assistance with marketing support (obtaining good prices for their products) in 19 GDs. The least commonly reported services were access to cold transportation and support for certification.	[Farmer GDs, n = 22]	
	Associations perceive FAS project assistance to be beneficial. The average rating given to services was 8.1 (of 10), and 87.9 percent of associations responding to the questionnaire reported performance enhancement because the services they received.	[Association questionnaire, n=59].	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
	Farmers supported this finding, also reporting that their associations had improved in performance. More than half of farmers perceived the availability of support (55 percent) and responsiveness to needs (50.3 percent) as key factors to the improvement of their association's performance.	[Farmer questionnaire, n=528]	
	Farmer responses indicated satisfaction levels with association performance, on average giving them a rating of 7.5 of 10. Associations that received capacity building were rated 7.9, compared to 6.4 for those that did not. Cooperatives were also rated more highly than associations, as Figure 3 shows.	[Farmer questionnaire, n = 528]	
	Farmers belonging to associations that received CB support from the FAS project reported seeing significant improvements, but so did those in associations that did not receive FAS capacity building.	[Farmer questionnaire, n = 528]	
	Associations have gotten better over time; 84.4 percent of farmers in FAS-supported associations saw a performance change, compared with 58 percent in non-FAS-supported associations. However, the perceived level of improvement was greater for FAS associations.	[Farmer questionnaire, n = 528]	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
	It should not be a surprise that non-CB associations also saw improvements; the USAID FAS Project is one of many programs that have been supporting farmers associations. Associations' staff mentioned that they received capacity building assistance from: USAID/Care/Shams, USAID/ Egypt Rural Agribusiness Strengthening (ERAS), ILO, IOM, Plan International, Misr El-Kheir Foundation and UNDP, among others. [Association KIIs]. An association from Sohag directly stated that the real impact of capacity building was not from FAS, but from another program, run by CARE, with whom they had started working "long ago."	[Association KIIs, n=14]	
	The positive feedback on capacity building training could not be correlated with objectively measured improvements, as the project did not assess training impacts. Government officials expressed skepticism about the impact of FAS trainings, saying: "Training are fine, but we need something with a stamp that will leave an impact, it is investment." Another official observed: "There are a lot of trainings but there is no [assessment of the] impact of the training and its effect." Others noted the importance of conducting pre- and post-training studies. In part, the issue concerns timing, since training was rolled out over last 7 quarters of the project.	[Government KII, n=7]	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
	However, the IP was not focused on building capacity of associations to provide technical assistance to farmers. [FAS IP]		
	The FAS project did conduct an Agricultural Cooperatives and Farmer's Associations Capacity Assessment, but this was only finalized in December 2019. Based on association feedback, it appears that it was too late to apply its lessons in the field, since the season had ended. [Associations KIIs] However, the FAS IP notes that the assessment informed the need to provide governance training, which was delivered later in FY20 to those producer organizations who were deemed to be able to benefit from it. [FAS IP]	[Association KIIs, n=14]	
	Many farmers reported multiple benefits linked to the project: three-quarters of respondents (74.6 percent) reported an increased yield and almost as many (72.9 percent) reported improved quality of production, while 42.8 percent reported using fewer chemicals. But these changes are not attributable to association performance; further discussion on this will follow.	[Farmer questionnaire, n = 528]	
	All associations reported an increase in the number of contracts/deals as a result of FAS facilitating connections between private sector	[Association KIIs, n=14]	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
	firms and farmers, from 213 before the project to 669 at the time of data collection. Twenty-one reported getting new contracts/deals for their members through the FAS Project. Among associations responding to the questionnaire, the total contract amounts increased by 103 percent in nominal terms, from 6,573,983 EGP before FAS to 13,361,431 EGP (from USD 839,278 to USD 850,397) by the end of 2020. As noted, high inflation during the project years would have eaten away at farmers' earnings, and farmers confirmed increases in prices and costs. [Association questionnaire, [n= 59] These impacts can be attributed to support provided by the FAS IP through farmer extension services, rather than associations changing the way they operate.	[Association questionnaire, n=59].	
	As Table 9 demonstrates, many farmers received a significant amount of support from the project, and the project was perceived to make a difference to their production. However, the sources of support are related almost entirely to three areas: inputs, training and technical assistance (blue) and hardly at all from areas related to post-harvest, tool and technologies, marketing, etc.	[Farmer questionnaire, n = 528]	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
	As a Minya association representative described it, "We have a problem in marketing—I wanted the project to help farmers in this regard. The problem of marketing is still continuing. We did not how to solve it, the project did not know how to solve it, the government even can't."	[Association KII, n=14]	
	Associations also reported a substantial increase in crop production after FAS: 68 percent, from 89,168 to 149,864 tons.	[Associations questionnaire, n=59]	
	These improvements can be attributed to direct FAS assistance to farmers, but not necessarily to association capacity building. Only 13.8 percent of farmers mentioned that their associations facilitate marketing processes and even fewer (11.1 percent) mentioned that associations are establishing linkages with buyers.	[Farmer GDs, n = 22; farmer questionnaire, n = 528].	
	On the post-harvest side, the FAS project also worked with associations on collection tents and in Aswan (for dates) and Sohag (for onions). While collection tents were highlighted as a project success 2 this was a recently undertaken activity; in the case of at least two associations,	[FAS Project Highlights & Achievements July 2018–March]	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
	they had not 020], been delivered. An association member from Sohag reported that there "had been some talk" about collection tents but then the project ended and nothing was done. An Assiut association member noted they had been asked to submit an application for collection tents in 2019, but then received nothing.	Associations KII, n=14	
	This feedback from associations is similar to that of grantees about the project not delivering what was agreed on, whether because time had run out or some other reason. The main FAS IP, CNFA, applied for a cost extension to further build out these private sector linkages with association-owned packhouse suppliers, but did not receive it. CNFA regards this as a promising area for USAID's future consideration.	[FAS IP written communication] [Associations KIIs, n=14] [Grantee KIIs, n=11]	
	On the need for post-harvest support, an association member from Sohag noted that the governorate is well known for its onion production, with yields of 18 to 20 tons per feddan. But they noted that the governorate has no post-harvest or sorting facility. The onions are shipped up north to Lower Egypt, but transportation costs and crop loss are high. The crops then come back to Hurghada Port Safaga	[Association KII, n=14]	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
	for export, which the association described as "without any sense, since Sohag is closer to the port."		
	Associations did not report awareness of the business model concept, where they would provide expanded farm services to their members in a sustainable manner. They could not explain the model to the evaluation team, even when asked about how the equipment they received from the project (computers, printers and various technologies such as red palm weevil devices) would help farmers.	[Association KII, n=14]	
	The lack of impact on associations' way of doing business is supported by feedback from the private sector and government and field observations by the evaluation team. A private sector key informant argued, "You have to change the whole staff of cooperatives and associations. You have to change their whole culture—they are employees taking their salary so not motivated—if it is not enforced by higher [management levels], they won't do anything."	[Private sector KII]	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
EVALUATION QUESTION 3 *Was the project successful in the promotion of innovative tools and technology among its targeted beneficiaries across components? If yes, what factors contributed to this success? If no, what are the hindrances?*			
Farmers benefited in measurable ways from the project support, but innovations and technologies had a marginal impact, if any. The project succeeded in delivering innovations and technologies among many farmers. Although this is not the same as promoting their use, farmers rated them positively, indicating that they were welcome. While the yield and quality of production increased for the majority of farmers, they did not attribute this to the technologies and tools, which had only a marginal influence, if any. It is possible that technologies' and tools' low level of contribution to production resulted from being delivered late; a follow-up assessment following the next season might show different results. Given that associations are not applying a business model, the technical capacity to use	In addition to the services and training that the project delivered through associations, it introduced a range of innovations technologies to promote higher and improved production, targeting specific crops. Some were devices (e.g., for measuring grape sizes; for measuring sugar levels; for red date palm weevil treatment; for more efficient irrigation; for measuring soil and water salinity) and some were in the form of techniques and supplies (e.g., for safe use of pesticides; for use of micronutrients to increase plant resistance to fungal infection). The project plan mentions plans to introduce solar irrigation pumps, but this was not implemented.	[FAS Year 5 Work Plan, 2019]	• Deliver innovations / technologies at the beginning of projects rather than at the end. This is necessary to allow time to monitor outcomes, identify weaknesses in the process and provide technical support. • Develop a systematic distribution plan based on a needs assessment that maps the technologies to crop type, land requirements and geographical coverage. • Before introducing new technologies, conduct a cost-benefit analysis at the farm level on a sample of farms that would include physical land requirements, cost of operation, labor. Once the technologies are in use, assess and how and whether they respond to the priority areas/needs of the farmers. For example, if labor is the highest cost for smallholder farmers, technology can focus on that and not packaging material. The plan would address questions
	The technologies were sometimes given to associations, and sometimes to farmers directly, although associations the project met with were usually unable to answer questions on this topic because they either were not aware or didn't receive any technology. Associations would, in theory, manage their use and rotation among their farmer members.	Associations KII, n=14	
	Almost half of farmers responding to the questionnaire—242 (46 percent)—said they used a FAS technology. In all, they used 506 FAS technologies, just over two per farmer on average. This was only half	(Farmer questionnaire, n = 528)	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
innovations and technologies and their sustainability as solutions are uncertain. Two success factors can be highlighted. 3) The use of a demand-driven approach—the project delivered innovations / technologies to associations whose farmers grew crops where the innovation/technology was appropriate and needed. 4) In the case of coding and certification, the project linked to existing institutions and their mandates. Several hindrances prevented technologies from having a noticeable impact: 5) Distribution of technologies came near project end (computers, pH monitors, cold chain app). 6) The distribution approach was not accompanied by a clear implementation strategy. Even though technology was not given	of the project's target of reaching 90 percent of farmers. Although this was not the intended target for share of farmers being introduced to and/or adopting new technologies. The target was for 6,200 beneficiaries applying improved management practices or technologies due to FAS assistance, and the FAS IP reported reaching 5,218 (although assessing this achievement was not part of the evaluation scope of work).	[FAS Project PIRS No. 3]	such as how many infestations of the red weevil were in place and, based on the analysis, how many devices should be distributed to fill this demand. • Outline a clear role for associations to manage the use of technologies among their members and incorporate it into their business models. If there is a grants activity, link the technologies to it. If the project conducts community mapping for farmers' needs and priorities, introduce technology to the association that directly responds to those demands. This could generate income for the association and sustain the model. • Facilitate linkages to financial institutions supporting tailored products for increasing smallholder farmers' financial ability to apply new technologies that have been introduced. •
	Not belonging to a CB association did not prevent farmers from receiving project assistance. The project did not "penalize" farmers for their association's lack of effectiveness; they still provided innovations and technologies. Thus, approximately the same share of farmers in CB (46.5 percent) and non-CB (43.7 percent) associations received some type of innovation and technology from the project.	[FAS team KII] (Farmer questionnaire, n = 528)	
	Of the eight technologies assessed through the farmer questionnaire and through group discussions, the most common type of support mentioned was safe use of pesticides (27.3 percent), followed by improved water-use efficiency (19.7 percent), and the red date palm weevil device (17.6 percent).	(Farmer questionnaire, n = 528)	
	The distribution of the floppy irrigation model to FSCs for their demonstration plots was one of the more positively mentioned technologies. Referring to the accompanying technical assistance, a farmer from an association in Minya said that, in addition to fertilizer	(FAS Project "Innovations in Irrigation – Winrock Success Story")	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
out where there was no need for it, planning based on data analysis was minimal. This would have taken into account timing (around the growing/harvest season), sufficient follow-up and technical assistance on use, or an operational plan for the tool usage and maintenance 7) Operational issues (delays, outreach, geographical coverage) prevented the project's ability to disseminate and scale up. 8) In the case of ICT, farmer literacy levels and poor internet access limited the benefits of the WhatsApp extension service.	support, "The best thing is … the accurate irrigation. This was the most helpful. Yes, the irrigation information was very important for all of us." However, irrigation technology was introduced late in the project, limiting its potential benefits since FAS Project staff will not follow up. Tellingly, a project note on "Innovations in Irrigation" highlights the potential benefits of floppy irrigation, but does not point to outcomes, quoting one company as saying: "We are still waiting on the results, but we expect up to 30 percent increased yield of alfalfa next month," and noting "a great deal of interest in the floppy sprinklers" among its customer.. Only about one in five farmers reported using an improved water efficiency device.	[Farmer questionnaire, n = 528]	
	Sometimes a technology was promised but not delivered, as in the case of a red date palm weevil device for an Aswan association: "[FAS Project personnel]talked to us about the palm pest—it was mostly production support related—the palms and the mangoes were already grown."	"[FAS Project Staff KII] [Farmer GD, n=22] Association KIIs, n=14]	
	Feedback from KIIs pointed to various shortcomings. An association in Qena said they received a small trimming tool for the mango trees but described it as not very efficient, and did not really consider it to be "technology." [Association KII]. During a group discussion with farmers at an association in Luxor governorate, two of five participants reported being unaware that the association had the red date palm weevil device and that they could use it.	[Farmer GD, n=22]	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
	Inadequate planning appears to have prevented the project from distributing innovations and technologies more widely. They included cases, such as pH meters, where the device was distributed in the last days of the project, as well as outreach and uneven geographic coverage. A consequence of the late delivery of technology was that a systematic assessment of how the technologies affected production was not possible.	[Farmer GD, n = 22] [Association KIIs, n=14]	
	Among farmers who received technology support, feedback was positive, from an average of 7.7 (for use of micronutrients) to an average 8.5 (red date palm weevil device). The overall average rating was 8.3, higher for farmers in CB associations (8.4) than non-CB associations (7.6).	[Farmer questionnaire, n = 528]	
	Although yield and quality of production increased for the majority of farmers, technologies and tools had only a marginal influence, if any, per both the questionnaire responses and the GDs. Finally, a clear implementation strategy was absent. FAS did not undertake a study on how the project would distribute these tools and technologies to the governorates and districts. Such a plan would be based on an assessment or an existing need, and rely on evidence.	[Farmer questionnaire, n = 528] [Farmer GDs, n = 22]	
	When asked about the main factors influencing increased production, less than 1 percent cited tools and technology. Farmers received a significant amount of support, and the project was perceived to make a	[Farmer questionnaire, n = 528]	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
	difference to their production. However, the reasons are related almost entirely to three areas: inputs, training and technical assistance.		
	Tools and technologies had a consistently low impact across types of benefits: improved quality of production (1.0 percent contribution); reduced use of chemicals and pesticides (1.8 percent contribution); and reduced harvest loss (1.5 percent contribution). The area where tools and technologies contributed most (just 7.0 percent) was in ability to export, but just one in 12 farmer respondents cited this.	[Farmer questionnaire, n = 528]	
	Technologies did not sufficiently address farmers' marketing needs. When asked in GDs what they needed, 19 of 22 GDs selected marketing. For most farmers, marketing refers to being able to get better prices for their production. They are often at the mercy of traders, who can set prices that farmers have little choice but to accept. "Monopoly is the real issue, as well bad marketing," according to an association representative in Assiut.	[Association KII, n=14]	
	Referring to the grape crop, a farmer from Minya explained the need for guidance in marketing: "We need to know the level of glucose, for example, or the specifications needed for better prices." At another Minya GD, when discussing the minimal FAS assistance they had received, a participant said: "We needed them to focus on marketing. … They promised things and didn't do it. They said they will establish a post-harvest	[Farmer GD, n=22]	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
	unit and that they will bring us contracts, and then they didn't." [Farmer GD]		
	Distribution of technologies was uneven. Minya and Aswan farmers received more than their counterparts in the south. Only 26.5 percent of farmers in Minya and 29.5 percent in Aswan said they had not received new technologies, while more than 80 percent of the sample from Luxor, Suhag and Beni Suef governorates did not receive any.	[Farmer questionnaire, n = 528]	
	The evaluation did not assess extension services, but the way farmers described them is instructive. As reported, the form of extension, the number of extension visits and the method of outreach varied wildly across governorates and communities. For example, in Beni Suef, the agronomist implementing the extension visits was highly commended, with farmers reporting repeated visits to lands, provision of sound advice from their perspective and high responsiveness. In Minya, farmers said they received only one or two visits throughout the project lifetime, even if the guidance provided was regarded as beneficial. A limited number of participating farmers in Minya said they did not receive any visits.	[Farmer GDs, n = 22]	
	Although the FAS IP reported that it provided comprehensive trainings on the use of innovative technologies, including a focus on the value of using the equipment to reduce costs, boost productivity, reduce labor or any combination of the three, the evaluation	Associations KII, n=14	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
	could not confirm this. For example, no associations reported receiving training on delivered devices such as the pH meter (n=14).		
	One association reported keeping it in the box as they did not have anyone to operate it. Another didn't see the purpose of using it because the farmers do not know how.	[Associations KIIs, n = 14]	
	Many farmers did not benefit from ICT support in the form of either a platform that generates SMS (introduced early in the project) or a WhatsApp extension service introduced to mitigate risks related to COVID-19. This was in part because of weak internet and low smartphone use (14 percent of farmers were illiterate based on the Farmer questionnaire). Farmers in a GD in Luxor reported hearing about ICT but said they didn't see anything.	[Farmer questionnaire, n=529] [Farmer GDs, n=22]	
	In cases where farmers were either illiterate or lacked ICT devices, FAS put greater efforts into providing face-to-face trainings and on-farm technical assistance. [FAS IP written communication] Face-to-face technical assistance and training were the most frequently mentioned services, mostly reported as causing increased yield and improved quality, despite the inconsistency of delivery	[Farmer questionnaire, n = 528]	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
	When asked about all the support they received, only 2.5 percent of farmers cited tools/technology; see Figure 8.	[Farmer questionnaire, n=528).	
	While these findings highlight the low value added by technology to the project's overall impact, the evaluation team did identify several successful examples: • Coding and certification (for pomegranates) was a major project support provided to farmers and traders in Assiut. The FAS Project worked with pomegranate traders in the governorate who already owned processing collection tents, adding a bathroom and helping them obtain NFSA certification, which allows them to export to Saudi Arabia, UAE and Europe. [Farmer GD; association KIIs; FAS Quarterly Report Q4 2020] The project switched from the expensive GLOBALG.A.P. certification criteria to NFSA, which was affordable.	[Associations KIIs, n=14]	
	• Professional-grade mango boxes kept the fruit in better condition and directly improved profits. This raised the sales price by 10 percent in one case. A farmer at a Qena GD who benefited from this noted that training on packing and pest control and "how to present their produce in the boxes" was "very beneficial." Another farmer in the same GD reported that mangoes sold directly from trees earned him 5 to 6 EGP, while fruit in boxes could bring him 10 EGP.	[Farmer GD, n=22]	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
CROSSCUTTING ISSUE: GENDER			
Although the activities evaluated included some gender elements (grant applications, association capacity building), they were not a core factor in the design and the evaluation did not observe or find evidence that it they had succeeded in empowering women. Training for associations on gender has not translated into visible results. Serving women clients and employing women is not the same as empowering women within the agricultural sector, or taking into account their specific needs and constraints, such as challenges with land ownership titles. (In Egypt, women formally own only 5.2 percent of land. In rural areas, inheritance customs favor men and inhibit women's control over the land. Land owned by women is usually cultivated by a male relative, who then receives the input supplies from the cooperative.) Women in Egypt traditionally work in production lines and packhouses, and it is unclear that enumerating	Project documents describe plans to give special consideration to women's producer groups and groups with stronger female participation and to support women entrepreneurs to "generate ideas and to promote their products." The project also employed a gender specialist who provided training and support on gender-sensitive issues. However, the evaluation did not see tangible results from these efforts.	[FAS Project Year 4 Work Plan] [FAS Project Year 5 Work Plan] [FAS Project Quarterly report, Q4 2020]	• Conduct a gender analysis at the beginning of the project, across components, to identify the distinctive needs of men and women farmers under each component. Based on the analysis, introduce gender-responsive activities and interventions. [IP] • Develop a strategy that goes beyond target numbers related to employment positions and takes into account the constraints and conditions that women face. Develop tailored interventions and support that focuses on women's empowerment. Include gender target numbers for indicators in the project M&E system.
	The project primarily benefited men, as only 2.1 percent of smallholder farmers are women. Of the association staff supported, 59.6 percent were women.	[FAS Project database]	
	For the grants component, applications listed the number of women who would benefit either through employment or as clients. For example, one grantee included a gender component in his greenhouse plan to employ 30 workers (10 permanent and 20 temporary). But when the project cancelled that part of the grant, the grantee could not follow through. He noted, however, that he couldn't hire women to operate a tractor (apparently a gender norms issue). Another grantee reported that of the 1,000 farmers they targeted to serve with machinery and seeds, 250 were women.	[Grantee KIIs, n=11]	
	The number of women hired by grantees was one of the evaluation criteria for proposals, and the project gender officer conducted visits to make sure grantees met the	[FAS gender and entrepreneurship officer KII]	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
their presence in such jobs would contribute to their empowerment. The project's gender focus was weighted heavily to the nutrition component (not covered by the evaluation), but while it may be a sound strategy to target women in this area, it also emphasizes existing gender norms, limiting the role of women to family nutrition and similar household functions, not necessarily contributing to the project's goal of increasing income for smallholder farmers.	requirement and were applying the policy on women working on their premises.		
	The FAS IP developed a special women-owned business grant request for applications (RFA) ($1.75 million) to attract female grantees, and USAID approved the 14 female entrepreneurs who applied. However, the applicants were unable to provide land ownership documents during the due diligence process around issues related to land title, so no grants were disbursed. The short timeframe did not allow FAS to reach a larger group of women as potential grantees.	[FAS team KII]	
	Associations received training on gender, covering the role of women, female-headed households and women's role in agriculture. Some associations were used as a venue to deliver entrepreneurship training especially for women directly by FAS, but the associations' role was not clear. However, this issue is normally the NGO's area of focus, not that of agricultural cooperatives, and the training did not translate into changes in practice by incorporating a gender lens or increasing women's participation in their operations.	Associations KII, n=14 [FAS gender and entrepreneurship officer KII]	
	Associations received training on gender, covering gender and inclusion, female-headed households and women's role in agriculture. As with other types of training, changes in how associations managed themselves or worked with farmers were apparent. Some community development associations were already providing parallel women-focused services (e.g., El Rouby Association, Minya). Only	[Associations KII, n=14]	

Conclusion	Findings	Data Sources with sample size and selection methodology	Recommendation
	two cases of associations employing female agronomists were reported.		
	Although the evaluation team met with associations that had women on their board of directors (e.g., an association in Qena producing dates and mangoes) and among their staff, the project did not target women-led associations with tailored support on the basis of gender. The pomegranate post-harvest model supports women laborers, as most post-harvest centers have women in their associations. Packhouses traditionally employ women laborers.	[Association KIIs, n=14] [Private sector KIIs]	
	Other efforts attempted to support women as part of the project, but were largely unsuccessful. A private sector firm contributed technical support to a women-led initiative in 2018 (eight young women from Aswan on agricultural processes and rooftop gardening). It agreed to support two associations interested in drying tomatoes on rooftops, and the firm met with them, visited the rooftops and provided the technical support. Nonetheless, at the end, the associations could not apply the model, as it turned out to be overly complex and the firm did not receive any product from the initiative.	[Private sector KII] Associations KII, n=14 Quarterly Reports	

ANNEX 4B: RECOMMENDATIONS TABLE

	High Impact of Change	Lower Impact of Change
Short-term	**EQ 1A** • Work more openly and communicate better with grantees. Specifically, make the following changes to the grants manual[43]: 1) only change contract terms (e.g., cost-share amount, machinery specifications) with a written agreement and in cooperation with the grantee; 2) allow the grantee to sit on the procurement committee and evaluate bids; 3) if equipment specifications change, the grantee the option of canceling that portion of the in-kind grant and either reallocate their contribution or withdraw it; 4) provide the grantee with the papers, receipts and warranties for the delivered equipment; and 5) respond to grantee complaints and include a mechanism to resolve them [IP] • Encourage a broader pool of entrepreneurs, including social enterprises, to apply for grants, and design the application, selection criteria, and advertising accordingly. [IP] **EQ 1B** 1. Create a framework for the post-project period to ensure use of the grants model for the benefit of the users after project close through strengthened formal and sustainable linkages with farmers associations and smallholder farmers, the ultimate beneficiaries. Integrating the grants component more firmly with other components will help in this regard. [IP]	

[43] The grants manual section on ethics is focused on implementation of project, but section related to issues of selection, concerning participation, transparency, etc.

	High Impact of Change	Lower Impact of Change
Longer-term	**EQ 1A** 1. Focus on building linkages between agribusinesses, farmers associations, financial institutions and the private sector from the start of the project. Develop a grants model that is oriented toward a partnership approach, with a focus on project results and ultimate beneficiaries. Before proposing a new model, collaborate closely with beneficiaries/farmers at the local level to assess the value chain gaps faced by farmers living in the area who will be served by the grantee. [USAID, IP] **EQ 1B** 2. Go beyond a purely market-based approach. Focus on building capacity of firms that need help, and that will work with poor farmers, rather than taking the easy route of working with the best firms. Include the following features in the grant process vii. Prior to accepting applications, engage in an outreach campaign that advertises the in-kind grants program to firms less likely to participate (i.e. less likely to look for or come across application announcements), such as women-owned firms, smaller private firms. This would broaden the opportunities to a wider group of firms, including those that might have a social as well as a for-profit mandate. viii. When determining criteria grant winners, give weight to potential for successfully supporting small farmers, and existing linkages with poor and marginalized farmers ix. After delivery of grants, allow for a follow-up period to help ensure that the component is working as intended and benefiting small farmers, and to allow for adjustments. 3. Begin the grants component early in the project, taking into account long procurement processes. Delivering equipment several years before the project is over would allow the effect on smallholder farmers to be measured and assessed, building in enough time for learning and improvement. [IP]	**EQ 1A** 1. Use a community mapping approach to assess specific needs of communities where the grantees provide services, covering production resources, post-harvest and marketing to maximize the potential benefits of the grant to smallholder farmers. [USAID, IP] 2. To the extent feasible and allowed by procurement rules, USAID should identify ways of streamlining the procurement process or reducing the timing between the procurement steps, to avoid excessive delays and avoid late delivery of in-kind grants. [USAID] 3. Begin grant process early in project, and allow for at least one year of monitoring post-grant delivery before project ends, to allow for iterative learning process and follow-up on whether and how smallholder farmers are benefiting. [IP] **EQ 1B** 1. Provide technical assistance that extends beyond grant disbursement in the early phase of the project. [IP] **EQ 2:**

	High Impact of Change	Lower Impact of Change
	EQ 2: 4. To better support smallholder farmers, develop a results-based capacity building approach that targets both the institutional and technical capacity of associations, enabling them to apply what they have learned through an actionable plan. [IP] 5. Beyond delivering training, the strategy should assess whether it is being applied and why or why not. The project would address issues through tailored support. Use a structured approach to association capacity building that includes continuing assessment and adaptation of CB progress. This would enable better measurement of the progress and sustainability of capacity building in line with the new USAID Journey to Self-Reliance (J2SR) strategy. This should then be reflected in the project M&E system. [USAID, IP] 6. Incorporate the above recommendation as qualitative learning outcomes in project indicators—in addition to quantitative indicators such as capacity or knowledge building—to track the effect of association capacity building on smallholder farmers. [USAID, IP] 7. Provide each association with tailored capacity building, based on an organizational capacity assessment, taking into account its resources, priority areas, role, project objectives, etc. [IP] Related to this, reduce the chance that support benefits only associations with the most capacity by including a strategy to assist weaker entities as well. **8.** Develop and embed follow-up support and monitoring mechanisms for the post-project period, so that the results are sustained [IP]. This would include fostering linkages between grantees, associations, government, and ensuring that associations are well-trained, and have a business model. **EQ 3:**	2. If capacity building is to yield results, it should begin earlier in the project and be accompanied by practical, follow-up steps and an iterative learning process: pilot the capacity building activities in the field and then, building on lessons learned related to adoption, tailor the model to the specific association and scale it up. Beyond classroom training, different methods should be tested, including peer-to-peer review, on the job training, and mentoring. [IP] 3. Incorporate capacity building into a broader support package that links to other components (e.g., for in-kind grants) so that it leads to tangible outcomes that associations can apply with their members, such as business plans, feasibility studies, etc. [IP] 4. Deliver more technical training to associations to support farmers (e.g., with targeted extension services, machinery, etc.) to address value chain gaps. [IP] **EQ 3:** 5. Outline a clear role for associations to manage the use of technologies among their members and incorporate it into their business models. If there is a grants activity, link the technologies to it. If the project conducts community mapping for farmers' needs and priorities, introduce technology to the association that directly responds to those demands.

	High Impact of Change	Lower Impact of Change
	9. Deliver innovations / technologies at the beginning of projects rather than at the end. This is necessary to allow time to monitor outcomes, identify weaknesses in the process and provide technical support. 10. Develop a systematic distribution plan based on a needs assessment that maps the technologies to crop type, land requirements and geographical coverage. 11. Before introducing new technologies, conduct a cost-benefit analysis at the farm level on a sample of farms that would include physical land requirements, cost of operation, labor. Once the technologies are in use, assess and how and whether they respond to the priority areas/needs of the farmers. For example, if labor is the highest cost for smallholder farmers, technology can focus on that and not packaging material. The plan would address questions such as how many infestations of the red weevil were in place and, based on the analysis, how many devices should be distributed to fill this demand. **Cross cutting:** 12. Conduct a gender analysis at the beginning of the project, across components, to identify the distinctive needs of men and women farmers under each component. Based on the analysis, introduce gender-responsive activities and interventions. [IP] 13. Develop a strategy that goes beyond target numbers related to employment positions and takes into account the constraints and conditions that women face. Develop tailored interventions and support that focuses on women's empowerment. Include gender target numbers for indicators in the project M&E system.	This could generate income for the association and sustain the model. 6. Facilitate linkages to financial institutions supporting tailored products for increasing smallholder farmers' financial ability to apply new technologies that have been introduced.

ANNEX 5: DATA ANALYSIS CHARTS AND TABLES

PART A: FARMERS QUESTIONNAIRE

TABLE A-1. DISTRIBUTION OF FARMERS DISAGGREGATED BY GOVERNORATE, TYPE OF ASSOCIATION, CATEGORY OF ASSOCIATION, YEAR JOINED THE FAS PROJECT, GENDER, AGE, EDUCATIONAL LEVEL AND WHETHER THEY ARE HEAD OF HOUSEHOLD OR NOT

CHARACTERISTICS		N	%
Governorate	Beni Suef	56	10.6%
	Minia	68	12.9%
	Assiut	34	6.4%
	Sohag	95	18.0%
	Qena	56	10.6%
	Luxor	57	10.8%
	Aswan	162	30.7%
Type of Association	1. Farmer's Association	210	39.8%
	2. Agricultural Co-op	318	60.2%
Category of Association	1. CB Association	409	77.5%
	2. Non-CB Association	119	22.5%
Year joined the FAS project	Don't Know	2	0.4%
	2015	47	9.0%
	2016	57	10.9%
	2017	113	21.6%
	2018	150	28.7%
	2019	145	27.7%
	2020	9	1.7%
Age	<25	13	2.5%
	25-34	59	11.2%
	35-44	90	17.0%
	45-54	142	26.9%
	55-64	147	27.8%
	65+	77	14.6%
	Mean	50.8	
Gender	Male	516	97.7%

CHARACTERISTICS		N	%
	Female	12	2.3%
Head of Household	Yes	507	96.0%
	No	21	4.0%
Educational Level	1. Illiterate	78	14.8%
	2. Incomplete School Education	41	7.8%
	3. Literacy Programs	12	2.3%
	4. Primary Education	63	11.9%
	5. Preparatory Education	34	6.4%
	6. Secondary School	15	2.8%
	7. Technical School	222	42.0%
	8. University degree	52	9.8%
	9. Post graduate degree	7	1.3%
	Other	4	0.8%
Total		528	100.0%

TABLE A-2. DISTRIBUTION OF FARMERS DISAGGREGATED BY GENDER AND AGE

		GENDER					
		TOTAL		MALE		FEMALE	
		N	%	N	%	N	%
Age Group	<25	13	2.50%	12	2.30%	1	8.30%
	25-34	59	11.20%	57	11.00%	2	16.70%
	35-44	90	17.00%	87	16.90%	3	25.00%
	45-54	142	26.90%	139	26.90%	3	25.00%
	55-64	147	27.80%	145	28.10%	2	16.70%
	65+	77	14.60%	76	14.70%	1	8.30%
Total		528	100.00%	516	100.00%	12	100.00%

FIGURE A-1. PERCENTAGE DISTRIBUTION OF SAMPLE RESPONDENTS BY GOVERNORATE

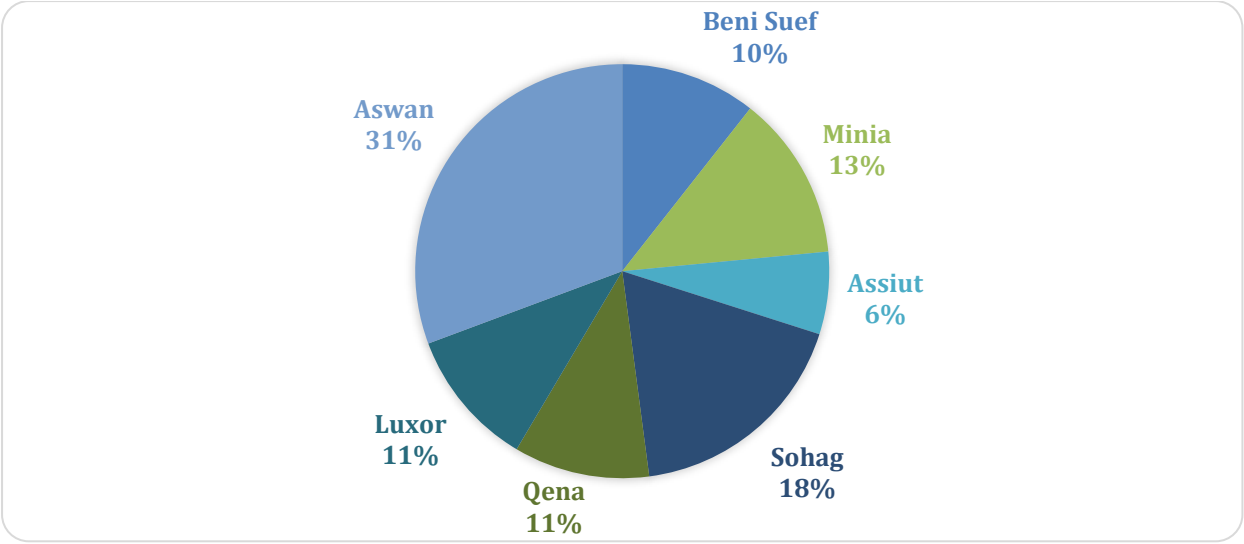


FIGURE A-2. PERCENTAGE DISTRIBUTION OF SAMPLE ASSOCIATION BY TYPE

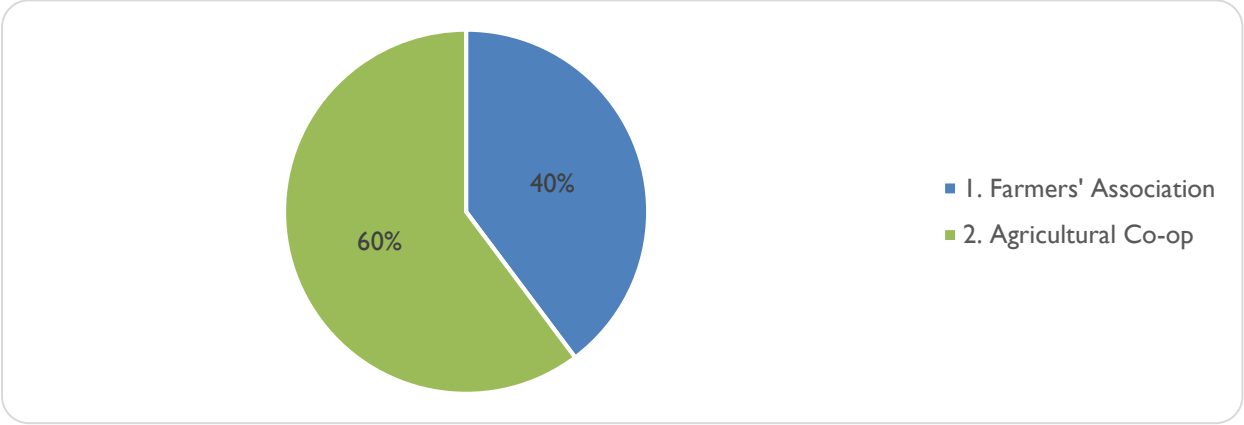


FIGURE A-3. PERCENTAGE DISTRIBUTION OF SAMPLE ASSOCIATION BY CATEGORY

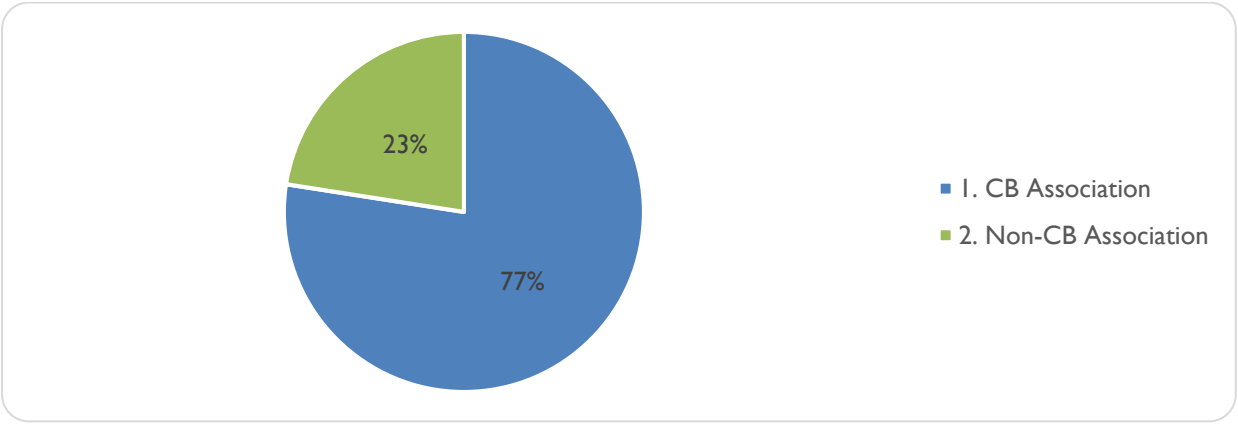


FIGURE A-4. PERCENTAGE DISTRIBUTION OF SAMPLE RESPONDENTS BY YEAR JOINING FAS

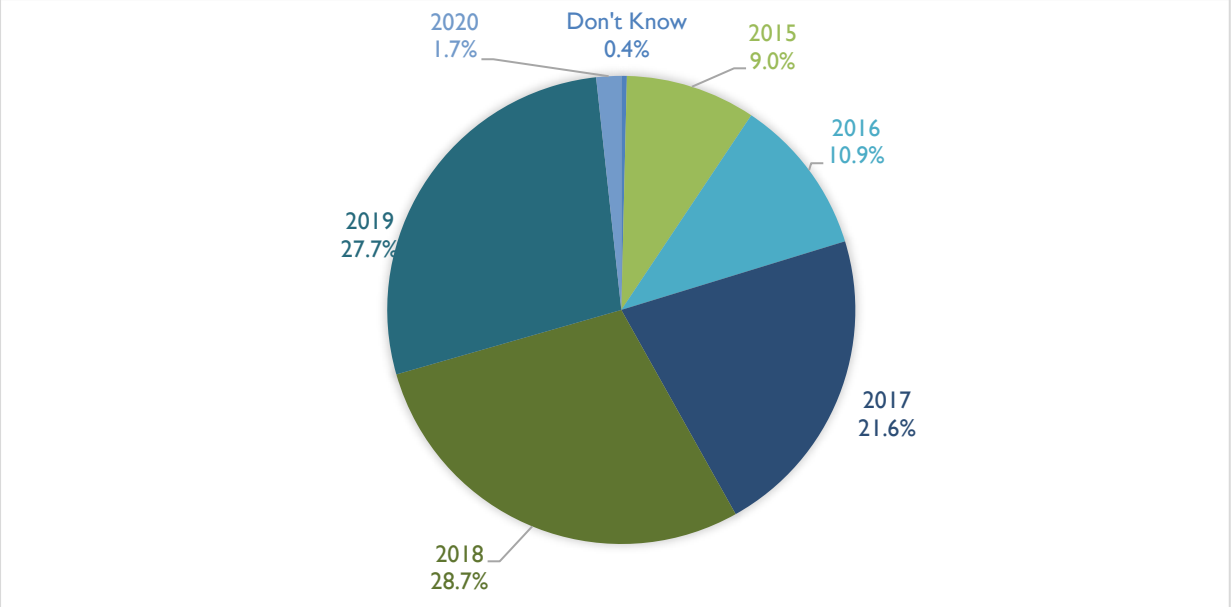


FIGURE A-5. PERCENTAGE DISTRIBUTION OF SAMPLE RESPONDENTS BY THIER AGE

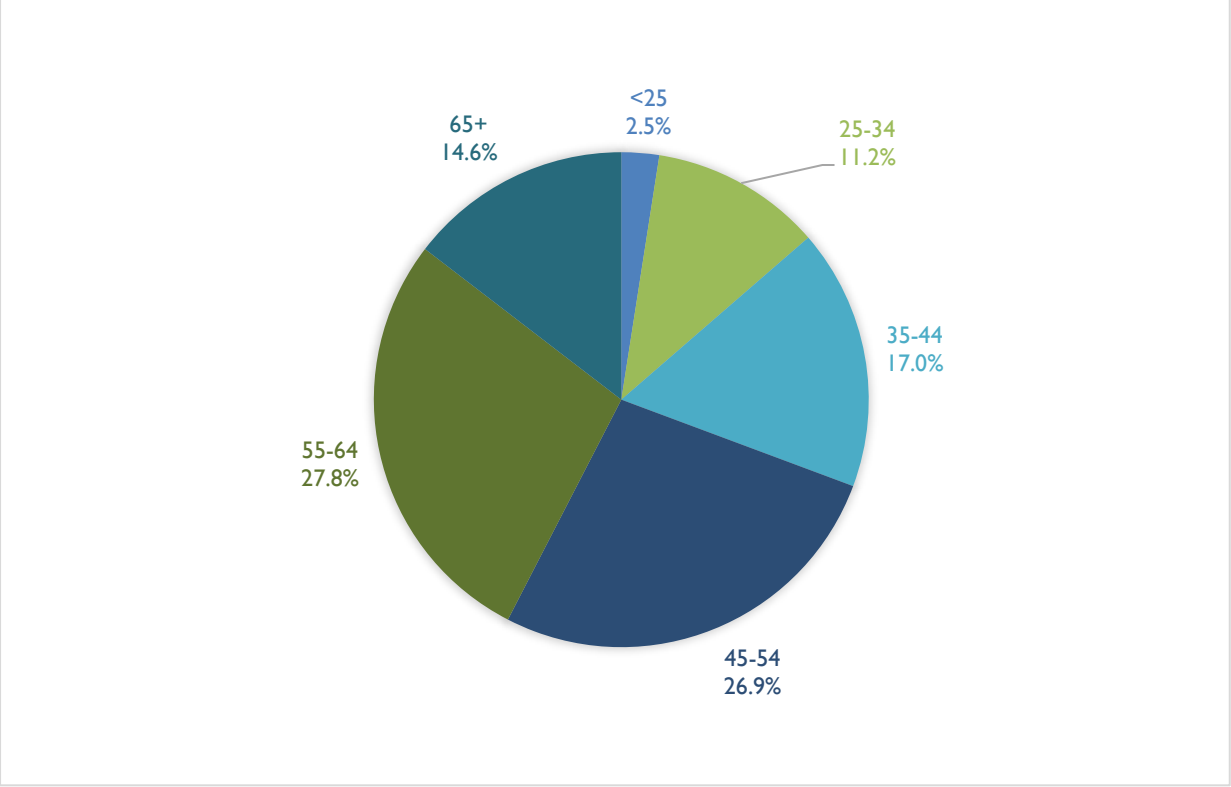


FIGURE A-6. PERCENTAGE DISTRIBUTION OF SAMPLE RESPONDENTS BY THIER GENDER

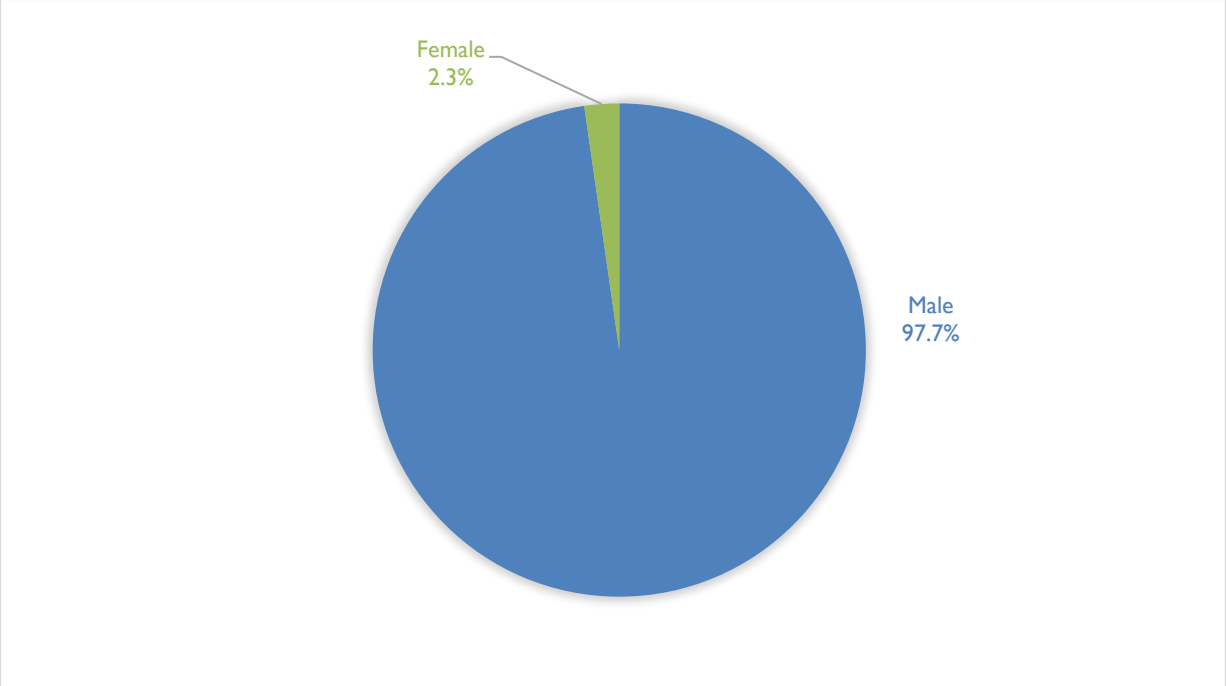


FIGURE A-7. PERCENTAGE DISTRIBUTION OF SAMPLE RESPONDENTS DISAGGREGATED IF THEY ARE HEAD OF HOUSEHOLD OR NOT

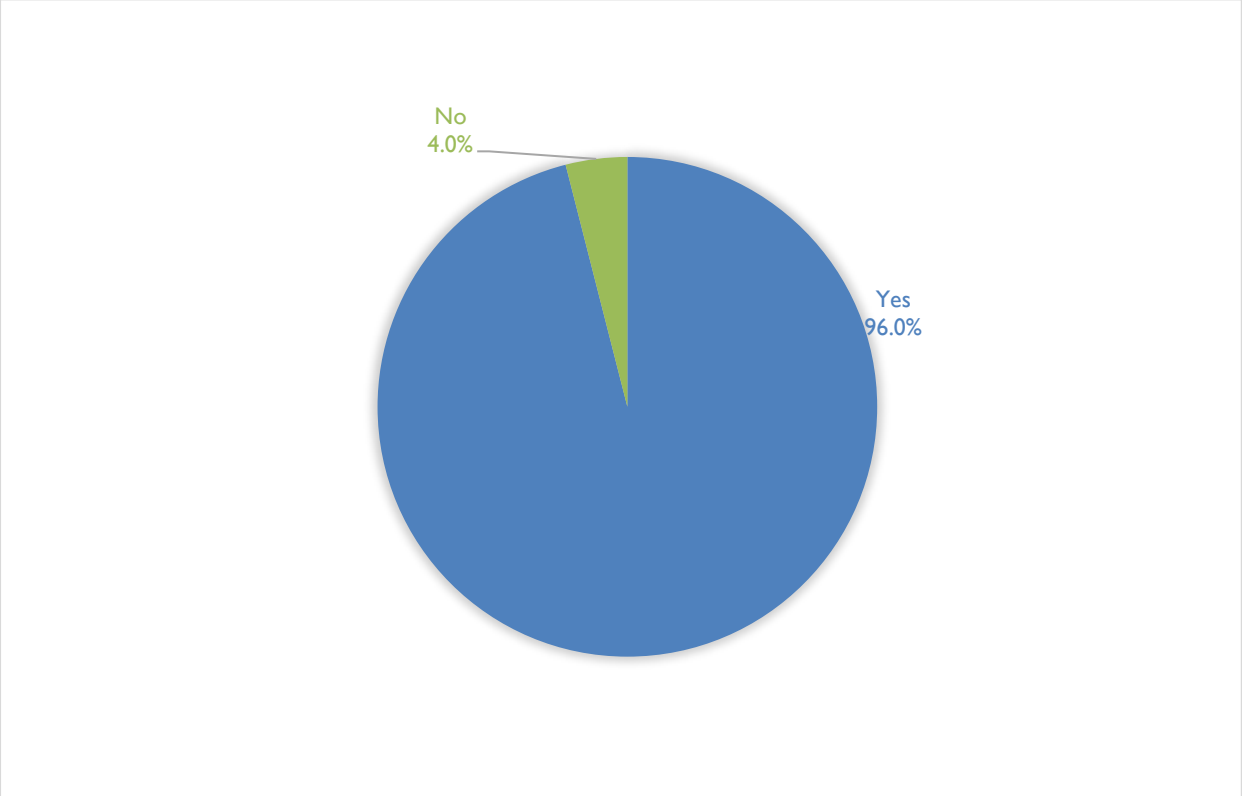


FIGURE A-8. PERCENTAGE DISTRIBUTION OF SAMPLE RESPONDENTS BY THIER EDUCATIONAL LEVEL

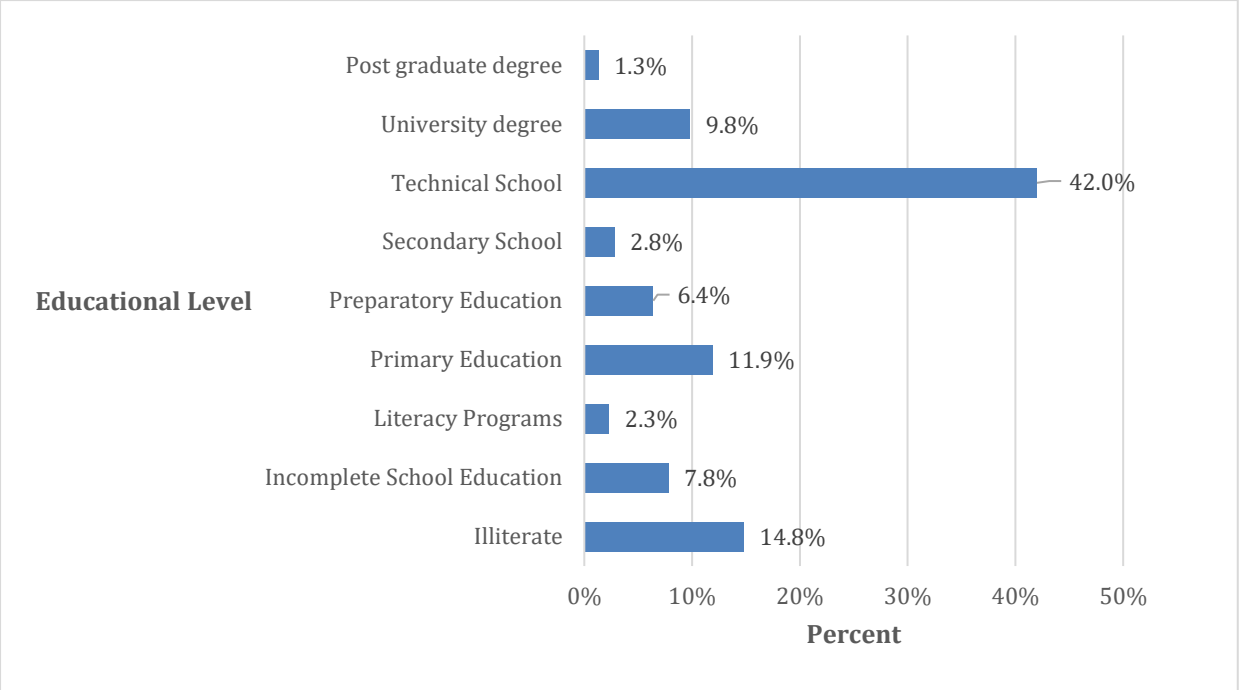


TABLE A-3. DISTRIBUTION OF FARMERS DISAGGREGATED BY TYPE OF ASSOCIATION, CATEGORY OF ASSOCIATION, YEAR JOINED THE FAS PROJECT, GENDER, AGE, EDUCATIONAL LEVEL AND WHETHER THEY ARE HEAD OF HOUSEHOLD OR NOT ACCORDING TO EACH GOVERNORATE

CHARACTERISTICS		BENI SUEF		MINIA		ASSIUT		SOHAG		QENA		LUXOR		ASWAN	
		N	%	N	%	N	%	N	%	N	%	N	%	N	%
TYPE OF ASSOCIATION	1. Farmer's Association	0	0.0%	62	91.2%	34	100.0%	36	37.9%	21	37.5%	57	100.0%	0	0.0%
	2. Agricultural Co-op	56	100.0%	6	8.8%	0	0.0%	59	62.1%	35	62.5%	0	0.0%	162	100.0%
CATEGORY OF ASSOCIATION	1. CB Association	37	66.1%	62	91.2%	34	100.0%	95	100.0%	56	100.0%	57	100.0%	68	42.0%
	2. Non-CB Association	19	33.9%	6	8.8%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	94	58.0%
YEAR JOINED THE FAS PROJECT	Don't Know	0	0.0%	0	0.0%	1	3.0%	0	0.0%	0	0.0%	0	0.0%	1	0.6%
	2015	10	17.9%	2	2.9%	2	6.1%	16	16.8%	7	12.7%	6	10.7%	4	2.5%
	2016	5	8.9%	8	11.8%	3	9.1%	12	12.6%	14	25.5%	1	1.8%	14	8.8%
	2017	27	48.2%	11	16.2%	2	6.1%	19	20.0%	0	0.0%	9	16.1%	45	28.1%
	2018	7	12.5%	37	54.4%	12	36.4%	32	33.7%	6	10.9%	10	17.9%	46	28.8%
	2019	7	12.5%	10	14.7%	9	27.3%	14	14.7%	27	49.1%	30	53.6%	48	30.0%
	2020	0	0.0%	0	0.0%	4	12.1%	2	2.1%	1	1.8%	0	0.0%	2	1.3%
AGE	<25	1	1.8%	1	1.5%	3	8.8%	1	1.1%	1	1.8%	2	3.5%	4	2.5%
	25-34	16	28.6%	8	11.8%	3	8.8%	7	7.4%	6	10.7%	8	14.0%	11	6.8%
	35-44	16	28.6%	19	27.9%	7	20.6%	11	11.6%	11	19.6%	10	17.5%	16	9.9%
	45-54	10	17.9%	18	26.5%	8	23.5%	30	31.6%	10	17.9%	22	38.6%	44	27.2%
	55-64	9	16.1%	12	17.6%	10	29.4%	29	30.5%	23	41.1%	9	15.8%	55	34.0%
	65+	4	7.1%	10	14.7%	3	8.8%	17	17.9%	5	8.9%	6	10.5%	32	19.8%

CHARACTERISTICS		BENI SUEF		MINIA		ASSIUT		SOHAG		QENA		LUXOR		ASWAN	
		N	%	N	%	N	%	N	%	N	%	N	%	N	%
	Mean	43.9		49.0		47.5		53.4		51.1		47.1		54.3	
GENDER	Male	56	100.0%	67	98.5%	33	97.1%	93	97.9%	48	85.7%	57	100.0%	162	100.0%
	Female	0	0.0%	1	1.5%	1	2.9%	2	2.1%	8	14.3%	0	0.0%	0	0.0%
HEAD OF HOUSEHOLD	Yes	55	98.2%	64	94.1%	31	91.2%	95	100.0%	48	85.7%	52	91.2%	162	100.0%
	No	1	1.8%	4	5.9%	3	8.8%	0	0.0%	8	14.3%	5	8.8%	0	0.0%
EDUCATIONAL LEVEL	1. Illiterate	10	17.9%	5	7.4%	1	2.9%	34	35.8%	5	8.9%	10	17.5%	13	8.0%
	2. Incomplete School Education	9	16.1%	6	8.8%	3	8.8%	0	0.0%	4	7.1%	4	7.0%	15	9.3%
	3. Literacy Programs	2	3.6%	4	5.9%	1	2.9%	1	1.1%	2	3.6%	0	0.0%	2	1.2%
	4. Primary Education	6	10.7%	7	10.3%	3	8.8%	18	18.9%	9	16.1%	3	5.3%	17	10.5%
	5. Preparatory Education	5	8.9%	3	4.4%	3	8.8%	3	3.2%	2	3.6%	5	8.8%	13	8.0%
	6. Secondary School	1	1.8%	3	4.4%	2	5.9%	1	1.1%	1	1.8%	2	3.5%	5	3.1%
	7. Technical School	23	41.1%	29	42.6%	15	44.1%	33	34.7%	22	39.3%	18	31.6%	82	50.6%
	8. University degree	0	0	7	10.3%	6	17.6%	5	5.3%	9	16.1%	12	21.1%	13	8.0%
	9. Post graduate degree	0	0	2	2.9%	0	0.0%	0	0.0%	1	1.8%	3	5.3%	1	0.6%
	Other	0	0.0%	2	2.9%	0	0.0%	0	0.0%	1	1.8%	0	0.0%	1	0.6%
TOTAL		56	100.0%	68	100.0%	34	100.0%	95	100.0%	56	100.0%	57	100.0%	162	100.0%

TABLE A-4.a DISTRIBUTION OF FARMERS DISAGGREGATED BY THEIR LAND OWNERSHIP, RENTALS, AND THEIR LAND SIZES ACCORDING TO EACH GOVERNORATE

		GOVERNORATE															
		TOTAL		BENI SUEF		MINIA		ASSIUT		SOHAG		QENA		LUXOR		ASWAN	
		N	%	N	%	N	%	N	%	N	%	N	%	N	%	N	%
OWN LAND	Yes	417	79.0%	27	48.2%	43	63.2%	31	91.2%	76	80.0%	51	91.1%	47	82.5%	142	87.7%
	No	110	20.8%	29	51.8%	25	36.8%	2	5.9%	19	20.0%	5	8.9%	10	17.5%	20	12.3%
	Don't Know	1	0.2%	0	0.0%	0	0.0%	1	2.9%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
	Total	528	100.0%	56	100.0%	68	100.0%	34	100.0%	95	100.0%	56	100.0%	57	100.0%	162	100.0%
TOTAL SIZE OF OWNED LAND	<1 Feddan	112	27.1%	4	14.8%	13	30.2%	1	3.2%	29	38.2%	13	27.1%	13	27.7%	39	27.5%
	1 - 2 Feddans	108	26.1%	8	29.6%	13	30.2%	7	22.6%	16	21.1%	16	33.3%	11	23.4%	37	26.1%
	2 - 3 Feddans	67	16.2%	5	18.5%	4	9.3%	5	16.1%	10	13.2%	9	18.8%	12	25.5%	22	15.5%
	3 - 4 Feddans	30	7.2%	2	7.4%	4	9.3%	10	32.3%	3	3.9%	3	6.3%	4	8.5%	4	2.8%
	4 - 5 Feddans	13	3.1%	1	3.7%	0	0.0%	0	0.0%	2	2.6%	4	8.3%	2	4.3%	4	2.8%
	5+ Feddans	84	20.3%	7	25.9%	9	20.9%	8	25.8%	16	21.1%	3	6.3%	5	10.6%	36	25.4%
	Mean	2.7		4.0		2.5		3.5		3.5		1.9		2.2		2.4	
	Total	414	100.0%	27	100.0%	43	100.0%	31	100.0%	76	100.0%	48	100.0%	47	100.0%	142	100.0%
RENT LAND	Yes	236	45.0%	47	83.9%	43	63.2%	14	41.2%	39	41.1%	7	13.5%	28	49.1%	58	35.8%
	No	287	54.8%	9	16.1%	25	36.8%	19	55.9%	56	58.9%	45	86.5%	29	50.9%	104	64.2%
	Don't Know	1	0.2%	0	0.0%	0	0.0%	1	2.9%	0	0.0%	0	0.0%	0	0.0%	0	0.0%

		GOVERNORATE															
		TOTAL		BENI SUEF		MINIA		ASSIUT		SOHAG		QENA		LUXOR		ASWAN	
		N	%	N	%	N	%	N	%	N	%	N	%	N	%	N	%
	Total	524	100.0%	56	100.0%	68	100.0%	34	100.0%	95	100.0%	52	100.0%	57	100.0%	162	100.0%
TOTAL SIZE OF RENTED LAND	<1 Feddan	68	28.9%	7	14.9%	6	14.0%	2	14.3%	24	61.5%	2	33.3%	4	14.3%	23	39.7%
	1 - 2 Feddans	51	21.7%	6	12.8%	13	30.2%	1	7.1%	5	12.8%	2	33.3%	10	35.7%	14	24.1%
	2 - 3 Feddans	26	11.1%	6	12.8%	8	18.6%	4	28.6%	2	5.1%	0	0.0%	2	7.1%	4	6.9%
	3 - 4 Feddans	18	7.7%	4	8.5%	4	9.3%	0	0.0%	0	0.0%	1	16.7%	4	14.3%	5	8.6%
	4 - 5 Feddans	10	4.3%	4	8.5%	2	4.7%	0	0.0%	1	2.6%	1	16.7%	1	3.6%	1	1.7%
	5+ Feddans	62	26.4%	20	42.6%	10	23.3%	7	50.0%	7	17.9%	0	0.0%	7	25.0%	11	19.0%
	Mean	3.4		5.0		4.0		5.6		2.3		1.7		3.4		1.9	
	Total	235	100.0%	47	100.0%	43	100.0%	14	100.0%	39	100.0%	6	100.0%	28	100.0%	58	100.0%

TABLE A-4.b DISTRIBUTION OF FARMERS DISAGGREGATED BY THEIR LANDHOLDING, AND TOTAL LAND SIZES ACCORDING TO EACH GOVERNORATE

		GOVERNORATE															
		TOTAL		BENI SUEF		MINIA		ASSIUT		SOHAG		QENA		LUXOR		ASWAN	
		N	%	N	%	N	%	N	%	N	%	N	%	N	%	N	%
LAND HOLDING STATUS	Own only	288	55.0%	9	16.1%	25	36.8%	19	57.6%	56	58.9%	47	88.7%	28	49.1%	104	64.2%
	Rent Only	109	20.8%	29	51.8%	25	36.8%	2	6.1%	19	20.0%	4	7.5%	10	17.5%	20	12.3%
	Own and Rent	127	24.2%	18	32.1%	18	26.5%	12	36.4%	20	21.1%	2	3.8%	19	33.3%	38	23.5%
	Total	524	100.0%	56	100.0%	68	100.0%	33	100.0%	95	100.0%	53	100.0%	57	100.0%	162	100.0%
TOTAL SIZE OF LAND HOLDING	<1 Feddan	106	20.2%	0	0.0%	9	13.2%	1	3.0%	38	40.0%	15	28.3%	12	21.1%	31	19.1%
	1 - 2 Feddans	138	26.3%	7	12.5%	23	33.8%	4	12.1%	19	20.0%	18	34.0%	16	28.1%	51	31.5%
	2 - 3 Feddans	76	14.5%	14	25.0%	11	16.2%	3	9.1%	8	8.4%	9	17.0%	8	14.0%	23	14.2%
	3 - 4 Feddans	37	7.1%	5	8.9%	5	7.4%	10	30.3%	4	4.2%	3	5.7%	4	7.0%	6	3.7%
	4 - 5 Feddans	21	4.0%	5	8.9%	2	2.9%	1	3.0%	2	2.1%	4	7.5%	3	5.3%	4	2.5%
	5+ Feddans	146	27.9%	25	44.6%	18	26.5%	14	42.4%	24	25.3%	4	7.5%	14	24.6%	47	29.0%
	Mean	3.6		6.1		3.6		5.5		3.8		1.8		3.5		2.8	
	Total	524	100.0%	56	100.0%	68	100.0%	33	100.0%	95	100.0%	53	100.0%	57	100.0%	162	100.0%

TABLE A-5. DISTRIBUTION OF FARMERS DISAGGREGATED BY THEIR LANDHOLDING, AND TOTAL LAND SIZES ACCORDING TO LAND HOLDING RENT/OWN

		LAND HOLDING STATUS							
		TOTAL		OWN ONLY		RENT ONLY		OWN AND RENT	
		N	%	N	%	N	%	N	%
TOTAL SIZE OF LAND HOLDING	<1 Feddan	106	100.0%	68	64.2%	26	24.5%	12	11.3%
	1 - 2 Feddans	138	100.0%	81	58.7%	25	18.1%	32	23.2%
	2 - 3 Feddans	76	100.0%	50	65.8%	12	15.8%	14	18.4%
	3 - 4 Feddans	37	100.0%	17	45.9%	9	24.3%	11	29.7%
	4 - 5 Feddans	21	100.0%	10	47.6%	5	23.8%	6	28.6%
	5+ Feddans	146	100.0%	62	42.5%	32	21.9%	52	35.6%
	Total	524	100.0%	288	55.0%	109	20.8%	127	24.2%

FIGURE A-9. PERCENTAGE DISTRIBUTION OF SAMPLE RESPONDENTS BY OWNED AND RENTED LAND BY LAND HOLDING SIZES

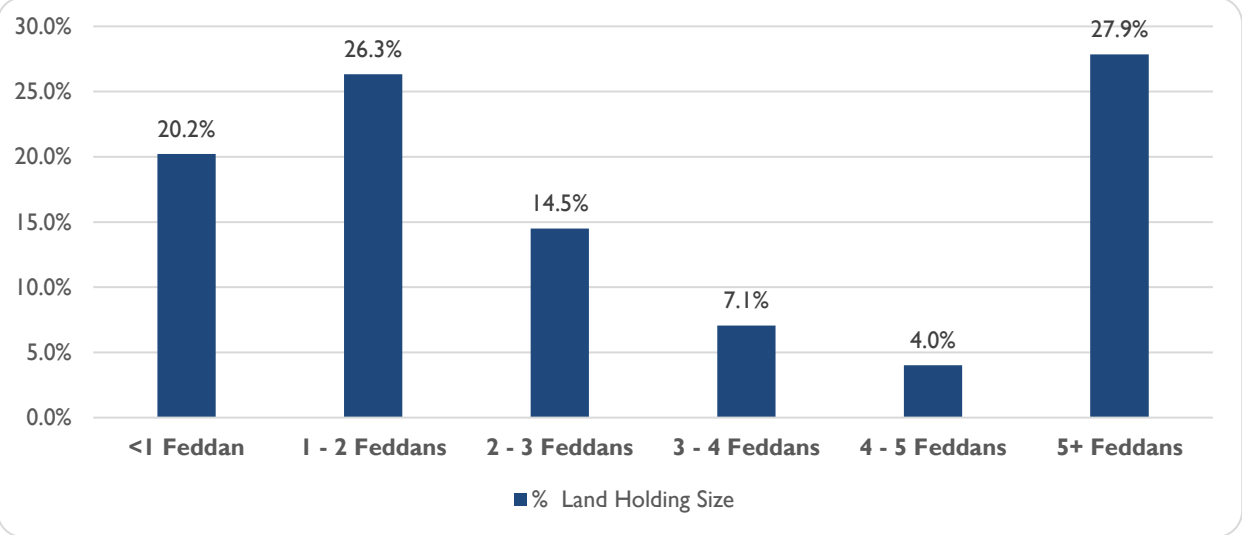


FIGURE A-10. PERCENTAGE DISTRIBUTION OF SAMPLE RESPONDENTS BY OWNED AND RENTED LAND BY LAND HOLDING SIZES

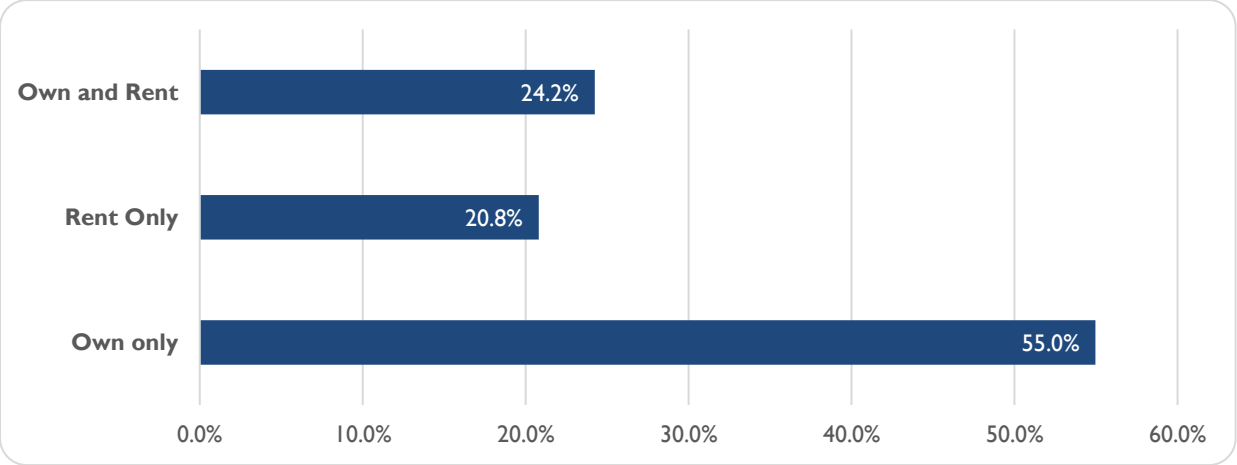


TABLE A-6. DISTRIBUTION OF FARMERS DISAGGREGATED BY PERSPECTIVE ON SUSTAINABILITY OF SERVICES AND MEAN RATE OF SATISFACTION

SERVICES RECEIVED FROM PROJECT/ASSOCIATION	N	%	MEAN RATE	BELIEVING SERVICES WILL CONTINUE POST-PROJECT		
				N	%	% FROM TOTAL SAMPLE
1. Inputs – Nutrients	39	7.4%	8.0	20	51.3%	3.8%
2. Inputs – Seeds/Seedlings	31	5.9%	8.1	22	71.0%	4.2%
3. Inputs – Fertilizers	135	25.6%	7.6	102	75.6%	19.3%
4. Inputs – Pesticides	86	16.3%	7.8	58	67.4%	11.0%
5. Technical assistance/extension visits – on farm	391	74.1%	8.2	213	54.5%	40.3%
6. Technical assistance – ICT	57	10.8%	8.4	22	38.6%	4.2%
7. Training – Farming Practices	197	37.3%	8.0	96	48.7%	18.2%
8. Training – Marketing	99	18.8%	8.2	39	39.4%	7.4%
9. Production Support – Machination	32	6.1%	7.5	13	40.6%	2.5%
10. Production Support – Irrigation Techniques	66	12.5%	7.1	26	39.4%	4.9%
11. Production Support – Access to Finance	18	3.4%	7.4	6	33.3%	1.1%
12. Harvest Support	39	7.4%	8.1	18	46.2%	3.4%
13. Post-harvest support – Grading	24	4.5%	8.2	8	33.3%	1.5%
14. Post- Harvest support – sorting	33	6.3%	8.3	10	30.3%	1.9%
15. Post-Harvest support – packaging	26	4.9%	8.2	8	30.8%	1.5%
16. Tools/technology	13	2.5%	8.8	8	61.5%	1.5%
17. Transporting to market points	16	3.0%	7.9	8	50.0%	1.5%
18. Access to cold transportation	7	1.3%	7.9	2	28.6%	0.4%
19. Sales and Marketing – Direct purchase	19	3.6%	8.8	14	73.7%	2.7%
20. Sales and Marketing – Facilitating forward contracting	14	2.7%	8.2	9	64.3%	1.7%
21. Support for Certification	7	1.3%	7.9	1	14.3%	0.2%
22. Did not receive services	43	8.1%				6.1%
Received Any of the above Services	483	91.5%				
Total	528					

TABLE A-7. DISTRIBUTION OF BENI SUEF FARMERS DISAGGREGATED BY PERSPECTIVE ON SUSTAINABILITY OF SERVICES AND MEAN RATE OF SATISFACTION

SERVICES	N	%	MEAN RATE	BELIEVING SERVICES WILL CONTINUE POST-PROJECT	
				N	%
1. Inputs – Nutrients	3	5.4%	8.7	3	100.0%
2. Inputs – Seeds/Seedlings	0	0.0%		0	
3. Inputs – Fertilizers	19	33.9%	8.9	13	68.4%
4. Inputs – Pesticides	3	5.4%	9.0	1	33.3%
5. Technical assistance/extension visits – on farm	44	78.6%	8.6	28	63.6%
6. Technical assistance – ICT	1	1.8%	10.0	1	100.0%
7. Training – Farming Practices	16	28.6%	9.0	12	75.0%
8. Training – Marketing	3	5.4%	8.0	2	66.7%
9. Production Support – Machination	0	0.0%		0	
10. Production Support – Irrigation Techniques	3	5.4%	7.0	2	66.7%
11. Production Support – Access to Finance	0	0.0%		0	
12. Harvest Support	2	3.6%	9.0	2	100.0%
13. Post-harvest support – Grading	0	0.0%		0	
14. Post- Harvest support – sorting	1	1.8%	6.0	0	0.0%
15. Post-Harvest support – packaging	0	0.0%		0	
16. Tools/technology	0	0.0%		0	
17. Transporting to market points	0	0.0%		0	
18. Access to cold transportation	0	0.0%		0	
19. Sales and Marketing – Direct purchase	1	1.8%	8.0	0	0.0%
20. Sales and Marketing – Facilitating forward contracting	0	0.0%		0	
21. Support for Certification	0	0.0%		0	
22. Did not receive services	3	5.4%			
Received Any of the above Services	53	94.6%			
Total	56				

TABLE A-8. DISTRIBUTION OF MINIA FARMERS DISAGGREGATED BY PERSPECTIVE ON SUSTAINABILITY OF SERVICES AND MEAN RATE OF SATISFACTION

SERVICES RECEIVED FROM PROJECT/ASSOCIATION	N	%	MEAN RATE	BELIEVING SERVICES WILL CONTINUE POST-PROJECT	
				N	%
1. Inputs – Nutrients	4	5.9%	5.3	1	25.0%
2. Inputs – Seeds/Seedlings	8	11.8%	7.5	5	62.5%
3. Inputs – Fertilizers	13	19.1%	6.7	8	61.5%
4. Inputs – Pesticides	6	8.8%	8.3	5	83.3%
5. Technical assistance/extension visits – on farm	53	77.9%	7.9	37	69.8%
6. Technical assistance – ICT	3	4.4%	7.0	1	33.3%
7. Training – Farming Practices	30	44.1%	7.9	14	46.7%
8. Training – Marketing	27	39.7%	7.4	9	33.3%
9. Production Support – Machination	15	22.1%	7.1	4	26.7%
10. Production Support – Irrigation Techniques	21	30.9%	7.4	7	33.3%
11. Production Support – Access to Finance	9	13.2%	6.6	3	33.3%
12. Harvest Support	12	17.6%	7.5	5	41.7%
13. Post-harvest support – Grading	3	4.4%	5.7	1	33.3%
14. Post- Harvest support – sorting	0	0.0%		0	
15. Post-Harvest support – packaging	1	1.5%	5.0	0	0.0%
16. Tools/technology	0	0.0%		0	
17. Transporting to market points	0	0.0%		0	
18. Access to cold transportation	0	0.0%		0	
19. Sales and Marketing – Direct purchase	1	1.5%		0	0.0%
20. Sales and Marketing – Facilitating forward contracting	1	1.5%	10.0	1	100.0%
21. Support for Certification	1	1.5%	7.0	0	0.0%
22. Did not receive services	4	5.9%			
Received Any of the above Services	64	94.1%			
Total	68				

TABLE A-9. DISTRIBUTION OF ASSUIT FARMERS DISAGGREGATED BY PERSPECTIVE ON SUSTAINABILITY OF SERVICES AND MEAN RATE OF SATISFACTION

SERVICES RECEIVED FROM PROJECT/ASSOCIATION	N	%	MEAN RATE	BELIEVING SERVICES WILL CONTINUE POST-PROJECT	
				N	%
1. Inputs – Nutrients	2	5.9%	7.5	1	50.0%
2. Inputs – Seeds/Seedlings	1	2.9%	10.0	1	100.0%
3. Inputs – Fertilizers	2	5.9%	8.0	2	100.0%
4. Inputs – Pesticides	4	11.8%	6.8	2	50.0%
5. Technical assistance/extension visits – on farm	17	50.0%	7.5	7	41.2%
6. Technical assistance – ICT	3	8.8%	7.3	0	0.0%
7. Training – Farming Practices	11	32.4%	8.5	7	63.6%
8. Training – Marketing	5	14.7%	7.6	2	40.0%
9. Production Support – Machination	1	2.9%	7.0	1	100.0%
10. Production Support – Irrigation Techniques	1	2.9%	8.0	1	100.0%
11. Production Support – Access to Finance	0	0.0%		0	
12. Harvest Support	4	11.8%	7.3	1	25.0%
13. Post-harvest support – Grading	3	8.8%	7.3	0	0.0%
14. Post- Harvest support – sorting	5	14.7%	7.2	2	40.0%
15. Post-Harvest support – packaging	4	11.8%	7.0	0	0.0%
16. Tools/technology	0	0.0%		0	
17. Transporting to market points	2	5.9%	6.5	1	50.0%
18. Access to cold transportation	1	2.9%	8.0	0	0.0%
19. Sales and Marketing – Direct purchase	2	5.9%	8.0	1	50.0%
20. Sales and Marketing – Facilitating forward contracting	3	8.8%	7.7	2	66.7%
21. Support for Certification	2	5.9%	8.0	0	0.0%
22. Did not receive services	10	29.4%			
Received Any of the above Services	23	67.6%			
Total	34				

TABLE A-10. DISTRIBUTION OF SOHAG FARMERS DISAGGREGATED BY PERSPECTIVE ON SUSTAINABILITY OF SERVICES AND MEAN RATE OF SATISFACTION

SERVICES RECEIVED FROM PROJECT/ASSOCIATION	N	%	MEAN RATE	BELIEVING SERVICES WILL CONTINUE POST-PROJECT	
				N	%
1. Inputs – Nutrients	10	10.5%	8.3	1	10.0%
2. Inputs – Seeds/Seedlings	3	3.2%	9.0	1	33.3%
3. Inputs – Fertilizers	7	7.4%	9.6	1	14.3%
4. Inputs – Pesticides	14	14.7%	8.9	2	14.3%
5. Technical assistance/extension visits – on farm	82	86.3%	8.7	5	6.1%
6. Technical assistance – ICT	14	14.7%	8.2	0	0.0%
7. Training – Farming Practices	17	17.9%	9.1	1	5.9%
8. Training – Marketing	13	13.7%	8.8	0	0.0%
9. Production Support – Machination	2	2.1%	9.0	0	0.0%
10. Production Support – Irrigation Techniques	6	6.3%	9.2	0	0.0%
11. Production Support – Access to Finance	1	1.1%	10.0	0	0.0%
12. Harvest Support	1	1.1%	10.0	0	0.0%
13. Post-harvest support – Grading	3	3.2%	10.0	0	0.0%
14. Post- Harvest support – sorting	6	6.3%	8.8	1	16.7%
15. Post-Harvest support – packaging	1	1.1%	10.0	0	0.0%
16. Tools/technology	1	1.1%	10.0	0	0.0%
17. Transporting to market points	2	2.1%	9.0	0	0.0%
18. Access to cold transportation	0	0.0%	10.0	0	
19. Sales and Marketing – Direct purchase	0	0.0%		0	
20. Sales and Marketing – Facilitating forward contracting	0	0.0%		0	
21. Support for Certification	0	0.0%		0	
22. Did not receive services	3	3.2%			
Received Any of the above Services	92	96.8%			
Total	95				

TABLE A-11. DISTRIBUTION OF QENA FARMERS DISAGGREGATED BY PERSPECTIVE ON SUSTAINABILITY OF SERVICES AND MEAN RATE OF SATISFACTION

SERVICES RECEIVED FROM PROJECT/ASSOCIATION	N	%	MEAN RATE	BELIEVING SERVICES WILL CONTINUE POST-PROJECT	
				N	%
1. Inputs – Nutrients	6	10.7%	8.8	3	50.0%
2. Inputs – Seeds/Seedlings	6	10.7%	8.2	4	66.7%
3. Inputs – Fertilizers	41	73.2%	6.7	35	85.4%
4. Inputs – Pesticides	24	42.9%	7.4	17	70.8%
5. Technical assistance/extension visits – on farm	28	50.0%	8.5	21	75.0%
6. Technical assistance – ICT	12	21.4%	9.3	7	58.3%
7. Training – Farming Practices	13	23.2%	8.9	10	76.9%
8. Training – Marketing	15	26.8%	8.7	8	53.3%
9. Production Support – Machination	5	8.9%	6.8	2	40.0%
10. Production Support – Irrigation Techniques	8	14.3%	7.9	4	50.0%
11. Production Support – Access to Finance	6	10.7%	8.3	2	33.3%
12. Harvest Support	8	14.3%	8.1	5	62.5%
13. Post-harvest support – Grading	9	16.1%	9.0	6	66.7%
14. Post- Harvest support – sorting	9	16.1%	8.7	4	44.4%
15. Post-Harvest support – packaging	11	19.6%	9.3	4	36.4%
16. Tools/technology	7	12.5%	9.4	6	85.7%
17. Transporting to market points	6	10.7%	8.7	3	50.0%
18. Access to cold transportation	2	3.6%	7.0	0	0.0%
19. Sales and Marketing – Direct purchase	9	16.1%	9.4	8	88.9%
20. Sales and Marketing – Facilitating forward contracting	7	12.5%	9.0	6	85.7%
21. Support for Certification	3	5.4%	9.0	1	33.3%
22. Did not receive services	0	0.0%			
Received Any of the above Services	56	100.0%			
Total	56				

TABLE A-12. DISTRIBUTION OF LUXOR FARMERS DISAGGREGATED BY PERSPECTIVE ON SUSTAINABILITY OF SERVICES AND MEAN RATE OF SATISFACTION

SERVICES RECEIVED FROM PROJECT/ASSOCIATION	N	%	MEAN RATE	BELIEVING SERVICES WILL CONTINUE POST-PROJECT	
				N	%
1. Inputs – Nutrients	0	0.0%		0	
2. Inputs – Seeds/Seedlings	0	0.0%		0	
3. Inputs – Fertilizers	2	3.5%	9.0	1	50.0%
4. Inputs – Pesticides	10	17.5%	8.0	8	80.0%
5. Technical assistance/extension visits – on farm	39	68.4%	8.6	13	33.3%
6. Technical assistance – ICT	3	5.3%	7.7	1	33.3%
7. Training – Farming Practices	13	22.8%	8.6	1	7.7%
8. Training – Marketing	7	12.3%	8.9	1	14.3%
9. Production Support – Machination	2	3.5%	9.0	0	0.0%
10. Production Support – Irrigation Techniques	2	3.5%	6.5	0	0.0%
11. Production Support – Access to Finance	0	0.0%		0	
12. Harvest Support	1	1.8%	8.0	0	0.0%
13. Post-harvest support – Grading	0	0.0%		0	
14. Post- Harvest support – sorting	0	0.0%		0	
15. Post-Harvest support – packaging	0	0.0%		0	
16. Tools/technology	0	0.0%		0	
17. Transporting to market points	0	0.0%		0	
18. Access to cold transportation	0	0.0%		0	
19. Sales and Marketing – Direct purchase	0	0.0%		0	
20. Sales and Marketing – Facilitating forward contracting	0	0.0%		0	
21. Support for Certification	0	0.0%		0	
22. Did not receive services	11	19.3%			
Received Any of the above Services	46	80.7%			
Total	57				

TABLE A-13. DISTRIBUTION OF ASWAN FARMERS DISAGGREGATED BY PERSPECTIVE ON SUSTAINABILITY OF SERVICES AND MEAN RATE OF SATISFACTION

SERVICES RECEIVED FROM PROJECT/ASSOCIATION	N	%	MEAN RATE	BELIEVING SERVICES WILL CONTINUE POST-PROJECT	
				N	%
1. Inputs – Nutrients	14	8.6%	8.1	11	78.6%
2. Inputs – Seeds/Seedlings	13	8.0%	8.1	11	84.6%
3. Inputs – Fertilizers	51	31.5%	7.6	42	82.4%
4. Inputs – Pesticides	25	15.4%	7.4	23	92.0%
5. Technical assistance/extension visits – on farm	128	79.0%	7.7	102	79.7%
6. Technical assistance – ICT	21	13.0%	8.5	12	57.1%
7. Training – Farming Practices	97	59.9%	7.5	51	52.6%
8. Training – Marketing	29	17.9%	8.2	17	58.6%
9. Production Support – Machination	7	4.3%	8.0	6	85.7%
10. Production Support – Irrigation Techniques	25	15.4%	6.2	12	48.0%
11. Production Support – Access to Finance	2	1.2%	7.5	1	50.0%
12. Harvest Support	11	6.8%	8.7	5	45.5%
13. Post-harvest support – Grading	6	3.7%	7.7	1	16.7%
14. Post- Harvest support – sorting	12	7.4%	8.3	3	25.0%
15. Post-Harvest support – packaging	9	5.6%	7.6	4	44.4%
16. Tools/technology	5	3.1%	7.8	2	40.0%
17. Transporting to market points	6	3.7%	7.3	4	66.7%
18. Access to cold transportation	4	2.5%	7.8	2	50.0%
19. Sales and Marketing – Direct purchase	6	3.7%	8.2	5	83.3%
20. Sales and Marketing – Facilitating forward contracting	3	1.9%	6.7	0	0.0%
21. Support for Certification	1	0.6%	4.0	0	0.0%
22. Did not receive services	12	7.4%			
Received Any of the above Services	149	92.0%			
Total	162				

TABLE A-14. DISTRIBUTION OF FARMERS DISAGGREGATED BY THEIR OPINION ON IMPROVED ASSOCIATION PERFORMANCE OVER THE PREVIOUS THREE YEARS AND PERCEIVED FACTORS OF IMPROVEMENT ACCORDING TO TYPE OF ASSOCIATION THEY BELONG

		TOTAL		TYPE OF ASSOCIATION			
				CB		NONCB	
		N	%	N	%	N	%
PERFORMANCE LEVEL OF THE ASSOCIATION HAS CHANGED OVER THE PAST THREE YEARS	YES	398	75.4%	329	80.4%	69	58.0%
	NO	110	20.8%	60	14.7%	50	42.0%
	DON'T KNOW	20	3.8%	20	4.9%	0	0.0%
	TOTAL	528	100.0%	409	100.0%	119	100.0%
Factors of Improvement							
1. Responsiveness to Needs		200	50.3%	184	55.9%	16	23.2%
2. Availability of support		219	55.0%	174	52.9%	45	65.2%
3. Quality of services		153	38.4%	132	40.1%	21	30.4%
4. Establishing linkages between buyers and suppliers		44	11.1%	40	12.2%	4	5.8%
5. Facilitating marketing processes		55	13.8%	54	16.4%	1	1.4%

TABLE A-15. DISTRIBUTION OF FARMERS DISAGGREGATED BY THEIR OPINION ON IMPROVED ASSOCIATION PERFORMANCE OVER THE PREVIOUS THREE YEARS AND PERCEIVED FACTORS OF IMPROVEMENT ACCORDING TO LAND HOLDING OWN/RENT

		LAND HOLDING STATUS							
		TOTAL		OWN ONLY		RENT ONLY		OWN AND RENT	
		N	%	N	%	N	%	N	%
Performance Level of the Association has Changed Over the Past Three years	Yes	396	75.6%	223	77.4%	74	67.9%	99	77.9%
	No	109	20.8%	52	18.1%	32	29.4%	25	19.7%
	Don't Know	19	3.6%	13	4.5%	3	2.7%	3	2.4%
	Total	524	100.0%	288	100.0%	109	100.0%	127	100.0%

FIGURE A-11. DISTRIBUTION OF FARMERS DISAGGREGATED BY THEIR OPINION ON IMPROVED ASSOCIATION PERFORMANCE OVER THE PREVIOUS THREE YEARS AND PERCEIVED FACTORS OF IMPROVEMENT ACCORDING TO LAND HOLDING OWN/RENT

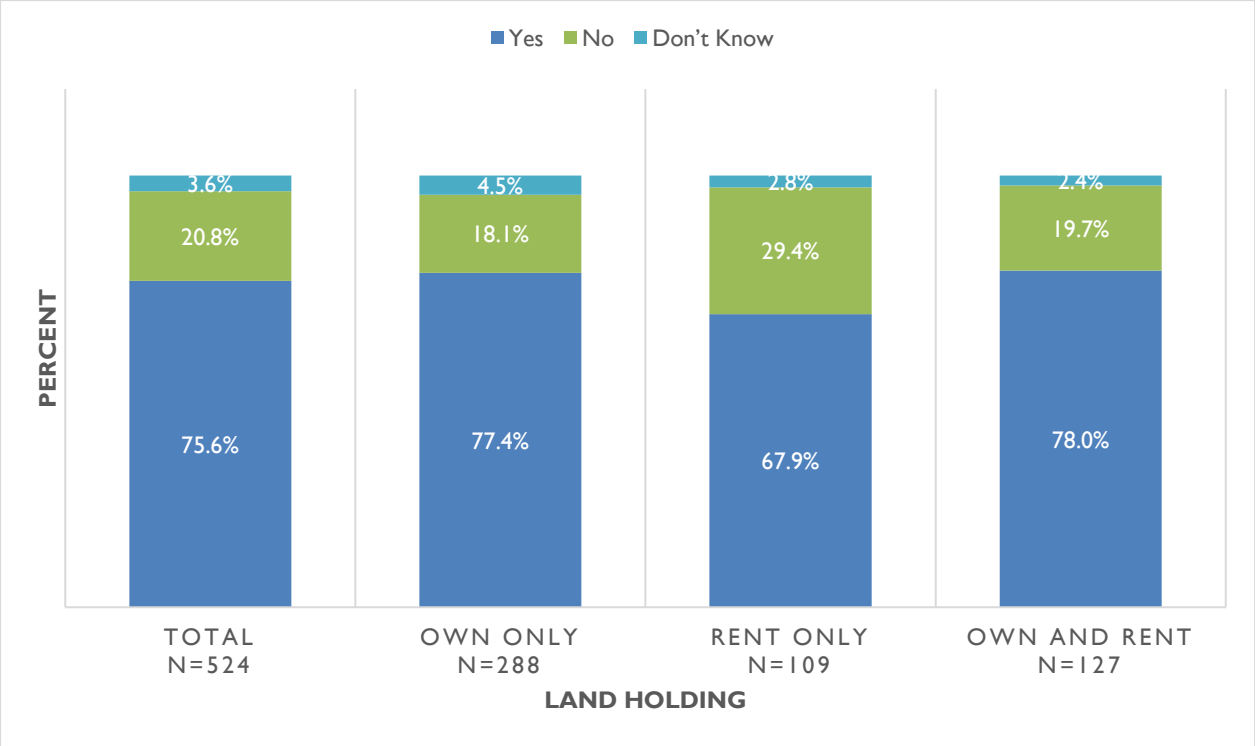


TABLE A-16. DISTRIBUTION OF FARMERS DISAGGREGATED BY THEIR OPINION ON IMPROVED ASSOCIATION PERFORMANCE OVER THE PREVIOUS THREE YEARS AND PERCEIVED FACTORS OF IMPROVEMENT ACCORDING TO GOVERNORATES

		GOVERNORATE													
		BENI SUEF		MINIA		ASSIUT		SOHAG		QENA		LUXOR		ASWAN	
		N	%	N	%	N	%	N	%	N	%	N	%	N	%
Performance Level of the Association has Changed Over the Past Three years	Yes	33	58.9%	48	70.6%	25	73.5%	78	82.1%	48	85.7%	45	78.9%	121	74.7%
	No	23	41.1%	20	29.4%	5	14.7%	12	12.6%	8	14.3%	1	1.8%	41	25.3%
	Don't Know	0	0.0%	0	0.0%	4	11.8%	5	5.3%	0	0.0%	11	19.3%	0	0.0%
	Total	56	100.0%	68	100.0%	34	100.0%	95	100.0%	56	100.0%	57	100.0%	162	100.0%
Factors of Improvement															
1. Responsiveness to Needs		5	15.2%	31	64.6%	16	64.0%	48	61.5%	28	58.3%	16	35.6%	56	46.3%
2. Availability of support		24	72.7%	10	20.8%	15	60.0%	44	56.4%	31	64.6%	15	33.3%	80	66.1%
3. Quality of services		7	21.2%	25	52.1%	9	36.0%	22	28.2%	15	31.3%	19	42.2%	56	46.3%
4. Establishing linkages between buyers and suppliers		0	0.0%	5	10.4%	3	12.0%	11	14.1%	8	16.7%	1	2.2%	16	13.2%
5. Facilitating marketing processes		1	3.0%	8	16.7%	3	12.0%	13	16.7%	6	12.5%	5	11.1%	19	15.7%

TABLE A-17. MEAN RATES OF ASSOCIATIONS' OVERALL PERFORMANCE IN SERVICE PROVISION FROM THE FARMERS' PERSPECTIVE

	GOVERNORATE							
	TOTAL	BENI SUEF	MINIA	ASSIUT	SOHAG	QENA	LUXOR	ASWAN
Mean Rate the association's overall performance in service provision	7.5	6.0	7.7	6.9	7.9	7.7	8.4	7.6

FIGURE A-12. MEAN RATES OF ASSOCIATIONS' OVERALL PERFORMANCE IN SERVICE PROVISION FROM THE FARMERS' PERSPECTIVE

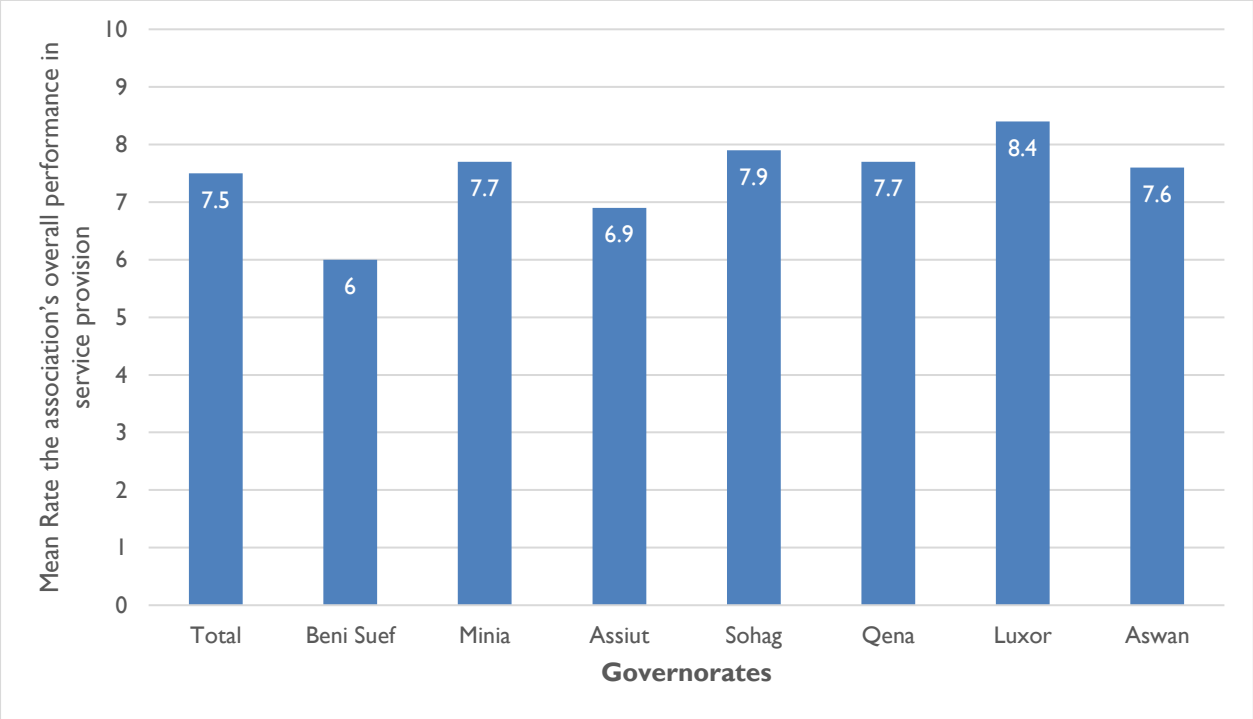


TABLE A-18. COUNT DISTRIBUTION OF FARMERS DISAGGREGATED BY HOW THE SERVICES RECEIVED FROM FAS HAVE BENEFITED FARMERS.

FAS BENEFITS	YES	FAS SERVICES										
		INPUTS	TRAINING	TECHNICAL ASSISTANCE	PRODUCTION AND MACHINATION SUPPORT	HARVEST SUPPORT	POST-HARVEST SUPPORT	TOOLS AND	CERTIFICATION SUPPORT	MARKETING SUPPORT	SALES AND MARKETING	CONTRACTS
1. Increased yield	394	93	181	277	3	7	10	3	3	0	0	0
2. Improved quality of production	385	103	143	286	8	4	9	4	2	0	0	0
3. Reduced use of chemicals and pesticides	226	36	92	171	4	7	5	4	2	0	0	0

FAS BENEFITS	YES	FAS SERVICES										
		INPUTS	TRAINING	TECHNICAL ASSISTANCE	PRODUCTION AND MACHINATION SUPPORT	HARVEST SUPPORT	POST-HARVEST SUPPORT	TOOLS AND	CERTIFICATION SUPPORT	MARKETING SUPPORT	SALES AND MARKETING	CONTRACTS
7. Reduced harvest loss	197	41	74	134	8	8	5	3	3	1	1	1
5. Higher quality of inputs	179	66	64	125	1	3	3	2	1	0	0	0
6. Accelerated production processes	177	54	76	124	4	6	5	5	2	0	0	0
9. Better prices for harvest	171	25	56	114	5	8	6	2	1	14	7	1
4. Reduced cost of inputs	167	31	56	124	2	6	6	3	2	1	1	1
8. Increased connection to markets	67	8	25	39	2	4	3	2	2	6	6	1
11. No benefits gained	58	0	0	0	0	0	0	0	0	0	0	0
10. Ability to export	42	17	7	22	2	3	3	3	2	4	5	0

TABLE A-19. PERCENT DISTRIBUTION OF FARMERS DISAGGREGATED BY HOW THE SERVICES RECEIVED FROM FAS HAVE BENEFITED FARMERS AND THE SERVICES CONTRIBUTED THEY GAINED.

FAS BENEFITS	YES	FAS SERVICES										
		INPUTS	TRAINING	TECHNICAL ASSISTANCE	PRODUCTION AND MACHINATION SUPPORT	HARVEST SUPPORT	POST-HARVEST SUPPORT	TOOLS AND TECHNOLOGIES	CERTIFICATION SUPPORT	MARKETING SUPPORT	SALES AND MARKETING	CONTRACTS
1. Increased yield	74.6%	23.6%	45.9%	70.3%	0.8%	1.8%	2.5%	0.8%	0.8%	0.0%	0.0%	0.0%
2. Improved quality of production	72.9%	26.8%	37.1%	74.3%	2.1%	1.0%	2.3%	1.0%	0.5%	0.0%	0.0%	0.0%
3. Reduced use of chemicals and pesticides	42.8%	15.9%	40.7%	75.7%	1.8%	3.1%	2.2%	1.8%	0.9%	0.0%	0.0%	0.0%
7. Reduced harvest loss	37.3%	20.8%	37.6%	68.0%	4.1%	4.1%	2.5%	1.5%	1.5%	0.5%	0.5%	0.5%
5. Higher quality of inputs	33.9%	36.9%	35.8%	69.8%	0.6%	1.7%	1.7%	1.1%	0.6%	0.0%	0.0%	0.0%

FAS BENEFITS	YES	FAS SERVICES										
		INPUTS	TRAINING	TECHNICAL ASSISTANCE	PRODUCTION AND MACHINATION SUPPORT	HARVEST SUPPORT	POST-HARVEST SUPPORT	TOOLS AND TECHNOLOGIES	CERTIFICATION SUPPORT	MARKETING SUPPORT	SALES AND MARKETING	CONTRACTS
6. Accelerated production processes	33.5%	30.5%	42.9%	70.1%	2.3%	3.4%	2.8%	2.8%	1.1%	0.0%	0.0%	0.0%
9. Better prices for harvest	32.4%	14.6%	32.7%	66.7%	2.9%	4.7%	3.5%	1.2%	0.6%	8.2%	4.1%	0.6%
4. Reduced cost of inputs	31.6%	18.6%	33.5%	74.3%	1.2%	3.6%	3.6%	1.8%	1.2%	0.6%	0.6%	0.6%
8. Increased connection to markets	12.7%	11.9%	37.3%	58.2%	3.0%	6.0%	4.5%	3.0%	3.0%	9.0%	9.0%	1.5%
11. No benefits gained	11.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
10. Ability to export	8.0%	40.5%	16.7%	52.4%	4.8%	7.1%	7.1%	7.1%	4.8%	9.5%	11.9%	0.0%

TABLE A-20. DISTRIBUTION OF FARMERS DISAGGREGATED BY HOW THE SERVICES RECEIVED FROM FAS HAVE BENEFITED FARMERS ACCORDING TO LAND HOLDING RENT/OWN.

	LAND HOLDING STATUS							
	TOTAL		OWN ONLY		RENT ONLY		OWN AND RENT	
	N	%	N	%	N	%	N	%
1. Increased yield	392	74.6%	216	55.1%	82	20.9%	94	24.0%
2. Improved quality of production	384	72.9%	205	53.4%	84	21.9%	95	24.7%
3. Reduced use of chemicals and pesticides	224	42.8%	127	56.7%	40	17.9%	57	25.4%
7. Reduced harvest loss	167	37.3%	90	53.9%	30	18.0%	47	28.1%
5. Higher quality of inputs	179	33.9%	91	50.8%	45	25.1%	43	24.0%
6. Accelerated production processes	177	33.5%	93	52.5%	39	22.0%	45	25.4%
9. Better prices for harvest	197	32.4%	101	51.3%	50	25.4%	46	23.4%
4. Reduced cost of inputs	67	31.6%	38	56.7%	13	19.4%	16	23.9%
8. Increased connection to markets	171	12.7%	93	54.4%	35	20.5%	43	25.1%
11. No benefits gained	42	11.0%	23	54.8%	9	21.4%	10	23.8%
10. Ability to export	57	8.0%	32	56.1%	9	15.8%	16	28.1%

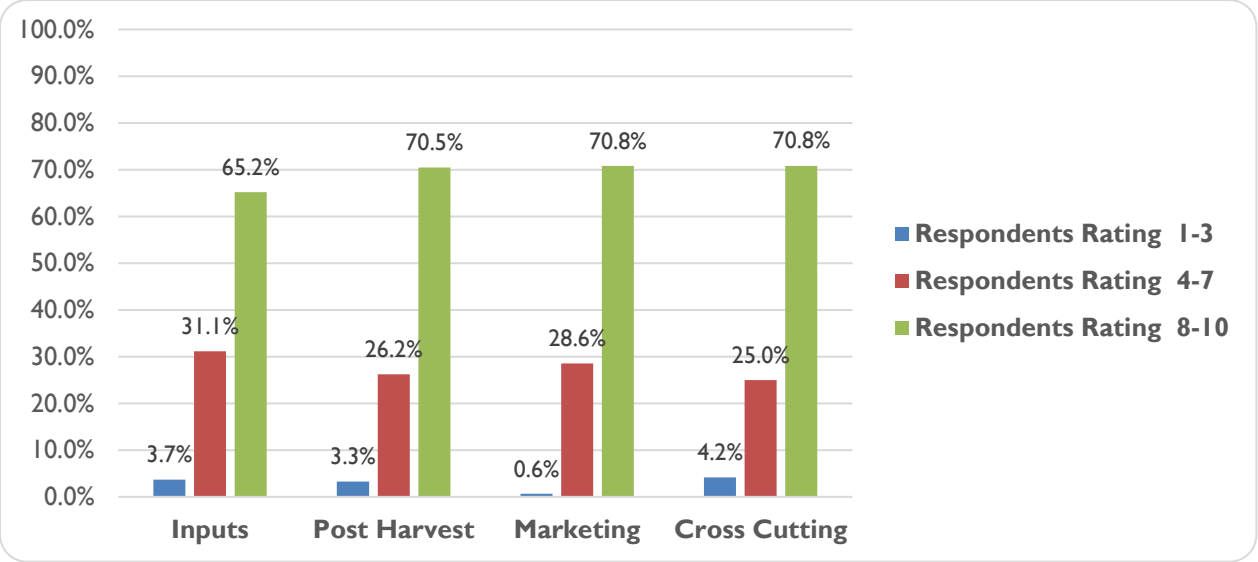
TABLE A-21. DISTRIBUTION OF FARMERS DISAGGREGATED BY TYPE OF INNOVATIVE TOOLS AND TECHNOLOGIES THEY RECEIVED FROM THE PROJECT AND THE MEAN RATE OF SATISFACTION

INNOVATIVE TOOLS AND TECHNOLOGIES	N	%	MEAN RATE
1. pH, EC meter devices	32	6.1%	8.3
2. Red palm weevil device	93	17.6%	8.5
3. Colorimetric insect sticker traps	58	11.0%	8.3
4. Land levelling	31	5.9%	8.2
5. Onion artificial curing	2	0.4%	9.0
6. Use of micro-elements to increase plant resistance to fungal infection	42	8.0%	7.7
7. Safe use of pesticides	144	27.3%	8.3
8. Improved water-use efficiency	104	19.7%	8.1
9. None	286	54.2%	3.8
Total	528	100.0%	

TABLE A-22. DISTRIBUTION OF FARMERS DISAGGREGATED BY NUMBER OF ACCESSED SERVICES AND LEVEL OF ACCESS.

LEVEL OF ACCESS	NUMBER OF SERVICES		
	NUMBER OF SERVICES	N	%
Low Access to Services	0	45	8.5%
	1	202	38.3%
	2	90	17.0%
	3	76	14.4%
	4	48	9.1%
	5	17	3.2%
	6	13	2.5%
	7	11	2.1%
	Total Low Access	502	95%
Mid Access to Services	8	10	1.9%
	9	2	0.4%
	10	1	0.2%
	11	1	0.2%
	12	2	0.4%
	13	2	0.4%
	14	1	0.2%
	Total Mid Access	19	3.7%
High Access to Services	15	1	0.2%
	16	2	0.4%
	17	1	0.2%
	18		
	19		
	20	3	0.6%
	21		
	Total High Access	7	1.3%

FIGURE A-13. PERCENTAGE DISTRIBUTION OF RESPONDENTS BY THEIR RATING CATEGORIES OF RECEIVED SERVICES BY CLUSTERED TYPE OF SERVICES (ON A SCALE OF 1 TO 10)



Note: ratings 1-3 = Low; 4-7 = Medium; 8 – 10 = High

TABLE A-23. DISTRIBUTION OF FARMERS DISAGGREGATED BY SCALE OF SATISFACTION WITH ASSOCIATION'S OVERALL PERFORMANCE IN SERVICE PROVISION BY TYPE AND CATEGORY OF ASSOCIATION BY ASSOCIATION'S OVERALL PERFORMANCE IN SERVICE PROVISION.

SCALE	TYPE OF ASSOCIATION				CATEGORY OF ASSOCIATION			
	CB		NONCB		CO-OP		FARMER ASSOCIATION	
	N	%	N	%	N	%	N	%
1-3	33	8.6%	23	20.9%	44	14.7%	12	6.2%
4-7	68	17.8%	35	31.8%	62	20.7%	41	21.1%
8-10	282	73.6%	52	47.3%	193	64.5%	141	72.7%
Total	383	100.0%	110	100.0%	299	100.0%	194	100.0%

TABLE A-24. MEAN SCALE OF SATISFACTION WITH ASSOCIATION'S OVERALL PERFORMANCE IN SERVICE PROVISION BY TYPE AND CATEGORY OF ASSOCIATION BY ASSOCIATION'S OVERALL PERFORMANCE IN SERVICE PROVISION.

	TOTAL	TYPE OF ASSOCIATION		CATEGORY OF ASSOCIATION	
		CB	NONCB	CO-OP	FARMER ASSOCIATION
Mean Scale of Satisfaction with Association's Overall Performance	7.5	7.9	6.4	7.9	7.3
		*** Significant Differences (p<.01)		*** Significant Differences (p<.01)	

FIGURE A-14. MEAN SCALE OF SATISFACTION WITH ASSOCIATION'S OVERALL PERFORMANCE IN SERVICE PROVISION BY TYPE AND CATEGORY OF ASSOCIATION BY ASSOCIATION'S OVERALL PERFORMANCE IN SERVICE PROVISION.

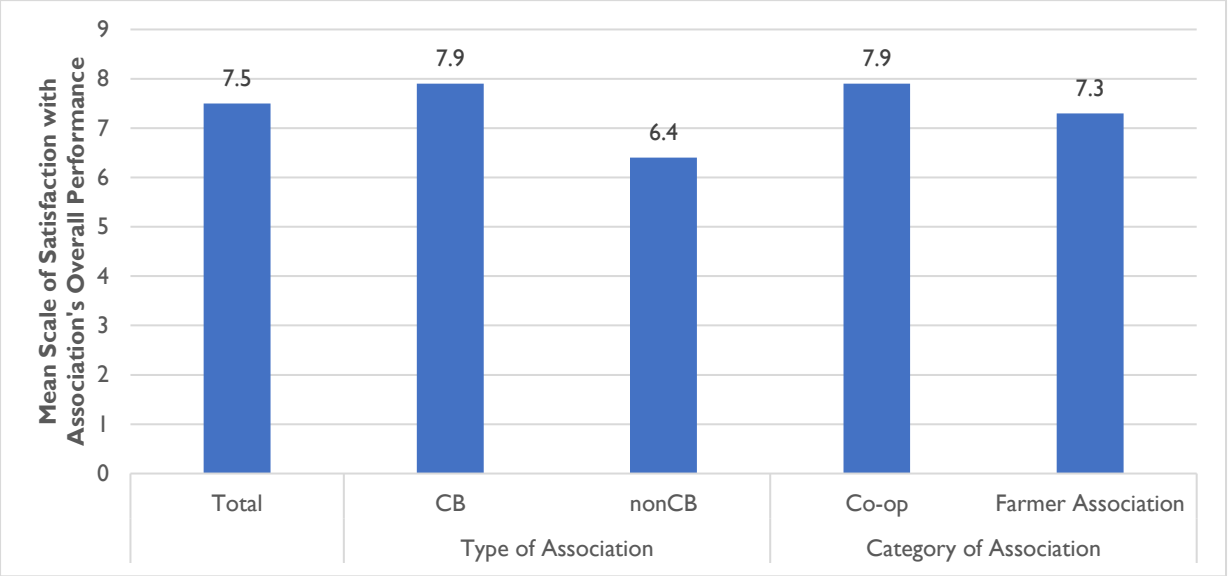
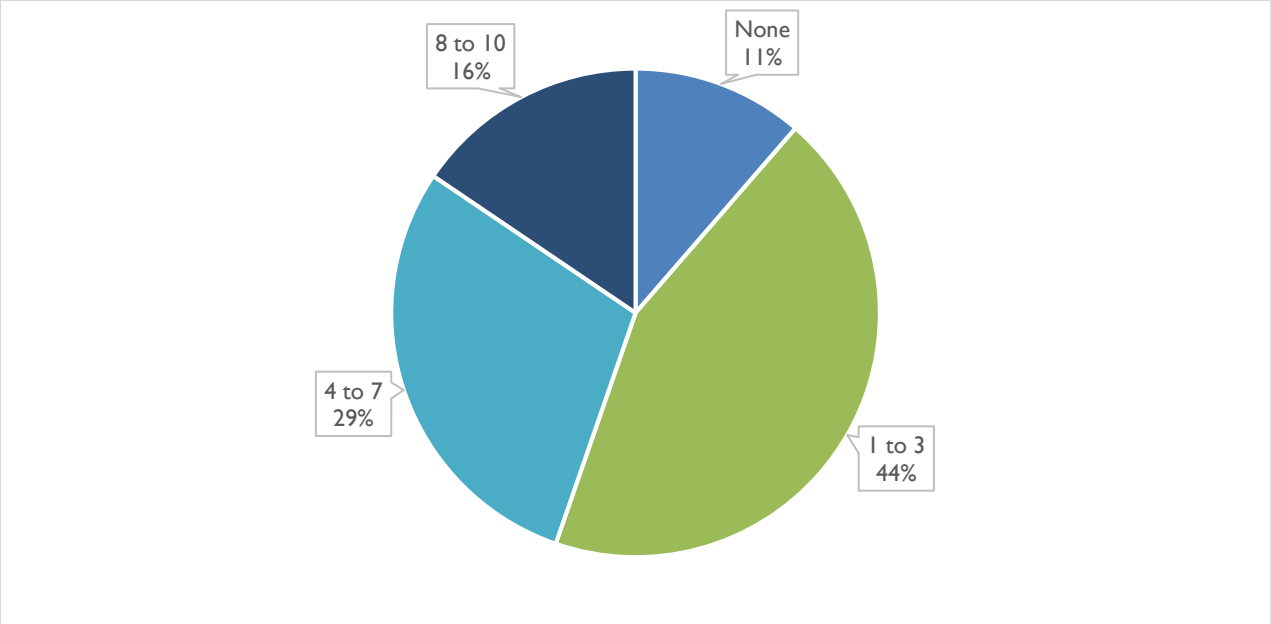


TABLE A-25. DISTRIBUTION OF FARMERS DISAGGREGATED BY BENEFITS FREQUENCY OF MENTIONS

NUMBER OF BENEFITS GAINED	N	%
NONE	**60**	**11.4%**
1-3	232	43.9%
4-7	154	29.2%
8-10	82	15.5%
Total	528	100.0%

FIGURE A-15. DISTRIBUTION OF FARMERS DISAGGREGATED BY BENEFITS FREQUENCY OF MENTIONS



PART B: CROPS INFORMATION EXTRACTED FROM FARMERS' QUESTIONNAIRE

TABLE B-1. DISTRIBUTION OF CULTIVATED CROPS DISAGGREGATED BY GOVERNORATES

CROPS	GOVERNORATE															
	TOTAL		BENI SUEF		MINIA		ASSIUT		SOHAG		QENA		LUXOR		ASWAN	
	N	%	N	%	N	%	N	%	N	%	N	%	N	%	N	%
1. Onion	83	11.4%	32	36.4%	9	11.1%	0	0.0%	19	19.4%	5	6.0%	18	21.4%	0	0.0%
2. Garlic	8	1.1%	0	0.0%	0	0.0%	0	0.0%	1	1.0%	0	0.0%	7	8.3%	0	0.0%
3. Tomatoes	56	7.7%	40	45.5%	4	4.9%	0	0.0%	2	2.0%	0	0.0%	10	11.9%	0	0.0%
4. Potatoes	3	0.4%	0	0.0%	3	3.7%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
5. Okra	6	0.8%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1	1.2%	5	6.0%	0	0.0%
6. Green Beans	88	12.1%	0	0.0%	0	0.0%	0	0.0%	76	77.6%	12	14.3%	0	0.0%	0	0.0%
7. Pomegranate	22	3.0%	0	0.0%	0	0.0%	22	64.7%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
8. Dates	161	22.1%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	16	19.0%	10	11.9%	135	51.7%
9. Grapes	24	3.3%	0	0.0%	23	28.4%	0	0.0%	0	0.0%	0	0.0%	1	1.2%	0	0.0%
10. Mangoes	197	27.0%	0	0.0%	0	0.0%	1	2.9%	0	0.0%	37	44.0%	33	39.3%	126	48.3%
11.Parsley	1	0.1%	1	1.1%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
12. Basil	26	3.6%	15	17.0%	0	0.0%	11	32.4%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
13. Fennel	14	1.9%	0	0.0%	1	1.2%	0	0.0%	0	0.0%	13	15.5%	0	0.0%	0	0.0%
14. Anise	38	5.2%	0	0.0%	38	46.9%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
18. Cumin	3	0.4%	0	0.0%	3	3.7%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total	730	100.0%	88	100.0%	81	100.0%	34	100.0%	98	100.0%	84	100.0%	84	100.0%	261	100.0%

TABLE B-2. DISTRIBUTION OF CULTIVATED CROPS DISAGGREGATED BY YEAR OF JOINING FAS

CROPS	YEAR JOINED THE FAS PROJECT													
	2015		2016		2017		2018		2019		2020		DON'T KNOW	
	N	%	N	%	N	%	N	%	N	%	N	%	N	%
1. Onion	17	20.5%	9	10.8%	18	21.7%	16	19.3%	22	26.5%	1	1.2%	0	0.0%
2. Garlic	1	12.5%	0	0.0%	0	0.0%	0	0.0%	7	87.5%	0	0.0%	0	0.0%
3. Tomatoes	12	21.4%	5	8.9%	21	37.5%	6	10.7%	12	21.4%	0	0.0%	0	0.0%
4. Potatoes	0	0.0%	0	0.0%	0	0.0%	1	33.3%	2	66.7%	0	0.0%	0	0.0%
5. Okra	0	0.0%	0	0.0%	3	50.0%	0	0.0%	3	50.0%	0	0.0%	0	0.0%
6. Green Beans	13	14.9%	10	11.5%	16	18.4%	28	32.2%	18	20.7%	2	2.3%	0	0.0%

CROPS	YEAR JOINED THE FAS PROJECT													
	2015		2016		2017		2018		2019		2020		DON'T KNOW	
	N	%	N	%	N	%	N	%	N	%	N	%	N	%
7. Pomegranate	1	4.8%	2	9.5%	1	4.8%	7	33.3%	9	42.9%	1	4.8%	0	0.0%
8. Dates	9	5.7%	20	12.6%	38	23.9%	39	24.5%	50	31.4%	2	1.3%	1	0.6%
9. Grapes	1	4.2%	3	12.5%	1	4.2%	13	54.2%	6	25.0%	0	0.0%	0	0.0%
10. Mangoes	13	6.7%	19	9.7%	47	24.1%	43	22.1%	71	36.4%	2	1.0%	0	0.0%
11.Parsley	0	0.0%	0	0.0%	1	100.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
12. Basil	1	3.8%	2	7.7%	10	38.5%	8	30.8%	2	7.7%	3	11.5%	0	0.0%
13. Fennel	0	0.0%	4	30.8%	0	0.0%	3	23.1%	6	46.2%	0	0.0%	0	0.0%
14. Anise	1	2.6%	6	15.8%	8	21.1%	21	55.3%	2	5.3%	0	0.0%	0	0.0%
18. Cumin	0	0.0%	0	0.0%	0	0.0%	3	100.0%	0	0.0%	0	0.0%	0	0.0%
Total	69	9.5%	80	11.1%	164	22.7%	188	26.0%	210	29.0%	11	1.5%	1	0.1%

TABLE B-3. DISTRIBUTION OF CULTIVATED CROPS DISAGGREGATED BY FARMERS' EDUCATIONAL LEVEL

CROPS	EDUCATIONAL LEVEL																	
	1. ILLITERATE		2. INCOMPLETE SCHOOL EDUCATION		3. LITERACY PROGRAMS		4. PRIMARY EDUCATION		5. PREPARATORY EDUCATION		6. SECONDARY SCHOOL		7. TECHNICAL SCHOOL		8. UNIVERSITY DEGREE		9. POST GRADUATE DEGREE	
	N	%	N	%	N	%	N	%	N	%	N	%	N	%	N	%	N	%
1. Onion	10	10.5%	8	13.3%	3	16.7%	10	11.2%	8	16.7%	1	4.3%	32	10.3%	10	14.5%	1	10.0%
2. Garlic	0	0.0%	0	0.0%	0	0.0%	0	0.0%	2	4.2%	0	0.0%	3	1.0%	3	4.3%	0	0.0%
3. Tomatoes	7	7.4%	10	16.7%	2	11.1%	8	9.0%	4	8.3%	2	8.7%	22	7.1%	1	1.4%	0	0.0%
4. Potatoes	1	1.1%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1	4.3%	1	0.3%	0	0.0%	0	0.0%
5. Okra	2	2.1%	0	0.0%	0	0.0%	0	0.0%	2	4.2%	0	0.0%	0	0.0%	1	1.4%	1	10.0%
6. Green Beans	35	36.8%	2	3.3%	1	5.6%	18	20.2%	2	4.2%	1	4.3%	24	7.7%	5	7.2%	0	0.0%
7. Pomegranate	0	0.0%	1	1.7%	0	0.0%	2	2.2%	2	4.2%	2	8.7%	10	3.2%	5	7.2%	0	0.0%
8. Dates	14	14.7%	12	20.0%	3	16.7%	18	20.2%	12	25.0%	5	21.7%	78	25.0%	15	21.7%	2	20.0%
9. Grapes	0	0.0%	0	0.0%	1	5.6%	4	4.5%	1	2.1%	1	4.3%	11	3.5%	3	4.3%	1	10.0%
10. Mangoes	16	16.8%	16	26.7%	4	22.2%	20	22.5%	10	20.8%	7	30.4%	96	30.8%	22	31.9%	4	40.0%
11.Parsley	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1	0.3%	0	0.0%	0	0.0%
12. Basil	5	5.3%	2	3.3%	1	5.6%	3	3.4%	2	4.2%	1	4.3%	11	3.5%	1	1.4%	0	0.0%

CROPS	EDUCATIONAL LEVEL																	
	1. ILLITERATE		2. INCOMPLETE SCHOOL EDUCATION		3. LITERACY PROGRAMS		4. PRIMARY EDUCATION		5. PREPARATORY EDUCATION		6. SECONDARY SCHOOL		7. TECHNICAL SCHOOL		8. UNIVERSITY DEGREE		9. POST GRADUATE DEGREE	
	N	%	N	%	N	%	N	%	N	%	N	%	N	%	N	%	N	%
13. Fennel	2	2.1%	3	5.0%	0	0.0%	3	3.4%	1	2.1%	1	4.3%	4	1.3%	0	0.0%	0	0.0%
14. Anise	3	3.2%	6	10.0%	2	11.1%	3	3.4%	2	4.2%	1	4.3%	17	5.4%	3	4.3%	1	10.0%
18. Cumin	0	0.0%	0	0.0%	1	5.6%	0	0.0%	0	0.0%	0	0.0%	2	0.6%	0	0.0%	0	0.0%

TABLE B-4. DISTRIBUTION OF CULTIVATED CROPS DISAGGREGATED BY FARMERS' LANDHOLDING RENT/OWN

CROPS	LAND HOLDING STATUS							
	TOTAL		OWN ONLY		RENT ONLY		OWN AND RENT	
	N	%	N	%	N	%	N	%
1. Onion	83	11.4%	32	8.1%	32	21.1%	19	10.6%
2. Garlic	8	1.1%	4	1.0%	3	2.0%	1	0.6%
3. Tomatoes	56	7.7%	10	2.5%	30	19.7%	16	8.9%
4. Potatoes	3	0.4%	0	0.0%	2	1.3%	1	0.6%
5. Okra	6	0.8%	1	0.3%	2	1.3%	3	1.7%
6. Green Beans	87	12.0%	53	13.4%	17	11.2%	17	9.5%
7. Pomegranate	22	3.0%	11	2.8%	2	1.3%	9	5.0%
8. Dates	161	22.2%	104	26.3%	22	14.5%	35	19.6%
9. Grapes	24	3.3%	4	1.0%	11	7.2%	9	5.0%
10. Mangoes	195	26.9%	133	33.7%	20	13.2%	42	23.5%
11.Parsley	1	0.1%	0	0.0%	0	0.0%	1	0.6%
12. Basil	26	3.6%	11	2.8%	1	0.7%	14	7.8%
13. Fennel	13	1.8%	10	2.5%	1	0.7%	2	1.1%
14. Anise	38	5.2%	20	5.1%	9	5.9%	9	5.0%
18. Cumin	3	0.4%	2	0.5%	0	0.0%	1	0.6%
Total	726	100.0%	395	100.0%	152	100.0%	179	100.0%

TABLE B-5. DISTRIBUTION OF CULTIVATED CROPS DISAGGREGATED BY FARMERS' TOTAL LANDHOLDING SIZE

CROPS	TOTAL SIZE OF LAND HOLDING											
	<1 FEDDAN		1 - 2 FEDDANS		2 - 3 FEDDANS		3 - 4 FEDDANS		4 - 5 FEDDANS		5+ FEDDANS	
	N	%	N	%	N	%	N	%	N	%	N	%
1. Onion	32	19.0%	0	0.0%	1	4.5%	4	25.0%	1	12.5%	12	15.4%
2. Garlic	3	1.8%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1	1.3%
3. Tomatoes	30	17.9%	0	0.0%	1	4.5%	3	18.8%	1	12.5%	11	14.1%
4. Potatoes	2	1.2%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1	1.3%
5. Okra	2	1.2%	2	5.3%	0	0.0%	0	0.0%	1	12.5%	0	0.0%
6. Green Beans	22	13.1%	6	15.8%	0	0.0%	1	6.3%	0	0.0%	5	6.4%
7. Pomegranate	2	1.2%	1	2.6%	0	0.0%	0	0.0%	0	0.0%	8	10.3%
8. Dates	29	17.3%	7	18.4%	6	27.3%	2	12.5%	1	12.5%	12	15.4%
9. Grapes	11	6.5%	0	0.0%	2	9.1%	1	6.3%	0	0.0%	6	7.7%
10. Mangoes	24	14.3%	11	28.9%	6	27.3%	3	18.8%	2	25.0%	16	20.5%
11.Parsley	0	0.0%	0	0.0%	1	4.5%	0	0.0%	0	0.0%	0	0.0%
12. Basil	1	0.6%	6	15.8%	5	22.7%	2	12.5%	1	12.5%	0	0.0%
13. Fennel	1	0.6%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	2	2.6%
14. Anise	9	5.4%	5	13.2%	0	0.0%	0	0.0%	1	12.5%	3	3.8%
18. Cumin	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1	1.3%
Total	168	100.0%	38	100.0%	22	100.0%	16	100.0%	8	100.0%	78	100.0%

TABLE B-6. DISTRIBUTION OF CULTIVATED CROPS DISAGGREGATED BY TOTAL CULTIVATED LAND SIZE

	TOTAL LAND CULTIVATED											
	<1 FEDDAN		1 - 2 FEDDANS		2 - 3 FEDDANS		3 - 4 FEDDANS		4 - 5 FEDDANS		5+ FEDDANS	
	N	%	N	%	N	%	N	%	N	%	N	%
1. Onion	15	4.2%	28	14.2%	15	22.4%	10	28.6%	4	25.0%	11	19.3%
2. Garlic	7	2.0%	0	0.0%	1	1.5%	0	0.0%	0	0.0%	0	0.0%
3. Tomatoes	4	1.1%	17	8.6%	9	13.4%	5	14.3%	6	37.5%	15	26.3%
4. Potatoes	0	0.0%	1	0.5%	0	0.0%	0	0.0%	0	0.0%	2	3.5%
5. Okra	5	1.4%	1	0.5%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
6. Green Beans	62	17.6%	22	11.2%	3	4.5%	0	0.0%	1	6.3%	0	0.0%
7. Pomegranate	0	0.0%	5	2.5%	3	4.5%	4	11.4%	0	0.0%	10	17.5%

	TOTAL LAND CULTIVATED											
	<1 FEDDAN		1 - 2 FEDDANS		2 - 3 FEDDANS		3 - 4 FEDDANS		4 - 5 FEDDANS		5+ FEDDANS	
	N	%	N	%	N	%	N	%	N	%	N	%
8. Dates	112	31.7%	43	21.8%	2	3.0%	2	5.7%	0	0.0%	1	1.8%
9. Grapes	3	0.8%	2	1.0%	5	7.5%	5	14.3%	2	12.5%	7	12.3%
10. Mangoes	110	31.2%	50	25.4%	18	26.9%	6	17.1%	2	12.5%	10	17.5%
11.Parsley	1	0.3%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
12. Basil	9	2.5%	9	4.6%	4	6.0%	1	2.9%	0	0.0%	0	0.0%
13. Fennel	5	1.4%	6	3.0%	3	4.5%	0	0.0%	0	0.0%	0	0.0%
14. Anise	18	5.1%	12	6.1%	4	6.0%	2	5.7%	1	6.3%	1	1.8%
18. Cumin	2	0.6%	1	0.5%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total	353	100.0%	197	100.0%	67	100.0%	35	100.0%	16	100.0%	57	100.0%

TABLE B-7. DISTRIBUTION OF PRODUCTION AND SALES FOR CULTIVATED CROPS DISAGGREGATED BY GOVERNORATES

		GOVERNORATE															
		TOTAL		BENI SUEF		MINIA		ASSIUT		SOHAG		QENA		LUXOR		ASWAN	
		N	%	N	%	N	%	N	%	N	%	N	%	N	%	N	%
Total Area Cultivated	<1 Feddan	353	48.7%	7	8.2%	23	28.4%	4	11.8%	56	57.1%	52	61.9%	54	64.3%	157	60.6%
	1 - 2 Feddans	197	27.2%	28	32.9%	25	30.9%	9	26.5%	25	25.5%	23	27.4%	16	19.0%	71	27.4%
	2 - 3 Feddans	67	9.2%	19	22.4%	9	11.1%	6	17.6%	5	5.1%	8	9.5%	6	7.1%	14	5.4%
	3 - 4 Feddans	35	4.8%	11	12.9%	8	9.9%	5	14.7%	1	1.0%	0	0.0%	3	3.6%	7	2.7%
	4 - 5 Feddans	16	2.2%	7	8.2%	3	3.7%	0	0.0%	4	4.1%	1	1.2%	0	0.0%	1	0.4%
	5+ Feddans	57	7.9%	13	15.3%	13	16.0%	10	29.4%	7	7.1%	0	0.0%	5	6.0%	9	3.5%
	Mean	1.6		3.0		2.6		3.4		1.5		0.8		1.3		0.9	
Grow this crop before joining the project	Yes	705	96.58%	88	100.0%	80	98.8%	32	94.1%	93	94.9%	82	97.6%	70	83.3%	260	99.6%
	No	22	3.01%	0	0.0%	1	1.2%	2	5.9%	5	5.1%	2	2.4%	11	13.1%	1	0.4%
	Don't Know	3	0.41%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	3	3.6%	0	0.0%
Production	Increased	509	77.95%	61	69.3%	68	89.5%	16	59.3%	34	36.6%	65	91.5%	59	89.4%	206	88.8%
	Equal	73	11.18%	9	10.2%	4	5.3%	6	22.2%	20	21.5%	2	2.8%	7	10.6%	25	10.8%
	Decreased	71	10.87%	18	20.5%	4	5.3%	5	18.5%	39	41.9%	4	5.6%	0	0.0%	1	0.4%
Exported in the last season you participated in FAS	Yes	15	2.1%	7	8.0%	1	1.2%	7	21.2%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
	No	714	97.9%	81	92.0%	80	98.8%	26	78.8%	98	100.0%	84	100.0%	84	100.0%	261	100.0%
	Don't Know	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
	Yes	22	3.0%	7	8.0%	1	1.2%	11	33.3%	0	0.0%	2	2.4%	1	1.2%	0	0.0%

		GOVERNORATE															
		TOTAL		BENI SUEF		MINIA		ASSIUT		SOHAG		QENA		LUXOR		ASWAN	
		N	%	N	%	N	%	N	%	N	%	N	%	N	%	N	%
Export before participating in FAS	No	707	97.0%	81	92.0%	80	98.8%	22	66.7%	98	100.0%	82	97.6%	83	98.8%	261	100.0%
	Don't Know	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%

TABLE B-8. EXPORT DETAILS FOR CULTIVATED CROPS DISAGGREGATED BY GOVERNORATES

		GOVERNORATE															
		TOTAL		BENI SUEF		MINIA		ASSIUT		SOHAG		QENA		LUXOR		ASWAN	
		N	%	N	%	N	%	N	%	N	%	N	%	N	%	N	%
Ever Exported Before Joining FAS	Yes	15	2.1%	7	8.0%	1	1.2%	7	21.2%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
	No	714	97.9%	81	92.0%	80	98.8%	26	78.8%	98	100.0%	84	100.0%	84	100.0%	261	100.0%
Ever Exported After Joining FAS	Yes	22	3.0%	7	8.0%	1	1.2%	11	33.3%	0	0.0%	2	2.4%	1	1.2%	0	0.0%
	No	707	97.0%	81	92.0%	80	98.8%	22	66.7%	98	100.0%	82	97.6%	83	98.8%	261	100.0%
Export Increase	Increased	11	73.3%	6	85.7%	0	0.0%	5	71.4%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
	Equal	3	20.0%	1	14.3%	0	0.0%	2	28.6%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
	Decreased	1	6.7%	0	0.0%	1	100.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Export Price Increase	Increased	8	53.3%	7	100.0%	1	100.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
	Equal	2	13.3%	0	0.0%	0	0.0%	2	28.6%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
	Decreased	5	33.3%	0	0.0%	0	0.0%	5	71.4%	0	0.0%	0	0.0%	0	0.0%	0	0.0%

TABLE B-9. LOCAL MARKET SALES FOR CULTIVATED CROPS DISAGGREGATED BY GOVERNORATES

		GOVERNORATE															
		TOTAL		BENI SUEF		MINIA		ASSIUT		SOHAG		QENA		LUXOR		ASWAN	
		N	%	N	%	N	%	N	%	N	%	N	%	N	%	N	%
SELL IN LOCAL MARKET BEFORE JOINING FAS	YES	701	98.2%	88	100.0%	80	100.0%	32	97.0%	98	100.0%	84	100.0%	74	93.7%	245	97.2%
	NO	13	1.8%	0	0.0%	0	0.0%	1	3.0%	0	0.0%	0	0.0%	5	6.3%	7	2.8%
SELL IN LOCAL MARKET AFTER JOINING FAS	YES	705	98.6%	88	100.0%	81	100.0%	33	100.0%	98	100.0%	84	100.0%	75	96.2%	246	97.2%
	NO	10	1.4%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	3	3.8%	7	2.8%
LOCAL MARKET PRICE INCREASE	INCREASED	597	86.1%	82	93.2%	70	88.6%	17	53.1%	80	83.3%	75	90.4%	65	91.5%	208	85.2%
	EQUAL	54	7.8%	5	5.7%	1	1.3%	3	9.4%	8	8.3%	8	9.6%	6	8.5%	23	9.4%
	DECREASED	42	6.1%	1	1.1%	8	10.1%	12	37.5%	8	8.3%	0	0.0%	0	0.0%	13	5.3%

TABLE B-10. NUMBER OF BUYERS FOR CULTIVATED CROPS DISAGGREGATED BY GOVERNORATES

		GOVERNORATE															
		TOTAL		BENI SUEF		MINIA		ASSIUT		SOHAG		QENA		LUXOR		ASWAN	
		N	%	N	%	N	%	N	%	N	%	N	%	N	%	N	%
Number of buyers	None	24	3.3%	12	13.6%	6	7.4%	0	0.0%	0	0.0%	0	0.0%	3	3.6%	3	1.1%
	1	453	62.3%	41	46.6%	36	44.4%	8	23.5%	82	83.7%	43	53.1%	42	50.0%	201	77.0%
	2	98	13.5%	11	12.5%	17	21.0%	7	20.6%	3	3.1%	20	24.7%	15	17.9%	25	9.6%
	3	53	7.3%	8	9.1%	5	6.2%	7	20.6%	12	12.2%	8	9.9%	5	6.0%	8	3.1%
	4	27	3.7%	4	4.5%	2	2.5%	8	23.5%	0	0.0%	4	4.9%	2	2.4%	7	2.7%
	5	20	2.8%	6	6.8%	2	2.5%	3	8.8%	0	0.0%	2	2.5%	2	2.4%	5	1.9%

		GOVERNORATE															
		TOTAL		BENI SUEF		MINIA		ASSIUT		SOHAG		QENA		LUXOR		ASWAN	
		N	%	N	%	N	%	N	%	N	%	N	%	N	%	N	%
	6+	19	2.6%	6	6.8%	3	3.7%	1	2.9%	1	1.0%	4	4.9%	2	2.4%	2	0.8%
	Don't Know	33	4.5%	0	0.0%	10	12.3%	0	0.0%	0	0.0%	0	0.0%	13	15.5%	10	3.8%

TABLE B-11. NUMBER OF BUYERS FOR CULTIVATED CROPS DISAGGREGATED BY FARMERS' TOTAL LAND HOLDING SIZE

			TOTAL LAND HOLDING													
			TOTAL		<1 FEDDAN		1 - 2 FEDDANS		2 - 3 FEDDANS		3 - 4 FEDDANS		4 - 5 FEDDANS		5+ FEDDANS	
			N	%	N	%	N	%	N	%	N	%	N	%	N	%
NUMBER OF BUYERS		1	174	55.8%	87	55.8%	30	78.9%	15	68.2%	11	68.8%	3	50.0%	28	37.8%
		2	41	13.1%	22	14.1%	3	7.9%	2	9.1%	1	6.3%	2	33.3%	11	14.9%
		3	32	10.3%	15	9.6%	2	5.3%	2	9.1%	4	25.0%	0	0.0%	9	12.2%
		4	15	4.8%	8	5.1%	1	2.6%	1	4.5%	0	0.0%	0	0.0%	5	6.8%
		5	13	4.2%	4	2.6%	0	0.0%	1	4.5%	0	0.0%	0	0.0%	8	10.8%
		6 +	14	4.5%	10	6.4%	1	2.6%	1	4.5%	0	0.0%	0	0.0%	2	2.7%
		DON'T KNOW	23	7.4%	10	6.4%	1	2.6%	0	0.0%	0	0.0%	1	16.7%	11	14.9%
		TOTAL	312	100.0%	156	100.0%	38	100.0%	22	100.0%	16	100.0%	6	100.0%	74	100.0%

TABLE B-12. TYPE OF BUYERS AND SALES METHOD FOR CULTIVATED CROPS DISAGGREGATED BY FARMERS' TOTAL LAND HOLDING SIZE

		GOVERNORATE															
		TOTAL		BENI SUEF		MINIA		ASSIUT		SOHAG		QENA		LUXOR		ASWAN	
		N	%	N	%	N	%	N	%	N	%	N	%	N	%	N	%
TYPE OF BUYERS*	ASSOCIATION	74	11.0%	0	0.0%	0	0.0%	0	0.0%	71	72.4%	1	1.2%	2	2.9%	0	0.0%
	BROKER	20	3.0%	6	7.9%	2	3.1%	1	2.9%	1	1.0%	3	3.7%	3	4.4%	4	1.6%
	TRADER	579	86.4%	76	100.0%	64	98.5%	26	76.5%	27	27.6%	77	95.1%	64	94.1%	245	98.8%
	EXPORTER	17	2.5%	4	5.3%	0	0.0%	6	17.6%	0	0.0%	3	3.7%	0	0.0%	4	1.6%
	PROCESSOR	8	1.2%	2	2.6%	0	0.0%	1	2.9%	0	0.0%	1	1.2%	0	0.0%	4	1.6%
SALES METHOD*	DIRECT SALES PRIOR TO HARVEST	220	32.8%	2	2.6%	6	9.2%	2	5.9%	1	1.0%	13	16.0%	2	2.9%	194	78.2%
	FARM GATE	227	33.9%	68	89.5%	33	50.8%	13	38.2%	20	20.4%	26	32.1%	29	42.6%	38	15.3%
	BARTER SALE	4	0.6%	0	0.0%	1	1.5%	0	0.0%	0	0.0%	1	1.2%	0	0.0%	2	0.8%
	LOCAL MARKET SALE	160	23.9%	15	19.7%	33	50.8%	9	26.5%	7	7.1%	39	48.1%	37	54.4%	20	8.1%
	CONTRACTUAL ARRANGEMENT	11	1.6%	0	0.0%	0	0.0%	7	20.6%	1	1.0%	1	1.2%	2	2.9%	0	0.0%
	FORWARD CONTRACT	89	13.3%	13	17.1%	1	1.5%	5	14.7%	69	70.4%	1	1.2%	0	0.0%	0	0.0%

*Calculated for first buyer only and respondents reported at least one buyer

TABLE B-13. SAME BUYERS INFORMATION FOR CULTIVATED CROPS DISAGGREGATED BY FARMERS' TOTAL LAND HOLDING SIZE

		GOVERNORATE															
		TOTAL		BENI SUEF		MINIA		ASSIUT		SOHAG		QENA		LUXOR		ASWAN	
		N	%	N	%	N	%	N	%	N	%	N	%	N	%	N	%
Whether selling to same buyer more than once	Yes	555	76.6%	70	79.5%	66	81.5%	31	91.2%	88	90.7%	49	61.3%	42	50.0%	209	80.1%
	No	163	22.5%	16	18.2%	14	17.3%	3	8.8%	9	9.3%	31	38.8%	39	46.4%	51	19.5%
	Don't Know	7	1.0%	2	2.3%	1	1.2%	0	0.0%	0	0.0%	0	0.0%	3	3.6%	1	0.4%
	Total	725	100%	88	100%	81	100%	34	100%	97	100%	80	100%	84	100%	261	100%
Number of times sold to same buyers*	Twice	123	22.2%	3	4.3%	26	39.4%	5	16.1%	4	4.5%	8	16.3%	9	21.4%	68	32.5%
	Three times	111	20.0%	21	30.0%	10	15.2%	6	19.4%	10	11.4%	5	10.2%	6	14.3%	53	25.4%
	More than three times	284	51.2%	39	55.7%	23	34.8%	18	58.1%	75	85.2%	35	71.4%	21	50.0%	73	34.9%

*Calculated for first buyer and reported that they sell to same buyer more than once

TABLE B-14. COST, REVENUE AND NET PROFIT BY CULTIVATED CROPS

CROPS	COST PER FEDDAN							REVENUE PER 1 KILOGRAM							NET PROFIT INCREASE						
	INCREASED		STABLE		DECREASED		TOTAL	INCREASED		STABLE		DECREASED		TOTAL	INCREASED		STABLE		DECREASED		TOTAL
	N	%	N	%	N	%		N	%	N	%	N	%		N	%	N	%	N	%	
Onion	57	69.5%	3	3.7%	22	26.8%	82	74	92.5%	2	2.5%	4	5.0%	80	51	67.1%	0	0.0%	25	32.9%	76
Garlic	6	75.0%	1	12.5%	1	12.5%	8	8	100.0%	0	0.0%	0	0.0%	8	8	100.0%	0	0.0%	0	0.0%	8
Tomato	37	66.1%	4	7.1%	15	26.8%	56	51	91.1%	4	7.1%	1	1.8%	56	26	50.0%	0	0.0%	26	50.0%	52
Potatoes	3	100.0%	0	0.0%	0	0.0%	3	3	100.0%	0	0.0%	0	0.0%	3	3	100.0%	0	0.0%	0	0.0%	3
Okra	4	66.7%	2	33.3%	0	0.0%	6	5	83.3%	1	16.7%	0	0.0%	6	5	83.3%	1	16.7%	0	0.0%	6
Green Beans	57	64.8%	17	19.3%	14	15.9%	88	67	81.7%	8	9.8%	7	8.5%	82	59	72.8%	3	3.7%	19	23.5%	81
Pomegranate	15	75.0%	4	20.0%	1	5.0%	20	5	25.0%	3	15.0%	12	60.0%	20	7	38.9%	1	5.6%	10	55.6%	18
Dates	70	45.8%	22	14.4%	61	39.9%	153	124	83.8%	16	10.8%	8	5.4%	148	113	78.5%	7	4.9%	24	16.7%	144
Grapes	14	58.3%	2	8.3%	8	33.3%	24	15	62.5%	1	4.2%	8	33.3%	24	9	42.9%	0	0.0%	12	57.1%	21
Mango	85	46.2%	23	12.5%	76	41.3%	184	156	89.7%	13	7.5%	5	2.9%	174	152	89.9%	1	0.6%	16	9.5%	169
Parsley	0	0.0%	1	100.0%	0	0.0%	1	0	0.0%	1	100.0%	0	0.0%	1	0	0.0%	1	100.0%	0	0.0%	1
Basil	24	96.0%	1	4.0%	0	0.0%	25	22	100.0%	0	0.0%	0	0.0%	22	16	72.7%	0	0.0%	6	27.3%	22
Fennel	4	28.6%	6	42.9%	4	28.6%	14	11	78.6%	3	21.4%	0	0.0%	14	12	85.7%	1	7.1%	1	7.1%	14
Anise	25	65.8%	1	2.6%	12	31.6%	38	36	94.7%	1	2.6%	1	2.6%	38	31	81.6%	0	0.0%	7	18.4%	38
Cumin	1	50.0%	1	50.0%	0	0.0%	2	2	100.0%	0	0.0%	0	0.0%	2	2	100.0%	0	0.0%	0	0.0%	2
Total	402	57.1%	88	12.5%	214	30.4%	704	579	85.4%	53	7.8%	46	6.8%	678	494	75.4%	15	2.3%	146	22.3%	655

PART C: ASSOCIATIONS SURVEY

TABLE C-1. DISTRIBUTION OF CB ASSOCIATIONS DISAGGREGATED BY GOVERNORATES, YEAR TO JOIN FAS, NUMBER OF MEMBERS, AND CROPS

CHARACTERISTICS		N	%
Governorate	Beni Suef	9	15.3%
	Minia	6	10.2%
	Assiut	6	10.2%
	Sohag	6	10.2%
	Qena	4	6.8%
	Luxor	8	13.6%
	Aswan	20	33.9%
Year to Join FAS	2015	4	6.8%
	2016	15	25.4%
	2017	15	25.4%
	2018	23	39.0%
	2019	2	3.4%
Number of Members	<200	6	10.2%
	200-400	20	33.9%
	400-600	11	18.6%
	600-800	10	16.9%
	800-1000	2	3.4%
	1000+	10	16.9%
Crops	Onions	21	35.6%
	Garlic	3	5.1%
	Tomato	10	16.9%
	Potatoes	4	6.8%
	Okra	1	1.7%
	Green Beans	6	10.2%
	Pomegranate	4	6.8%
	Dates	25	42.4%
	Grapes	6	10.2%
	Mangoes	25	42.4%

CHARACTERISTICS		N	%
	Parsley	3	5.1%
	Basil	16	27.1%
	Fennel	10	16.9%
	Anise	4	6.8%
	Mint	5	8.5%
	Thyme	4	6.8%
	Marjoram	3	5.1%
	Cumin	7	11.9%
	Other	7	11.9%
Total		59	100.0%

FIGURE C-1. DISTRIBUTION OF CB ASSOCIATIONS DISAGGREGATED BY GOVERNORATES

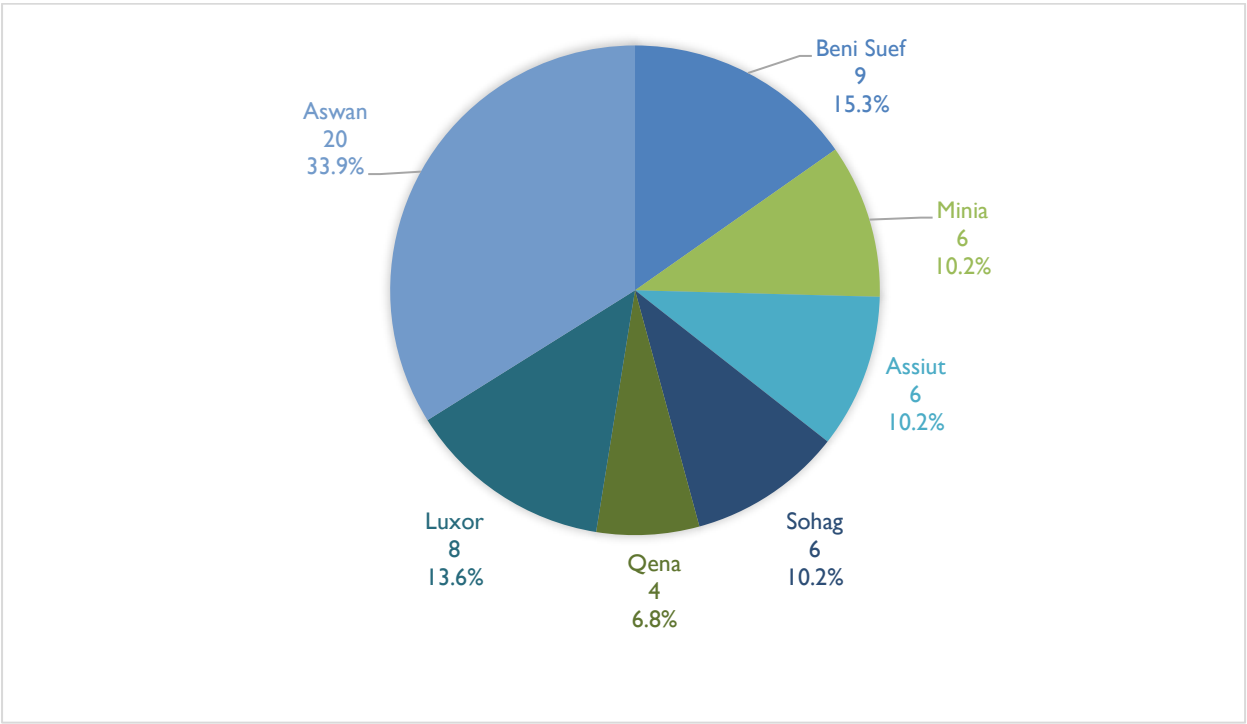


FIGURE C-2. DISTRIBUTION OF CB ASSOCIATIONS DISAGGREGATED BY YEAR JOINING FAS

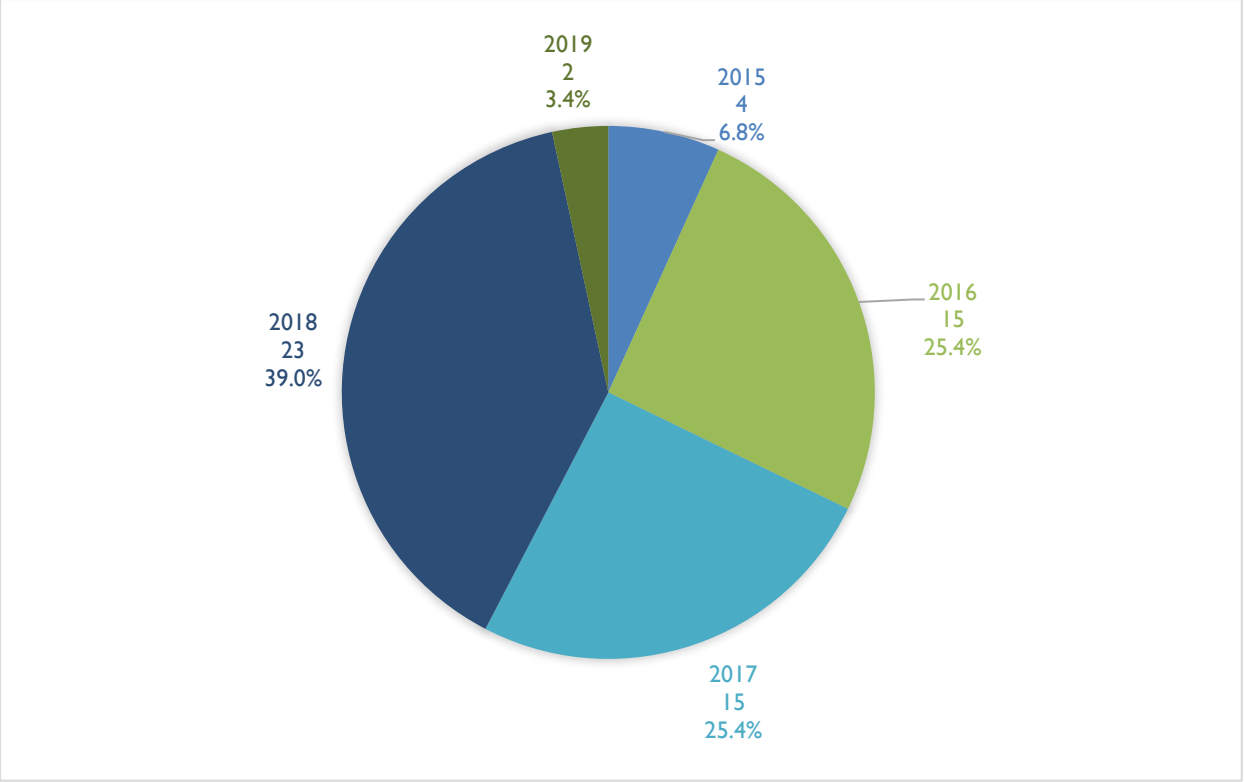


FIGURE C-3. DISTRIBUTION OF CB ASSOCIATIONS DISAGGREGATED BY NUMBER OF MEMBERS

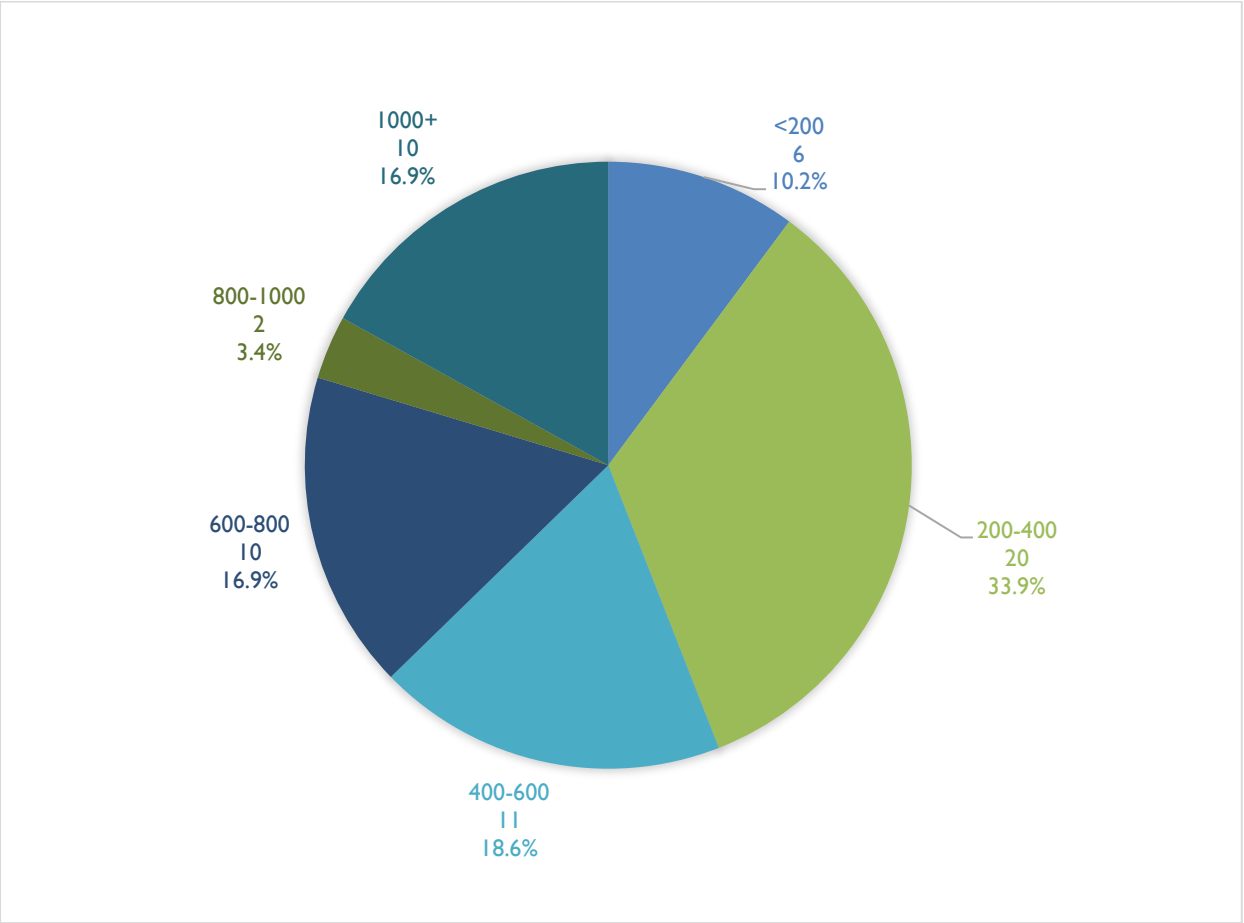


FIGURE C-4. DISTRIBUTION OF CB ASSOCIATIONS DISAGGREGATED BY CROPS

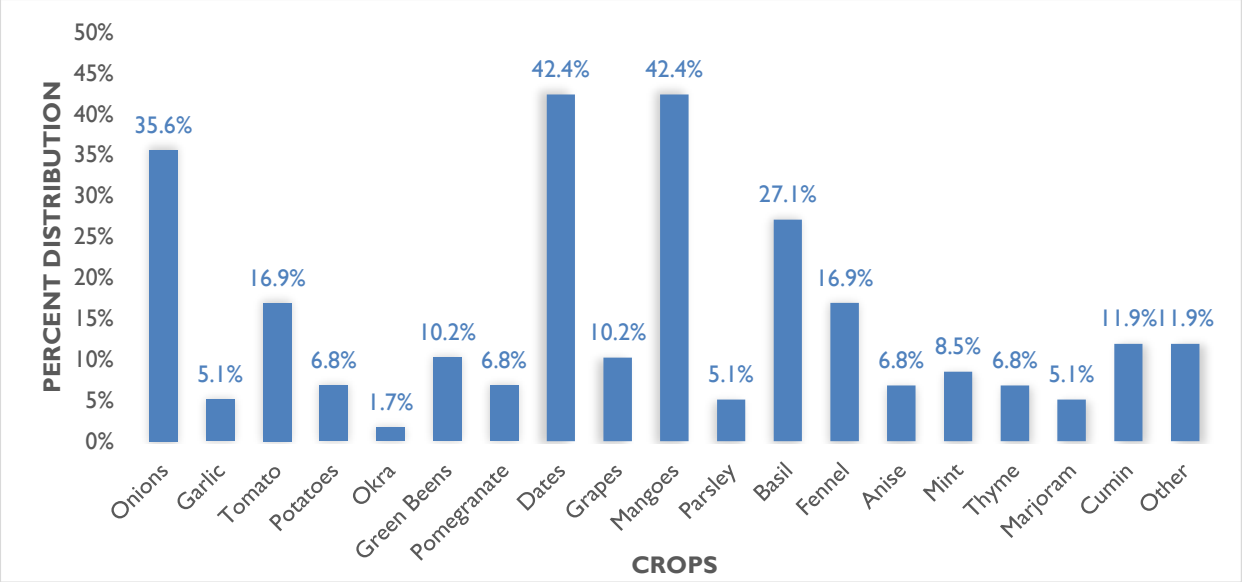


TABLE C-2. DISTRIBUTION OF CB ASSOCIATIONS DISAGGREGATED BY YEAR TO JOIN FAS, NUMBER OF MEMBERS, AND CROPS FOR EACH GOVERNORATE

		GOVERNORATE													
		BENI SUEF		MINIA		ASSIUT		SOHAG		QENA		LUXOR		ASWAN	
		N	%	N	%	N	%	N	%	N	%	N	%	N	%
YEAR TO JOIN FAS	2015	1	11.1%	0	0.0%	0	0.0%	0	0.0%	1	25.0%	0	0.0%	2	10.0%
	2016	1	11.1%	2	33.3%	2	33.3%	2	33.3%	2	50.0%	1	12.5%	5	25.0%
	2017	4	44.4%	2	33.3%	2	33.3%	2	33.3%	1	25.0%	0	0.0%	4	20.0%
	2018	3	33.3%	2	33.3%	2	33.3%	2	33.3%	0	0.0%	5	62.5%	9	45.0%
	2019	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	2	25.0%	0	0.0%
NUMBER OF MEMBERS	<200	0	0.0%	0	0.0%	2	33.3%	1	16.7%	1	25.0%	2	25.0%	0	0.0%
	200-400	2	22.2%	4	66.7%	3	50.0%	0	0.0%	0	0.0%	4	50.0%	7	35.0%
	400-600	1	11.1%	1	16.7%	0	0.0%	3	50.0%	1	25.0%	0	0.0%	5	25.0%
	600-800	2	22.2%	1	16.7%	0	0.0%	1	16.7%	1	25.0%	1	12.5%	4	20.0%
	800-1000	1	11.1%	0	0.0%	0	0.0%	0	0.0%	1	25.0%	0	0.0%	0	0.0%
	1000+	3	33.3%	0	0.0%	1	16.7%	1	16.7%	0	0.0%	1	12.5%	4	20.0%
CROPS	ONIONS	5	55.6%	1	16.7%	1	16.7%	5	83.3%	1	25.0%	4	50.0%	4	20.0%
	GARLIC	3	33.3%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
	TOMATO	5	55.6%	1	16.7%	0	0.0%	1	16.7%	0	0.0%	3	37.5%	0	0.0%
	POTATOES	3	33.3%	1	16.7%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
	OKRA	1	11.1%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
	GREEN BEENS	3	33.3%	0	0.0%	0	0.0%	2	33.3%	1	25.0%	0	0.0%	0	0.0%
	POMEGRANATE	0	0.0%	1	16.7%	3	50.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
	DATES	1	11.1%	0	0.0%	1	16.7%	1	16.7%	2	50.0%	5	62.5%	15	75.0%
	GRAPES	2	22.2%	4	66.7%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
	MANGOES	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1	25.0%	7	87.5%	17	85.0%
	PARSLEY	3	33.3%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
	BASIL	6	66.7%	4	66.7%	2	33.3%	1	16.7%	2	50.0%	0	0.0%	1	5.0%
	FENNEL	1	11.1%	4	66.7%	1	16.7%	0	0.0%	3	75.0%	1	12.5%	0	0.0%
	ANISE	2	22.2%	2	33.3%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
	MINT	4	44.4%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1	5.0%
	THYME	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
	MARJORAM	0	0.0%	4	66.7%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%

		GOVERNORATE													
		BENI SUEF		MINIA		ASSIUT		SOHAG		QENA		LUXOR		ASWAN	
		N	%	N	%	N	%	N	%	N	%	N	%	N	%
	CUMIN	1	11.1%	2	33.3%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
	OTHER	3	33.3%	1	16.7%	1	16.7%	0	0.0%	1	25.0%	0	0.0%	1	5.0%
TOTAL		9	100.0%	6	100.0%	6	100.0%	6	0.0%	4	100.0%	8	0.0%	20	100.0%

TABLE C-3. DISTRIBUTION OF CB ASSOCIATIONS DISAGGREGATED BY LIST OF SERVICES RECEIVED FROM THE PROJECT WITH OVERALL MEAN RATE FOR THE PROJECT

		TOTAL		
		N	%	MEAN RATE
Capacity Building Services	Result Management	48	81.4%	8.4
	Financial Management	48	81.4%	8.4
	Good Governance	52	88.1%	8.8
	Proposal Writing workshops	49	83.1%	8.4
Farmers-Based Services	1. Marketing management	51	86.4%	8.2
	2. Communication and networking with the business community	42	71.2%	8.1
	3. Building the capacity of emerging companies to export horticultural crops	29	49.2%	7.7
	4. Development of management and operating systems	39	66.1%	8.1
	5. Use of PH and EC meters	18	30.5%	8.1
	6. Soil and water analyzes and linking associations with high-tech laboratories	14	23.7%	8.2
	7. Enhancing the technical skills of local agronomists	35	59.3%	8.5
	8. Conducting awareness workshops with the National Food Safety Authority (NFSA)	29	49.2%	8.6
	9. Business plan template	38	64.4%	8.8
	10. Nurturing and promoting innovation across agribusiness value chains	28	47.5%	8.3
	11. Coding and equipping post-harvest centers and collection centers with quality control tools	31	52.5%	8.5
	12. Supporting contractual production inputs for small farmers	35	59.3%	8.6
	13. Crop Collection Center	24	40.7%	8.0
	14. Receive a computer and a projector	49	83.1%	9.5
	15. Database for registering farmers	41	69.5%	9.0
Community Awareness and Marketing	1. Marketing materials for the association (posters / instructions about food safety)	43	72.9%	8.9
	2. Producing a documentary film	22	37.3%	8.8
	3. Virtual platform for capacity building around the value chain of horticulture	22	37.3%	8.1
	4. Train the trainers	31	52.5%	8.6
	5. Posters on the safe use of pesticides	40	67.8%	9.1
	6. Technical brochures and posters on best agricultural practices and safe uses	41	69.5%	8.9

		TOTAL		
		N	%	MEAN RATE
	7. An instruction book for crops	43	72.9%	9.1
	8. Technical guides for horticultural and post-harvest operations	29	49.2%	8.6
	9. Training on food safety and hygiene	42	71.2%	9.1
	10. Field / study visits	49	83.1%	9.1
	11. Exhibitions	45	76.3%	8.9
	Mean Overall Rate for FAS			8.1

TABLE C-4. DISTRIBUTION OF CB ASSOCIATIONS DISAGGREGATED BY LIST OF SERVICES RECEIVED FROM THE PROJECT WITH OVERALL MEAN RATE FOR THE PROJECT FOR EACH GOVERNORATE

		GOVERNORATE																				
		BENI SUEF			MINIA			ASSIUT			SOHAG			QENA			LUXOR			ASWAN		
		N	%	MEAN RATE	N	%	MEAN RATE	N	%	MEAN RATE	N	%	MEAN RATE	N	%	MEAN RATE	N	%	MEAN RATE	N	%	MEAN RATE
CAPACITY BUILDING SERVICES	RESULT MANAGEMENT	8	88.9%	8.0	5	83.3%	9.0	5	83.3%	7.4	5	83.3%	7.5	2	50.0%	7.5	5	62.5%	9.0	18	90.0%	8.7
	FINANCIAL MANAGEMENT	6	66.7%	8.2	6	100.0%	7.8	6	100.0%	7.8	4	66.7%	8.0	2	50.0%	8.0	5	62.5%	8.6	19	95.0%	9.1
	GOOD GOVERNANCE	8	88.9%	8.0	5	83.3%	9.8	6	100.0%	8.0	5	83.3%	8.8	4	100.0%	8.8	5	62.5%	8.8	19	95.0%	9.3
	PROPOSAL WRITNG WORKSHOPS	6	66.7%	7.3	5	83.3%	8.8	5	83.3%	7.8	5	83.3%	8.0	4	100.0%	8.0	7	87.5%	8.6	17	85.0%	9.2
FARMERS-BASED SERVICES	1. MARKETING MANAGEMENT	9	100.0%	8.3	6	100.0%	6.7	5	83.3%	7.8	5	83.3%	8.3	3	75.0%	8.3	5	62.5%	9.0	18	90.0%	8.6
	2. COMMUNICATION AND NETWORKING WITH THE BUSINESS COMMUNITY	8	88.9%	8.6	3	50.0%	9.3	4	66.7%	7.8	6	100.0%	7.3	4	100.0%	7.3	4	50.0%	8.3	13	65.0%	8.2
	3. BUILDING THE CAPACITY OF EMERGING COMPANIES TO EXPORT HORTICULTURAL CROPS	5	55.6%	7.8	1	16.7%	10.0	1	16.7%	8.0	4	66.7%	5.0	1	25.0%	5.0	2	25.0%	8.5	15	75.0%	8.1
	4. DEVELOPMENT OF MANAGEMENT AND OPERATING SYSTEMS	8	88.9%	7.8	4	66.7%	9.3	3	50.0%	7.3	3	50.0%	7.0	2	50.0%	7.0	4	50.0%	8.5	15	75.0%	8.4

		GOVERNORATE																				
		BENI SUEF			MINIA			ASSIUT			SOHAG			QENA			LUXOR			ASWAN		
		N	%	MEAN RATE	N	%	MEAN RATE	N	%	MEAN RATE	N	%	MEAN RATE	N	%	MEAN RATE	N	%	MEAN RATE	N	%	MEAN RATE
	5. USE OF PH AND EC METERS	4	44.4%	8.0	2	33.3%	10.0	0	0.0%		2	33.3%	5.0	2	50.0%	5.0	2	25.0%	8.5	6	30.0%	8.2
	6. SOIL AND WATER ANALYZES AND LINKING ASSOCIATIONS WITH HIGH-TECH LABORATORIES	2	22.2%	9.0	0	0.0%		1	16.7%	6.0	2	33.3%	5.5	2	50.0%	5.5	2	25.0%	8.5	5	25.0%	8.8
	7. ENHANCING THE TECHNICAL SKILLS OF LOCAL AGRONOMISTS	7	77.8%	8.6	3	50.0%	8.3	2	33.3%	7.0	4	66.7%	8.3	3	75.0%	8.3	3	37.5%	9.0	13	65.0%	9.2
	8. CONDUCTING AWARENESS WORKSHOPS WITH THE NATIONAL FOOD SAFETY AUTHORITY (NFSA)	4	44.4%	9.0	2	33.3%	9.0	2	33.3%	8.0	4	66.7%	5.7	3	75.0%	5.7	5	62.5%	9.0	9	45.0%	9.2
	9. BUSINESS PLAN TEMPLATE	7	77.8%	8.6	3	50.0%	8.7	4	66.7%	8.5	2	33.3%	7.0	2	50.0%	7.0	4	50.0%	8.8	16	80.0%	9.2
	10. NURTURING AND PROMOTING INNOVATION ACROSS AGRIBUSINESS VALUE CHAINS	5	55.6%	8.6	3	50.0%	9.3	2	33.3%	6.5	1	16.7%	7.5	2	50.0%	7.5	2	25.0%	8.5	13	65.0%	8.3
	11. CODING AND EQUIPPING POST-HARVEST CENTERS AND COLLECTION CENTERS WITH	6	66.7%	8.7	3	50.0%	9.0	1	16.7%	8.0	2	33.3%	7.7	3	75.0%	7.7	2	25.0%	8.5	14	70.0%	8.9

		GOVERNORATE																				
		BENI SUEF			MINIA			ASSIUT			SOHAG			QENA			LUXOR			ASWAN		
		N	%	MEAN RATE	N	%	MEAN RATE	N	%	MEAN RATE	N	%	MEAN RATE	N	%	MEAN RATE	N	%	MEAN RATE	N	%	MEAN RATE
	QUALITY CONTROL TOOLS																					
	12. SUPPORTING CONTRACTUAL PRODUCTION INPUTS FOR SMALL FARMERS	7	77.8%	9.0	3	50.0%	9.5	2	33.3%	8.0	4	66.7%	8.3	3	75.0%	8.3	3	37.5%	7.7	13	65.0%	8.8
	13. CROP COLLECTION CENTER	2	22.2%	8.5	1	16.7%	8.0	2	33.3%	5.0	3	50.0%	7.3	3	75.0%	7.3	1	12.5%	9.0	12	60.0%	8.6
	14. RECEIVE A COMPUTER AND A PROJECTOR	7	77.8%	9.4	4	66.7%	10.0	4	66.7%	8.5	6	100.0%	9.0	4	100.0%	9.0	5	62.5%	9.8	19	95.0%	9.8
	15. DATABASE FOR REGISTERING FARMERS	7	77.8%	8.9	3	50.0%	9.3	4	66.7%	7.8	2	33.3%	8.5	4	100.0%	8.5	5	62.5%	9.2	16	80.0%	9.2
COMMUNITY AWARENESS AND MARKETING	1. MARKETING MATERIALS FOR THE ASSOCIATION (POSTERS / INSTRUCTIONS ABOUT FOOD SAFETY)	6	66.7%	9.0	5	83.3%	8.6	4	66.7%	7.8	6	100.0%	9.3	3	75.0%	9.3	5	62.5%	9.6	14	70.0%	9.1
	2. PRODUCING A DOCUMENTARY FILM	3	33.3%	8.3	1	16.7%	7.0	2	33.3%	8.0	3	50.0%	8.0	3	75.0%	8.0	1	12.5%	10.0	9	45.0%	9.4
	3. VIRTUAL PLATFORM FOR CAPACITY BUILDING AROUND THE VALUE CHAIN OF HORTICULTURE	3	33.3%	8.7	3	50.0%	8.3	1	16.7%	10.0	2	33.3%	7.5	2	50.0%	7.5	1	12.5%	10.0	10	50.0%	8.0

		GOVERNORATE																				
		BENI SUEF			MINIA			ASSIUT			SOHAG			QENA			LUXOR			ASWAN		
		N	%	MEAN RATE	N	%	MEAN RATE	N	%	MEAN RATE	N	%	MEAN RATE	N	%	MEAN RATE	N	%	MEAN RATE	N	%	MEAN RATE
	4. TRAIN THE TRAINERS	5	55.6%	9.2	3	50.0%	8.3	3	50.0%	8.7	3	50.0%	7.5	2	50.0%	7.5	4	50.0%	9.3	11	55.0%	8.7
	5. POSTERS ON THE SAFE USE OF PESTICIDES	7	77.8%	9.6	5	83.3%	8.6	3	50.0%	9.3	6	100.0%	8.0	4	100.0%	8.0	5	62.5%	9.6	10	50.0%	9.8
	6. TECHNICAL BROCHURES AND POSTERS ON BEST AGRICULTURAL PRACTICES AND SAFE USES	6	66.7%	9.2	4	66.7%	8.5	4	66.7%	8.3	5	83.3%	9.3	3	75.0%	9.3	5	62.5%	9.2	14	70.0%	9.4
	7. AN INSTRUCTION BOOK FOR CROPS	4	44.4%	9.5	5	83.3%	8.8	4	66.7%	9.0	6	100.0%	8.7	3	75.0%	8.7	4	50.0%	9.5	17	85.0%	9.4
	8. TECHNICAL GUIDES FOR HORTICULTURAL AND POST-HARVEST OPERATIONS	4	44.4%	9.8	4	66.7%	9.0	1	16.7%	7.0	2	33.3%	6.0	2	50.0%	6.0	2	25.0%	10.0	14	70.0%	8.7
	9. TRAINING ON FOOD SAFETY AND HYGIENE	7	77.8%	9.7	5	83.3%	9.4	5	83.3%	7.8	4	66.7%	7.7	3	75.0%	7.7	3	37.5%	9.3	15	75.0%	9.7
	10. FIELD / STUDY VISITS	8	88.9%	8.6	5	83.3%	9.6	4	66.7%	8.3	6	100.0%	9.0	3	75.0%	9.0	5	62.5%	9.6	18	90.0%	9.3
	11. EXHIBITIONS	6	66.7%	8.7	6	100.0%	8.2	2	33.3%	9.5	5	83.3%	9.0	3	75.0%	9.0	4	50.0%	9.3	19	95.0%	9.1
	MEAN OVERALL RATE FOR FAS			8.6			7.7			7.7			7.2			8.5			7.9			8.5

TABLE C-5. DISTRIBUTION OF CB ASSOCIATIONS ENHANCE PERFORMANCE DISAGGREGATED BY GOVERNORATES

		GOVERNORATE															
		TOTAL		BENI SUEF		MINIA		ASSIUT		SOHAG		QENA		LUXOR		ASWAN	
		N	%	N	%	N	%	N	%	N	%	N	%	N	%	N	%
ENHANCED PERFORMANCE	YES	51	87.9%	8	88.9%	5	83.3%	6	100.0%	3	50.0%	4	100.0%	7	87.5%	18	94.7%
	NO	7	12.1%	1	11.1%	1	16.7%	0	0.0%	3	50.0%	0	0.0%	1	12.5%	1	5.3%
	TOTAL	58	100.0%	9	100.0%	6	100.0%	6	100.0%	6	100.0%	4	100.0%	8	100.0%	19	100.0%

FIGURE C-5. DISTRIBUTION OF CB ASSOCIATIONS ENHANCE PERFORMANCE DISAGGREGATED BY GOVERNORATES

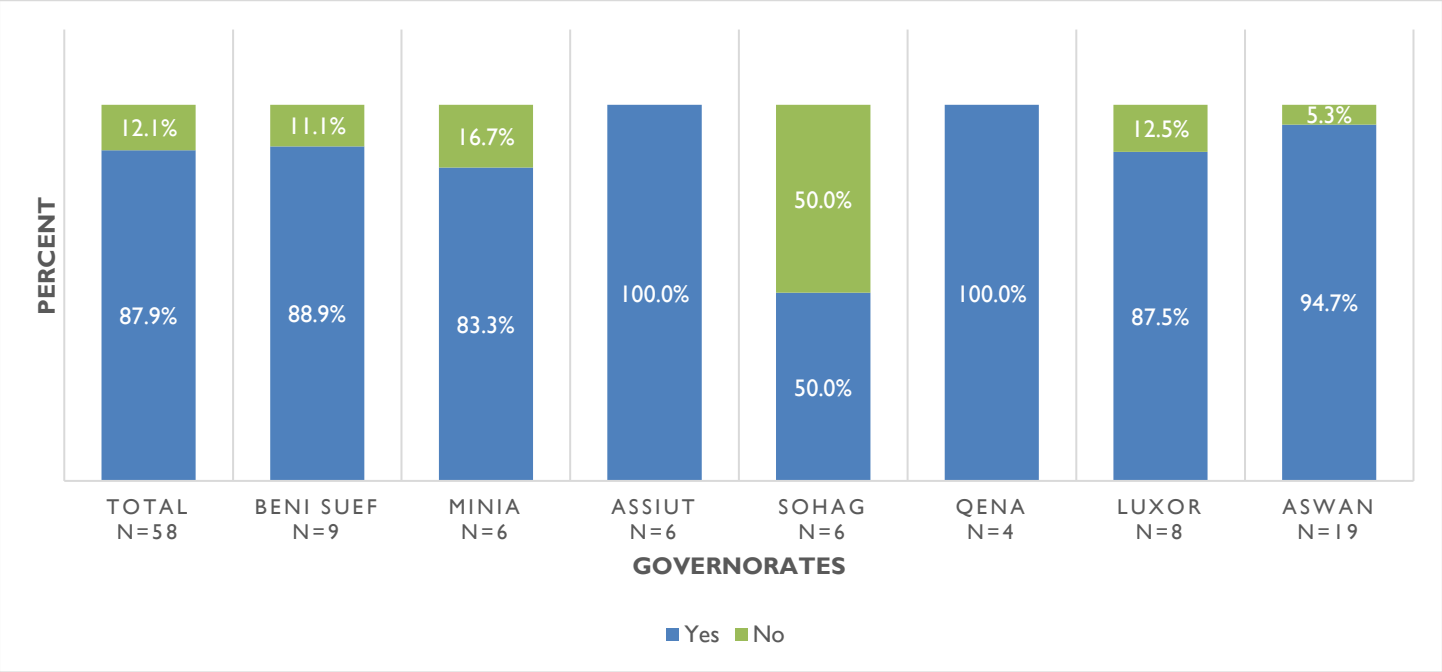


TABLE C-6. DISTRIBUTION OF CB ASSOCIATIONS DISAGGREGATED BY NUMBER OF MEMBERS, CONTRACTS, QUANTITY OF CROPS, AND VALUE PER CONTRACT BEFORE AND AFTER JOINING FAS

		BEFORE FAS		AFTER FAS	
		N	%	N	%
Number of Members	Missing	1	1.7%	2	3.4%
	No Member	2	3.4%	1	1.7%
	1 - 299 Member	27	45.8%	17	28.8%
	300+	29	49.2%	39	66.1%
	Mean*	540		613	
Number of Contracts	Missing	11	18.6%	8	13.6%
	No Contract	36	61.0%	18	30.5%
	1-49 Contracts	6	10.2%	22	37.3%
	50+	6	10.2%	11	18.6%
	Mean**	118		113	
Quantity of Crops	Missing	10	16.9%	9	15.3%
	0 Tons	30	50.8%	15	25.4%
	1-999 Tons	14	23.7%	27	45.8%
	1000+	5	8.5%	8	13.6%
Value per Contract	Missing	49	83.1%	32	54.2%
	<50,000 EGP	8	13.6%	14	23.7%

		BEFORE FAS		AFTER FAS	
		N	%	N	%
	50,000+	2	3.4%	13	22.0%

* Calculated mean is for the associations with at least ONE member

** Calculated mean is for the associations with at least ONE contract

TABLE C-7. DISTRIBUTION OF CB ASSOCIATIONS DISAGGREGATED BY THE CHANGE IN NUMBER OF MEMBERS, CONTRACTS, QUANTITY OF CROPS, AND VALUE PER CONTRACT BEFORE AND AFTER JOINING FAS

		Governorate															
		Total		Beni Suef		Minia		Assiut		Sohag		Qena		Luxor		Aswan	
		N	%	N	%	N	%	N	%	N	%	N	%	N	%	N	%
Number of Members Change	Increased	31	54.4%	7	77.8%	4	66.7%	4	66.7%	1	16.7%	4	100.0%	4	57.1%	7	36.8%
	Stable	21	36.8%	2	22.2%	2	33.3%	1	16.7%	3	50.0%	0	0.0%	1	14.3%	12	63.2%
	Decreased	5	8.8%	0	0.0%	0	0.0%	1	16.7%	2	33.3%	0	0.0%	2	28.6%	0	0.0%
Number of Contracts Change	Increased	24	52.2%	3	33.3%	2	50.0%	4	66.7%	1	33.3%	4	100.0%	1	50.0%	9	50.0%
	Stable	19	41.3%	6	66.7%	0	0.0%	2	33.3%	1	33.3%	0	0.0%	1	50.0%	9	50.0%
	Decreased	3	6.5%	0	0.0%	2	50.0%	0	0.0%	1	33.3%	0	0.0%	0	0.0%	0	0.0%
Quantity of Crops Change	Increased	30	61.2%	6	66.7%	2	50.0%	4	66.7%	2	40.0%	4	100.0%	1	50.0%	11	57.9%

	Stable	16	32.7%	3	33.3%	0	0.0%	2	33.3%	2	40.0%	0	0.0%	1	50.0%	8	42.1%
	Decreased	3	6.1%	0	0.0%	2	50.0%	0	0.0%	1	20.0%	0	0.0%	0	0.0%	0	0.0%
Value per Contract Change	**Increased**	5	62.5%	0	0.0%	0	0.0%	2	66.7%	0	0.0%	2	100.0%	0	0.0%	1	100.0%
	Decreased	3	37.5%	0	0.0%	0	0.0%	1	33.3%	1	100.0%	0	0.0%	1	100.0%	0	0.0%

TABLE C-8. DISTRIBUTION OF CB ASSOCIATIONS DISAGGREGATED BY THE CHANGE IN COST OF PRODUCTION, PRODUCTIVITY OF MEMBERS, AND CHANGE IN SALES RETURNS FOR EACH GOVERNORATE

		GOVERNORATE															
		TOTAL		BENI SUEF		MINIA		ASSIUT		SOHAG		QENA		LUXOR		ASWAN	
		N	%	N	%	N	%	N	%	N	%	N	%	N	%	N	%
CHANGE IN COST OF PRODUCTION	DECREASED	38	65.5%	4	44.4%	5	83.3%	4	66.7%	0	0.0%	4	100.0%	6	75.0%	15	78.9%
	INCREASED	14	24.1%	5	55.6%	0	0.0%	2	33.3%	5	83.3%	0	0.0%	0	0.0%	2	10.5%
	CONSTANT	6	10.3%	0	0.0%	1	16.7%	0	0.0%	1	16.7%	0	0.0%	2	25.0%	2	10.5%
	DON'T KNOW	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
CHANGE IN CROP PRODUCTIVITY	DECREASED	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
	INCREASED	53	91.4%	9	100.0%	5	83.3%	6	100.0%	3	50.0%	4	100.0%	7	87.5%	19	100.0%
	CONSTANT	5	8.6%	0	0.0%	1	16.7%	0	0.0%	3	50.0%	0	0.0%	1	12.5%	0	0.0%
	DON'T KNOW	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
CHANGE IN SALES RETURNS	DECREASED	5	8.6%	0	0.0%	0	0.0%	2	33.3%	2	33.3%	0	0.0%	0	0.0%	1	5.3%
	INCREASED	47	81.0%	9	100.0%	5	83.3%	2	33.3%	2	33.3%	4	100.0%	7	87.5%	18	94.7%

		GOVERNORATE															
		TOTAL		BENI SUEF		MINIA		ASSIUT		SOHAG		QENA		LUXOR		ASWAN	
		N	%	N	%	N	%	N	%	N	%	N	%	N	%	N	%
	CONSTANT	5	8.6%	0	0.0%	1	16.7%	2	33.3%	1	16.7%	0	0.0%	1	12.5%	0	0.0%
	DON'T KNOW	1	1.7%	0	0.0%	0	0.0%	0	0.0%	1	16.7%	0	0.0%	0	0.0%	0	0.0%

TABLE C-9. SUSTAINABILITY OF CB ASSOCIATIONS AND THE AVAILABLE RESOURCES

		TOTAL	
		N	%
The association maintained the same level of service provision	1	5	8.6%
	2	6	10.3%
	3	25	43.1%
	4	14	24.1%
	5	8	13.8%
	Mean	3.2	
	Total	58	100.0%
Available Resources	1. Trained labor	37	63.8%
	2. Financial resources	27	46.6%
	3. Assets (equipment, collection centers)	26	44.8%
	4. Guides and manuals	32	55.2%

		TOTAL	
		N	%
	5. An income-generating activity managed by the association	38	65.5%
	6. A network of relationships with merchants and exporters	28	48.3%
	7. Partnerships with the private sector	13	22.4%
	8. Partnerships with the government sector	9	15.5%
	/7. Partnerships / relationships with the private sector	15	25.9%
	8. Partnerships with the government sector (formal or informal)	21	36.2%
	9. Consolidating the relationship between the association and the farmers	37	63.8%
	10. The existence of databases provided by the project	41	70.7%
	11. There is no	5	8.6%
	Other (please specify)	3	5.2%

TABLE C-10. SUSTAINABILITY OF CB ASSOCIATIONS AND THE AVAILABLE RESOURCES DISAGGREGATED BY GOVERNORATES

		GOVERNORATE													
		BENI SUEF		MINIA		ASSIUT		SOHAG		QENA		LUXOR		ASWAN	
		N	%	N	%	N	%	N	%	N	%	N	%	N	%
The association maintained the same level of service provision	1	0	0.0%	0	0.0%	1	16.7%	1	16.7%	0	0.0%	1	12.5%	2	10.5%
	2	1	11.1%	0	0.0%	0	0.0%	2	33.3%	1	25.0%	0	0.0%	2	10.5%

		GOVERNORATE													
		BENI SUEF		MINIA		ASSIUT		SOHAG		QENA		LUXOR		ASWAN	
		N	%	N	%	N	%	N	%	N	%	N	%	N	%
	3	5	55.6%	1	16.7%	3	50.0%	0	0.0%	2	50.0%	4	50.0%	10	52.6%
	4	2	22.2%	4	66.7%	1	16.7%	1	16.7%	1	25.0%	2	25.0%	3	15.8%
	5	1	11.1%	1	16.7%	1	16.7%	2	33.3%	0	0.0%	1	12.5%	2	10.5%
	Mean	3.3		4.0		3.2		3.2		3.0		3.3		3.1	
	Total	9	100.0%	6	100.0%	6	100.0%	6	100.0%	4	100.0%	8	100.0%	19	100.0%
Available Resources	1. Trained labor	7	77.8%	6	100.0%	3	50.0%	2	33.3%	2	50.0%	4	50.0%	13	68.4%
	2. Financial resources	4	44.4%	6	100.0%	1	16.7%	2	33.3%	0	0.0%	3	37.5%	11	57.9%
	3. Assets (equipment, collection centers)	4	44.4%	5	83.3%	1	16.7%	1	16.7%	0	0.0%	3	37.5%	12	63.2%
	4. Guides and manuals	5	55.6%	6	100.0%	0	0.0%	2	33.3%	0	0.0%	4	50.0%	15	78.9%
	5. An income-generating activity managed by the association	6	66.7%	4	66.7%	5	83.3%	2	33.3%	3	75.0%	4	50.0%	14	73.7%
	6. A network of relationships with merchants and exporters	5	55.6%	6	100.0%	1	16.7%	3	50.0%	3	75.0%	4	50.0%	6	31.6%
	7. Partnerships with the private sector	3	33.3%	2	33.3%	0	0.0%	2	33.3%	1	25.0%	4	50.0%	1	5.3%
	8. Partnerships with the government sector	2	22.2%	1	16.7%	0	0.0%	2	33.3%	0	0.0%	4	50.0%	0	0.0%
	7. Partnerships / relationships with the private sector	3	33.3%	3	50.0%	0	0.0%	1	16.7%	0	0.0%	4	50.0%	4	21.1%

		GOVERNORATE													
		BENI SUEF		MINIA		ASSIUT		SOHAG		QENA		LUXOR		ASWAN	
		N	%	N	%	N	%	N	%	N	%	N	%	N	%
	8. Partnerships with the government sector (formal or informal)	2	22.2%	6	100.0%	0	0.0%	1	16.7%	0	0.0%	4	50.0%	8	42.1%
	9. Consolidating the relationship between the association and the farmers	8	88.9%	6	100.0%	1	16.7%	2	33.3%	0	0.0%	7	87.5%	13	68.4%
	10. The existence of databases provided by the project	7	77.8%	6	100.0%	1	16.7%	3	50.0%	3	75.0%	5	62.5%	16	84.2%
	11. There is no	0	0.0%	0	0.0%	1	16.7%	1	16.7%	0	0.0%	1	12.5%	2	10.5%
	Other (please specify)	0	0.0%	1	16.7%	1	16.7%	1	16.7%	0	0.0%	0	0.0%	0	0.0%

ANNEX 6: LIST OF REVIEWED DOCUMENTS

#	Document name
1	1.2 AID-263-A-15-00022_VEGA signed
2	1.12 Mod-01, Egypt FAS AID-263-A-14-0002 (fully executed) (1)
3	1.8 MOD 2
4	1.9 MOD 3
5	1.10 MOD 6
6	1.11 Mod 7-Signed
7	In-person Version_ Jan 2013 ASC_FINAL (Developing Private Sector Input Supply Systems)
8	2. End Market Report Apr 21-2016 - Value Chain & End Market Studies Volume I: End Market Study Main Report (Cairo, April 23, 2016)
9	3.1 FAS Egypt Value Chain Report Final (1) - Value Chain & End Market Studies - Volume II: Value Chain Study Main Report (Cairo, October 17, 2016)
10	1. FAS Egypt Value Chain Report Final - Value Chain & End Market Studies - Volume II: Value Chain Study Annexes (Cairo, October 17, 2016)
11	2.1 Egypt FAS FY2020 Q1 Report Oct-Dec19 -Manal comments - response
12	2.2 Egypt FAS FY19 Q1 Report_31Jan2019 (2) (1)
13	2.3 Egypt FAS FY2017 Q1 -Clean
14	2.4 Egypt FAS FY2017 Q2 Report with comments CNFA response and additional comments
15	2.5 Egypt FAS FY2017 Q3 Report - Revised - Clean
16	2.6 Egypt FAS FY2017 Q4 Report 10-31-17
17	2.7 Egypt FAS FY2018 Q1 Report MA comments to CNFA revised by CNFA (1)
18	2.8 Egypt FAS FY2018 Q2 Report MA
19	2.9 Egypt FAS FY2018 Q3 Report April-June FINAL
20	2.10 Egypt FAS FY2018 Q4 Report July-September_FINAL (3)-With manal comments
21	2.11 Egypt FAS FY2019 Q3 Report_April-June 2019_Final-with Manal comments_FAS response
22	2.12 Egypt FAS FY2019 Q4 Report July-September 2019_Final
23	2.13 Egypt FAS FY2020 Q2 Report January-March - with Responses
24	2.14 Egypt FAS FY2020 Q3 Report April-June – response to USAID comments
25	2.14 Egypt FAS Quarterly Report FY2019 Q2 January-March 2019
26	2.15 Egypt FAS FY2020 Q4 July-Sept_Final
27	2.15a Egyptian Pomegranate Farmers to Reap Benefits of National Food Standards Agency Certification
28	Innovation in Irrigation - Winrock Success Story (FAS)

29	PIRS No. 1 - Value of annual sales of farms and firms receiving USG assistance
30	PIRS No. 2 - Number of individuals participating in USG food security programs
31	PIRS No. 3 - Number of individuals in the agriculture system who have applied improved management practices or technologies with USG assistance
32	PIRS No. 4 - Number of farmers who have received USG supported short-term agricultural sector productivity training
33	PIRS No. 5 - Yield of targeted agricultural commodities among program participants with USG assistance
34	PIRS No. 6 - Number of hectares of land under improved technologies or management practices with USG assistance
35	PIRS No. 7 - Number of farmers receiving third-party certification as a result of FAS assistance
36	PIRS No. 8 - Value of new USG commitments & private sector investment leveraged by the USG
37	PIRS No. 9 - Number of contracts between smallholder farmers (or farmer groups) and market channels
38	PIRS No. 10 - Number of people trained in nutrition through USG-supported programs
39	3.4 FAS_Year_1_Work_Plan_Final_9-3-15 (1)
40	1.6 FAS Year 2 Workplan - 10.12.16
41	3. FAS only final DQA-pdf
42	4.1 Egypt FAS MEL Plan_Final-Oct 2
43	4.2 Egypt FAS Work Plan Year 5 - FINAL (5)
44	4.3 Egypt FAS Year 4 Work Plan MA CNFA response-1 (2)
45	4.4 VEGA-CNFA FAS Y3 Workplan Revised - Clean Version
46	4. ASU Egypt FAS CBA (Baseline Cost-Benefit Analysis)
47	FAS Grants Manual FINAL
48	FtF Egypt FAS Grants Process Map
49	In-person Version_ Jan 2013 ASC_FINAL
50	15. Egypt FAS- Cooperatives & Associations Institutional Capacity Assessment Report-Revised
51	5. Cooperatives & Assoc. Governance Assessment Report
52	FAS FY2020 Outcome Study (draft)
53	El Esraa Association signed grant agreement
54	El Shorouk Association for community development proposal to CNFA
55	Egypt Vision 2030
56	Gezeret Al Arab Company (Grantee) corresponds with FAS regarding the grant
57	Agricultural Community Development Association in Baiaho (Grantee) corresponds with FAS regarding the grant
58	Al-Firdaws for Agricultural Services (Grantee) corresponds with FAS regarding the grant

ANNEX 7: FAS DATA COLLECTION TOOLS (ARABIC AND ENGLISH)

QUANTITATIVE AND QUALITATIVE DATA COLLECTION TOOLS

Project Name	Egypt Food Security and Agribusiness Support
Implementer	Cultivating New Frontiers in Agriculture (CNFA)
Life of Project	July 2015 – November 2020 (including five month no cost extension
Evaluation Target Duration	July 2017 – November 2020
Active Geographic Regions	Upper Egypt – 7 Governorates
USAID Office	Economic Growth Office

LIST OF DATA COLLECTION TOOLS

FAS END-OF-TERM EVALUATION
QUANTITATIVE DATA COLLECTION TOOLS
T1 – FARMERS QUESTIONNAIRE

GOVERNORATE	DISTRICT		SERIAL NO.			

IMPLEMENTATION DATE:	ENUMERATOR NAME	REVIEWED BY:
The respondent filled in the questionnaire:	1. Yes	2. No

1 - BASIC DATA: (TO BE FILLED BY ENUMERATORS)

Please choose the correct response based on the location of implementation, and write the community name in the space below the table.

1A. GOVERNORATE:	1B. DISTRICT:	1A. GOVERNORATE:	1B. DISTRICT:	1A. GOVERNORATE:	1B. DISTRICT:
1. Beni Suef	1. Beni Suef	4. Sohag	13. Sohag	7. Aswan	24. Aswan
	2. Samosta		14. El Maragha		25. Kom Ombo
	3. El Wasta		15. Geheina		26. Nasr El Nouba
	4. Nasser		16. Tema		27. Daraw
2. Minia	5. Minia	5. Qena	17. Qena		
	6. Samalout		18. Qeft		
	7. Bani Mazar		19. Nage' Hammady		
	8. Maghagha		20. Naqada		
3. Assiut	9. Assiut	6. Luxor	21. Luxor		
	10. Abnoub		22. Armant		
	11. El Badary		23. Esna		
	12. Sahel Selim				

1C. Community: _____

1D. Association Name:	
1E. Type of Association:	1. Farmer's Association
	2. Agricultural Co-op
	3. Input Supplier – Private Sector
	4. Post-Harvest Service Center – Private Sector
1F. Category of Association:	1. CB Association
	2. Non-CB Association
	3. Grantee

INTRODUCTION:

This evaluation is being conducted by an independent evaluation team contracted by the USAID Mission in Egypt to conduct an end-of-term evaluation to the activities you participated in through USAID/Egypt Food Security and Agribusiness Support (FAS) project.

The findings of the evaluation will assist USAID in making informed decisions regarding the effectiveness of the identified technical assistance approaches adopted by the contractor in selected areas of interventions, the most effective/sustainable approaches regarding the promotion of agri-business in Upper Egypt in general and increasing the incomes of small farmers in particular; and the potential areas for future technical assistance based on the lessons learned from this project.

Your participation in this questionnaire is entirely voluntary, but it is important to the results of this study. we confirm that the results will be anonymized (no personally identifiable information) and shared with project stakeholders for the purpose of the evaluation only.

Thank you for your valuable contribution; the questionnaire should not take more than 25 minutes to complete.

Farmers Questionnaire

Farmers fill in the questionnaire this point forward

2 - DEMOGRAPHIC DATA:

Please write your name:

2A. Respondent's Name:

Please mention the year you joined the project, and the last season you received project services:

2B. Year joined the FAS project:	2C. Season joined the project (started receiving services):
1. _____	1. Season: _____ 2. Year: _____
2. Don't Know	2. Don't Know

2D. ID Number:													
2E. Mobile Number													
2F. Age:													

2G. Gender	1. Male
	2. Female

2H. are you the Head of Household?	1. Yes
	2. No
2J. Educational Level:	1. Illiterate
	2. Incomplete School Education
	3. Literacy Programs
	4. Primary Education
	5. Preparatory Education
	6. Secondary School
	7. Technical School

	8. University degree
	9. Post graduate degree
	Other, Specify:

3 - LAND HOLDING INFORMATION:

Please mark (√) to select options for 3A, select all that apply.

Then choose the question that applies to your case or both if you own and rent land).

3A. Land Holding (in the last season in which you participated in the project)	
1. I own land	2. I rent land
8. Don't know	

3B. Total Size of Owned Land:	3C. Total Size of Rented Land
1. ( ) Feddan	1. ( ) Feddan
2. ( ) Kirat	2. ( ) Kirat
3. ( ) Sahm	3. ( ) Sahm
8. Don't know	8. Don't know

4 - CROPS:

Please mark (√) all that apply:

4A. What crops do you currently grow in your land?	
Choices	
1. Onion	13. Basil
2. Garlic	14. Fennel
3. Tomatoes	15.Anise
4. Potatoes	16. Mint
5. Okra	17. Thyme
6. Green Beans	18. Marjoram
7. Sweet Potatoes	19. Cumin
8. Pomegranate	20. Wheat
9. Dates	21. Corn

4A. What crops do you currently grow in your land?	
Choices	
10. Grapes	22. Alfaalfa
11. Mangoes	23.Capsicum
12. Parsley	24. Coriander
Other, Specify:	
4B. Which of your crops were supported by the project's services in the last season?	
Choices	
1. Onion	10. Mangoes
2. Garlic	11.Parsley
3. Tomatoes	12. Basil
4. Potatoes	13. Fennel
5. Okra	14. Anise
6. Green Beans	15. Mint
7. Pomegranate	16. Thyme
8. Dates	17. Marjoram
9. Grapes	18. Cumin
Other, Specify:	

5 - PRODUCTION AND SALES:

Please fill in the sections below:

5A. What is the total area cultivated with the crops supported by the project in the last season?					
Crop 1			Crop 2		
Crop Name:			Crop Name:		
( ) Feddan	( ) Kirat	( ) Sahm	( ) Feddan	( ) Kirat	( ) Sahm
8. Don't know			8. Don't know		

5B. Did you grow this crop before joining the project?	
Crop 1	**Crop 2**
Crop Name:	Crop Name:
1. Yes	1. Yes
2. No *(go to 5E)*	2. No *(go to 5E)*
8. Don't know	8. Don't know

Please fill in the following section:

If the response to the previous question was (no), ignore the following table and move to table 5D.

5C. If the response to the previous question was (yes), what was the yield of your crops before participating in FAS per feddan/kirat/sahm?							
Crop Name:				Crop Name:			
	1. Ton	2. Kilo	3. Trap		1. Ton	2. Kilo	3. Trap
1. Feddan				1. Feddan			
2. Kirat				2. Kirat			
3. Sahm				3. Sahm			
8. Don't know				8. Don't know			

5D. What is the yield of your crops in the last season (after participating in FAS) per feddan/kirat/sahm?							
Crop Name:				Crop Name:			
	1. Ton	2. Kilogram	3. Trap		1. Ton	2. Kilogram	3. Trap
1. Feddan				1. Feddan			
2. Kirat				2. Kirat			
3. Sahm				3. Sahm			
8. Don't know				8. Don't know			

5E. Have you exported the mentioned crops in the last season you participated in FAS?		
1. Yes	2. No	8. Don't know
5F. Did you export the mentioned crops before participating in FAS?		
1. Yes	2. No	8. Don't know

FIRST – EXPORT DETAILS:

CROP 1	CROP 2
Crop Name:	Crop Name:
5G. What was the quantity you exported *before joining* the project?	
1. ( ) Tonnes	1. ( ) Tonnes
2. ( ) Kilograms	2. ( ) Kilograms
3. ( ) Traps	3. ( ) Traps
4. I didn't export this crop before the project	4. I didn't export this crop before the project
8. Don't know	8. Don't know
5H. What was the export price for your crop in Egyptian pounds *before joining* the project?	
1. ( ) EGP per Ton	1. ( ) EGP per Ton
2. ( ) EGP per Kilogram	2. ( ) EGP per Kilogram
3. ( ) EGP per Trap	3. ( ) EGP per Trap
4. I didn't export this crop before the project	4. I didn't export this crop before the project
8. Don't know	8. Don't know

5I. What was the quantity you exported of your crops in **the last season (after joining the project)**?	
1. ( ) Tonnes	1. ( ) Tonnes
2. ( ) Kilograms	2. ( ) Kilograms
3. ( ) Traps	3. ( ) Traps
4. I didn't export this crop before the project	4. I didn't export this crop before the project
8. Don't know	8. Don't know
5J. What was the export price for your crop in Egyptian pounds for the **last season (after joining the project)**?	

1. ( ) EGP per Ton	1. ( ) EGP per Ton
2. ( ) EGP per Kilogram	2. ( ) EGP per Kilogram
3. ( ) EGP per Trap	3. ( ) EGP per Trap
4. I didn't export this crop before the project	4. I didn't export this crop before the project
8. Don't know	8. Don't know

SECOND – LOCAL MARKET SALES:

CROP 1	CROP 2
Crop Name:	Crop Name:
5K. What was the sale price for your crop in the local markets in Egyptian pounds *before joining* the project?	
1. ( ) EGP per Ton	1. ( ) EGP per Ton
2. ( ) EGP per Kilogram	2. ( ) EGP per Kilogram
3. ( ) EGP per Trap	3. ( ) EGP per Trap
4. I didn't sell this crop in the local market before the project	4. I didn't sell this crop in the local market before the project
8. Don't know	8. Don't know
5L. What was the sale price for your crop in the local markets in Egyptian pounds for the last season (after joining the project)?	
1. ( ) EGP per Ton	1. ( ) EGP per Ton
2. ( ) EGP per Kilogram	2. ( ) EGP per Kilogram
3. ( ) EGP per Trap	3. ( ) EGP per Trap
4. I didn't export this crop before the project	4. I didn't export this crop before the project
8. Don't know	8. Don't know

6 - BUYERS, CONTRACTS AND REPEATED SALES (LAST SEASON):

Please fill in the table below with your responses focusing on the three largest buyers.

CROP 1	CROP 2
6A. What is the number of buyers for each of the crops in the last season?	
Crop Name:	Crop Name:
1. Number:	1. Number:
88. Don't know	88. Don't know

CHOICES	CROP 1 CROP NAME:			CROP 2 CROP NAME:		
	BUYER 1	BUYER 2	BUYER 3	BUYER 1	BUYER 2	BUYER 3
6B. Type of Buyer						
1. Association						
2. Broker						
3. Trader						
4. Exporter						
5. Processor						
8. Don't know						
Other, Specify:						
6C. Sales Method						
1. Direct Sales prior to harvest (Kelala)						
2. Farm Gate						
3. Barter Sale						
4. Local Market Sale						
5. Contractual arrangement						
6. Forward Contract						
8. Don't know						
Other, Specify						

6D. Did you sell to this buyer more than once?		
1. Yes	2. No *(go to 7A)*	8. Don't know *(go to 7A)*

CHOICES	CROP 1 CROP NAME:			CROP 2 CROP NAME:		
	BUYER 1	BUYER 2	BUYER 3	BUYER 1	BUYER 2	BUYER 3
6E. If yes, how many times did you sell to this buyer?						
1. Twice						
2. Three times						
3. More than three times						
8. Don't know						

7 - PRODUCTION COSTS:

Please fill in the cells below with your responses on production costs before and after participation in the project.

CHOICES	CHOICES			
	PRE FAS PARTICIPATION		POST FAS PARTICIPATION	
	CROP (1)	CROP (2)	CROP (1)	CROP (2)
7B. Total Production Cost in Egyptian Pounds per Unit (feddan, kirat, or Sahm) Please mark the suitable unit first, then write down the costs in the relevant cell in the same row.				
Crop Name				
1. Per feddan	EGP	EGP	EGP	EGP
2. Per Kirat	EGP	EGP	EGP	EGP
3. Per Sahm	EGP	EGP	EGP	EGP
8. Don't know				

8 - SUPPORT RECEIVED FROM ASSOCIATION/PROJECT:

This question is divided into three steps:

1. Mark (√) the services that you received from FAS in the first column

2. Rate the services you received by giving them a grade from 1 – 10, where is the lowest and 10 is the highest grade

3. Mark (√) the services that you believe will continue after the project ends.

8A. What services did you receive from the project/association? How satisfied are you with those services?			
Please mark (√) the services that you received from the project/the association in the list below		Rate your satisfaction with the services you received with a grade from 1 – 10	Mark (√) the services that you believe will continue after the project ens.
1. Inputs - Nutrients			
2. Inputs – Seeds/Seedlings			
3. Inputs – Fertilizers			
4. Inputs - Pesticides			
5. Technical assistance/extension visits – on farm			
6. Technical assistance – ICT			
7. Training – Farming Practices			
8. Training – Marketing			
9. Production Support – Machination			
10. Production Support – Irrigation Techniques			
11. Production Support – Access to Finance			
12. Harvest Support			
13. Post-harvest support – Grading			
14. Post- Harvest support – sorting			
15. Post-Harvest support – packaging			
16. Tools/technology			
17. Transporting to market points			
18. Access to cold transportation			
19. Sales and Marketing – Direct purchase			
20. Sales and Marketing – Facilitating forward contracting			
21. Support for Certification			
22. Did not receive services			
88. Don't know			
Other, specify:			

8B. Has the performance level of the association changed over the past three years?		
1. Yes	2. No *(go to 8D)*	8. Don't know *(go to 8D)*

8C. If yes, how? What changed? Please mark all that apply.	1. Responsiveness to Needs
	2. Availability of support
	3. Quality of services
	4. Establishing linkages between buyers and suppliers
	5. Facilitating marketing processes
	Other, Specify:

8D. How do you rate the association's overall performance in service provision? Please give it a grade from 1 to 10 (10 is highest).	
1. Grade	88. Don't know

8E. First, how have the services you received from FAS benefited you? Second, which of services contributed to those benefits you gained.

First: Mark (√) the benefits that you gained from FAS		Second: Mark (√) the services that contributed to gaining the benefits you marked in the last column											
		Inputs	Training	Technical Assistance	Production and Machination Support	Harvest Support	Post-harvest Support	Tools and Technologies	Market Transport	Certification Support	Marketing Support	Sales and Marketing	Contracts
FAS Benefits	(√)	FAS services that contributed to your gaining benefits (√)											
1. Increased yield													
2. Improved quality of production													
3. Reduced use of chemicals and pesticides													
4. Reduced cost of inputs													
5. Higher quality of inputs													
6. Accelerated production processes													
7. Reduced harvest loss													
8. Increased connection to markets													

First: Mark (√) the benefits that you gained from FAS		Second: Mark (√) the services that contributed to gaining the benefits you marked in the last column											
		Inputs	Training	Technical Assistance	Production and Machination Support	Harvest Support	Post-harvest Support	Tools and Technologies	Market Transport	Certification Support	Marketing Support	Sales and Marketing	Contracts
9. Better prices for harvest													
10. Ability to export													
11. No benefits gained													
Other, specify:													

9 – INNOVATIVE TOOLS AND TECHNOLOGIES:

9A. What type of innovative tools and technologies did you receive from the project? How satisfied are you with them?											
Please mark (√) the tools and technologies that you received in the list below::		Please rate your satisfaction with the received tools and technologies with a grade from 1 – 10.									
Responses	(√)	1	2	3	4	5	6	7	8	9	10
1. Date palm pollination device:											
2. pH, EC meter devices											
3. Red palm weevil device											
4. Colorimetric insect sticker traps											
5. Land levelling											
6. Onion artificial curing											
7. Use of micro-elements to increase plant resistance to fungal infection											
8. Safe use of pesticides											
9. Improved water-use efficiency											
Other, Specify:											

تقييم نهائي لمشروع فاس

أدوات جمع البيانات الكمية

أداة (T1) استمارة المزارعين

المحافظة	المركز		الرقم المسلسل			

تاريخ تنفيذ الاستمارة	منفذ الاستمارة	المراجع
قام المزارع بملء الاستمارة بنفسه:	نعم	.2

1 - البيانات الأولية (يتم ملؤها من جامع البيانات)

برجاء اختيار الإجابة الصحيحة حسب المكان التنفيذي وذلك بسؤال المجتمع

1أ. المحافظة	1ب. المركز	1أ. المحافظة	1ب. المركز	1أ. المحافظة	1ب. المركز
1. بني سويف	1. بني سويف	4. سوهاج	13. سوهاج	7. أسوان	24. أسوان
	2. سمسطا		14. المراغة		25. كوم امبو
	3. الواسطى		15. جهينة		26. نصر النوبة
	4. ناصر		16. طما		27. دراو
2. المنيا	5. المنيا	5. قنا	17. قنا		
	6. سمالوط		18. قفط		
	7. بني مزار		19. نجع حمادي		
	8. مغاغة		20. نقادة		
3. أسيوط	9. أسيوط	6. الأقصر	21. الأقصر		
	10. أبنوب		22. أرمنت		
	11. البداري		23. إسنا		
	12. ساحل سليم				

1ج. القرية: ______________________

1د. اسم الجهة المقابلة وعنوانها ورقم التليفون:

1هـ. نوع الجهة:	1. جمعية أهلية للمزارعين
	2. جمعية تعاونية زراعية
	3. موردي مستلزمات زراعية – قطاع خاص
	4. مركز خدمات ما بعد الحصاد – قطاع خاص

1و. فئة الجهة:	1. جمعية تلقت خدمة بناء القدرات
	2. جمعية لم تتلق خدمة بناء القدرات
	3. جهة تلقت منحة

مقدمة:

هذا التقييم يتم من قبل فريق مستقل تعاقدت معه الوكالة الأمريكية للتنمية الدولية في مصر لإجراء تقييم نهائي لأداء مشروع دعم الأمن الغذائي والأعمال الزراعية (فاس).

إن نتائج هذا التقييم ستساعد الوكالة الأمريكية للتنمية الدولية في مصر على اتخاذ قرارات مفيدة لتحسين فاعلية أساليب الدعم الفني المقدمة من الجهة المنفذة، وتحديد أكثر الأساليب استدامة وفعالية للترويج للأعمال الزراعية في صعيد مصر بشكل عام، وزيادة دخل المزارعين من أصحاب الحيازات الصغيرة بشكل خاص، إضافة إلى رصد الدروس المستفادة من تنفيذ مشروع (FAS) لتحديد نطاق المساعدة والتدخل في المشروعات المستقبلية المماثلة.

ونؤكد أن مشاركتك معنا اليوم هي عملية تطوعية تمامًا ولكنها هامة للغاية لإنجاز هذه الدراسة. علمًا بأنه سيتم مشاركة النتائج مع الهيئات والجهات المرتبطة بالمشروع مع الحفاظ بسرية البيانات الشخصية للمشاركين في التقييم.

ونحن نشكركم مقدمًا على مساهمتكم معنا بملء هذا النموذج، علمًا بأنه لن يستغرق أكثر من 25 دقيقة لتكملته.

استمارة المزارعين

يقوم المزارعين بالإجابة على الاستمارة بدءًا من هذا الجزء

2 البيانات الديموجرافية:

برجاء كتابة :

2أ. اسم المشارك:

اذكر سنة ا المشروع وآخر موسم حصلت فيه على خدمات من المشروع:

2ب. في أي سنة اشتركت مع المشروع منذ بدايته 2015 – 2020؟	2ج. ما هو آخر موسم حصلت فيه على خدمة من المشروع؟
1. ______	1. الموسم: ______________ 2. السنة: ______________
2. اعرف	2. أعرف

البيانات في الجزء التالي:

2د. رقم بطاقة الرقم القومي (14 رقم):													

2هـ. رقم التليفون:										

2و. العمر:

ضع ع ة (√) على ختيار المناسب في كل التالية:

2ز. النوع:	1. ذكر 2. أنثى

2ح. هل أنت المسؤول الرئيسي عن دخل ا رة؟	1. نعم

	.2
	.8 اعرف

2ط. المستوى التعليمي:	1. أمي
	2 ترك الدراسة
	3. يقرأ ويكتب من غير حصوله على برنامج محو أمية
	4 تعليم ابتدائي
	5 تعليم إعدادي
	6 تعليم ثانوي عام
	7 تعليم فني تجاري
	8. حصل على درجة جامعية
	9. حصل على دراسات عليا
	أخرى تذكر:

3 حيازة الأراضي:

ضع علامة (√) أمام الاختيار الذي ينطبق على كل سؤال من الأسئلة ابتداءً من الرقم 3 أ.

تنطبق الأسئلة التالية فقط على المستجيبين الذين يمتلكون (3ب أو 3ج، أو كلاهما) معاً في حالة امتلاكهم أرض وتأجيرهم أرض أخرى في ذات الوقت.

3أ. الحيازة (في آخر موسم اشتركت فيه مع المشروع):	
1. امتلك أرض	2. أؤجر أرض
.8 اعرف	

3ب. المساحة الكلية المملوكة:		3ب. المساحة الكلية المستأجرة:
1. ( ) فدان		1. ( ) فدان

2. ( ) قيراط	2. ( ) قيراط
3. ( ) سهم	3. ( ) سهم
8. لا أعرف	8. لا أعرف

4. المحاصيل:

ضع علامة (√) على كل المحاصيل التي تزرعها (اختيارات متعددة).

4أ. أي المحاصيل التي تقوم بزراعتها حاليًا:	
الخيارات	
1بصل	13ريحان
2ثوم	14.مشمش
3. طماطم	15ينسون
4بطاطس	16.نعناع
5بامية	17. زعتر
6فلفل أخضر	18برقوق
7بطاطا	19.كمون
8. رمان	20 قمح
9بلح	21. ذرة
10. عنب	22برسيم
11. مانجو	23فلفل
12بقدونس	24كزبرة
أخرى تذكر:	

4ب. اي محاصيل غطاها المشروع بالمساعدة الفنية (في آخر موسم اشتركت فيه مع المشروع؟)	
الاختيارات	
1. بصل	10. مانجو
2. ثوم	11. بقدونس
3. طماطم	12. ريحان
4. بطاطس	13. شمر
5. بامية	14. ينسون
6. فاصوليا خضراء	15. نعناع
7. رمان	16. زعتر
8. بلح	17. بردقوش
9. عنب	18. كمون
أخرى تذكر:	

5 – اجمالي المبيعات:

البيانات في الجداول التالي:

5أ. ما هي المساحة المزروعة في آخر موسم بالمحاصيل التي دعمها المشروع؟					
محصول 1			محصول 2		
اسم المحصول:			اسم المحصول:		
فدان ( )	قيراط ( )	سهم ( )	فدان ( )	قيراط ( )	سهم ( )
8. اعرف			8. اعرف		

5ب. لكل تستزرع هذا المحصول قبل المشروع؟	
محصول 1	محصول 2
اسم المحصول:	اسم المحصول:
1. نعم	1. نعم
2. (الذهاب إلى 5 هـ)	2. (الذهاب إلى 5 هـ)
8. اعرف (الذهاب إلى 5 هـ)	8. اعرف (الذهاب إلى 5 هـ)

برجاء ملء البيانات التالية:

(إذا كانت بقب برجاء إهمال الجدول التالي وا قال إلى الجدول 5د)

5ج. إذا كانت جابة على السؤال السابق نعم، ماذا كانت إنتاجية المحصول قبل انضمام المشروع غاس (الفدان / القيراط / السهم الواحد؟

محصول 1:	1. طن	2. كيلو	3. اردب	محصول 2:	1. طن	2. كيلو	3. اردب
1فدان				1فدان			
2 قيراط				2 قيراط			
3.سهم				3.سهم			
8. اعرف				8. اعرف			

5د. ما هي إنتاجية المحصول في آخر موسم بعد انضمام المشروع غاس (الفدان / القيراط / السهم الواحد؟

محصول 1:	1. طن	2. كيلو	3. اردب	محصول 2:	1. طن	2. كيلو	3. اردب
1فدان				1فدان			
2 قيراط				2 قيراط			

			3.مس م				3.مس م
8. اعرف				8. اعرف			

5هـ. هل قمت بتصريح المحصول لكونك في آخر موسم زراعي قبل المشروع؟		
8. اعرف	2.	1.نعم
5و. هل كنت تتفق وتبيع بتصريح المحصول قبل الطوبة قبل انضمامك للمشروع؟		
8. اعرف	2.	1.نعم

أو ً لتصدير:

محصول 2	محصول 1
اسم المحصول:	اسم المحصول:
5ز. ماذا كانت الكمية المصدرة قبل انضمامك للمشروع؟	
1. ( ) طن	1. ( ) طن
2. ( ) كيلو	2. ( ) كيلو
3. ( ) أردب	3. ( ) أردب
4. لم أصدر هذا المحصول قبل المشروع	4. لم أصدر هذا المحصول قبل المشروع
8. اعرف	8. اعرف
5ح. ماذا كان سعر التصدير بالجنيه للمصدر قبل انضمامك للمشروع؟	
1. ( ) جنيه للطن	1. ( ) جنيه للطن
2. ( ) جنيه للكيلو	2. ( ) جنيه للكيلو
3. ( ) جنيه / ردب	3. ( ) جنيه / ردب
4. لم أصدر هذا المحصول قبل المشروع	4. لم أصدر هذا المحصول قبل المشروع

8. اعرف	8. اعرف
5ط. ما هي الكمية المصدرة حاليًا في آخر موسم زراعة (بعد انضمام المشروع)؟	
1. ( ) طن	1. ( ) طن
2. ( ) كيلو	2. ( ) كيلو
3. ( ) أردب	3. ( ) أردب
4. لا أصدر هذا المحصول حاليًا	4. لا أصدر هذا المحصول حاليًا
8. لا اعرف	8. لا اعرف
5ي. ما هو سعر التصدير للمصري بالجنيه حاليًا في آخر موسم زراعة (بعد انضمام المشروع)؟	
1. ( ) جنيه للطن	1. ( ) جنيه للطن
2. ( ) جنيه للكيلو	2. ( ) جنيه للكيلو
3. ( ) جنيه أردب	3. ( ) جنيه أردب
4. لا أصدر هذا المحصول حاليًا	4. لا أصدر هذا المحصول حاليًا
8. لا اعرف	8. لا اعرف

ثانيًا – الأسواق المحلية:

محصول 1	محصول 2
اسم المحصول:	اسم المحصول:
5ك. ماذا كان سعر البيع في الأسواق المحلية بالجنيه المصري قبل انضمام المشروع؟	
1. ( ) جنيه للطن	1. ( ) جنيه للطن
2. ( ) جنيه للكيلو	2. ( ) جنيه للكيلو
3. ( ) جنيه أردب	3. ( ) جنيه أردب
4. لم أبع هذا المحصول في الأسواق المحلية قبل المشروع	4. لم أبع هذا المحصول في الأسواق المحلية قبل المشروع
8. لا اعرف	8. لا اعرف
5ل. ما هو سعر البيع في الأسواق المحلية بالجنيه المصري حاليًا بعد انضمام المشروع؟	

1. ( ) جنيه للطن	1. ( ) جنيه للطن
2. ( ) جنيه للكيلو	2. ( ) جنيه للكيلو
3. ( ) جنيه ردب	3. ( ) جنيه ردب
4. لم يبع هذا المحصول في السوق المحلي حاليًا	4. لم يبع هذا المحصول في السوق المحلي حاليًا
8. اعرف	8. اعرف

6 - المشترون للعقود، المبيعات المتكررة: (الموسم السابق)

محصول 1	محصول 2
6أ. ما هو عدد المشترين لكلٍ من المحصولين في الموسم السابق؟	
اسم المحصول:	اسم المحصول:
1. العدد:	2. العدد:
88. اعرف	88. اعرف

برجاء ملء الجدول التالي المرتكز على أعلى ثلاثة مشترين في   الية:

الخيارات	محصول 1 اسم المحصول:			محصول 2 اسم المحصول:		
	مشتري 1	مشتري 2	مشتري 3	مشتري 1	مشتري 2	مشتري 3
6ب. نوع المشتري						
1. الجمعية						
2. وسيط						
3. تاجر						
4. مُصدِّر						
5. مُصنِّع						
8. اعرف						

الخيارات	محصول 1 اسم المحصول:			محصول 2 اسم المحصول:		
	مشتري 1	مشتري 2	مشتري 3	مشتري 1	مشتري 2	مشتري 3
أخرى تذكر:						
6ج. طريقة البيع						
1.بيع قبل الحصاد (لة)						
2. راس الغيط						
3.بيع على الموقع						
4.بيع في السوق المحلي						
5.بيع على التعاقد						
6.بيع على التعاقد جل						
8. اعرف						
أخرى تذكر:						

6د. هل قمت بالبيع على نفس المشتري أكثر من مرة؟		
1.نعم	2. (انتقل الى 7أ)	8. اعرف (انتقل الى 7أ)

الإجابات	محصول 1			محصول 2		
	مشتري 1	مشتري 2	مشتري 3	مشتري 1	مشتري 2	مشتري 3
6و. إذا كانت الإجابة بنعم، كم مرة قمت بالتعامل مع نفس المشتري؟						
1. مرتين						
2. ثلاث مرات						
3. أكثر من ثلاث مرات						
8. اعرف						

7 تكلفة ا اج:

برجاء ملء قسم التالي بإجابتك حول تكاليف تاج قبل بدء المشروع.

ا خيارات	ا خيارات			
	قبل المشروع		حاليًا	
	محصول 1	محصول 2	محصول 1	محصول 2
7أ. إجمالي تكلفة تاج (الفدان أو القيراط أو الموسم) بالجنيه المصري برجاء وضع ع مة على الوحدة المناسبة أو ثم اكتب التكلفة في الخانات خرى بنفس الصف				
اسم المحصول				
1. الفدان الواحد	جنيه	جنيه	جنيه	جنيه
2. القيراط الواحد	جنيه	جنيه	جنيه	جنيه
3. الموسم الواحد	جنيه	جنيه	جنيه	جنيه
8. ا اعرف				

8. لدعمالمقدم من لجمعية /المشروع:

هذاالسؤالمقسمإلىثلاثة خطوات:

1- ضع ع في العامود لمخصص بجانب الخدمات التي تلقيتها
2- تقييم الخدمات التي تلقيتها بإعطاءها درجة من 1 – 10 علماً بأن 1 هو قل درجة و 10 هو على درجة
3- ضع ع ة على الخدمات التي تعتقد ان ه استمر بعد نهاية لمشروع

8أ. ما هى لمساعدات التي قدمتها لكم لجمعية/ لمشروع، وما هى درجة رضاكم عن هذه لمساعدات؟			
اختر الخدمات التي تلقيتها من لجمعية أو من فاس لقائمة التالية بوضع مة (√) أمام كل خدمة حصلت عليها		عط درجة من 10 لتقييم مدى رضاك عن كل خدمة حصلت عليها	ضع مة على الخدمات التي تعتقد بأنها ستستمر في تقديمها بعد انتهاء المشروع
1. ل ت لزراعية - لعناصر لغذائية			
2. ل ت لزراعية - لبذور /لش ت			
3. ل ت لزراعية – ا مدة			
4. ل ت لزراعية – لمبيدات			
5. لمساعدة لفنية / لزيارات رشادية داخل لحقل			
6. لمساعدة لفنية - تكنلوجيا لمعلومات و تص ت			
7. لتدريب - فضل لممارسات لزراعية			
8. لتدريب - لتسويق			
9. دعم نتاج – لميكنة			
10. دعم نتاج - تقنيات لري			
11. دعم نتاج - لوصول لى لتمويل			
12. دعم عمليات لحصاد			
13. دعم عمليات ما بعد لحصاد - لتدريج			
14. دعم ما بعد لحصاد - لفرز			
15. دعم ما بعد لحصاد - لتعبئة ولتغليف			
16. ا دوات / لتكنلوجيا لمتطورة			
17. لنقل لى ا واق			
18. تاحة وسائل لنقل لبارد			
19. لبيع ا لتسويق - لشراء لمباشر			

8أ. ما هي المساعدات التي تلقيتها كمجتمع/ المشروع، وما هي درجة رضاكم عن هذه المساعدات؟				
اختر الخدمات التي تلقيتها من المجتمع أو من السلطة المحلية، ضع علامة (√) أمام كل خدمة حصلت عليها		من 10 اعط درجة مدى رضاك عن كل خدمة حصلت عليها	ضع علامة على الخدمات التي تعتقد أنها استمرت في التقديم بعد انتهاء المشروع	
20. الحصول على سبل العيش تعزيز قدرات الشباب				
21. الحصول على المساعدات العينية أو شهادات جودة				
22. لم تتلق أي خدمات				
88. لا اعرف				
أخرى تذكر:				

8ب. هل تحسن مستوى خدمات المجتمع في السنوات ال ؟		
1. نعم	2. (انتقل الى 8 د)	8. لا اعرف (انتقل الى 8 د)

8ج. ما الذي تحسن في أداء المجتمع؟ ضع علامة على كل ما ينطبق	
	1. بة الاحتياجات
	2. توفر المعلم
	3. جودة الخدمات
	4. الربط بين المشترين والموردين
	5. تيسير الوصول على السيولة والتسويق
	أخرى تذكر:

8د. كيف تقيم أداء المجتمع بشكل عام؟ اعط درجة من 1 – 10 علماً بأن 1 هو درجة و10 هو أعلى درجة؟	
1. الدرجة:	88. لا اعرف

8 هـ. أو في أي صورة عادت عليك الفائدة من خدمات مشروع فاس؟ وثانيا: أي من تلك الخدمات استفدتم منها في تلك الفائدة/الفوائد

أولا: ضع √ أمام كل من الفوائد المذكورة بالقائمة التالية، التي عادت عليك من مشروع فاس		ثانيا: ضع √ (تحت اختيار الخدمة / الخدمات التي ساهم بها مشروع فاس وعادت عليك بالفائدة من جزء أو										
		المدخلات الزراعية	التدريب	المساعدة الفنية	دعم عمليات الإنتاج والمعالجة	دعم عمليات الحصاد	دعم عمليات ما بعد الحصاد	المعدات والآلات والمعدات	دعم الحصول على الشهادات	دعم التسويق	المجموعات والتسويق	التعاقدات
فوائد مشروع فاس	(√)؟	الخدمة التي ساهمت في الفائدة العائدة عليكم من مشروع فاس (√)؟										
1. زيادة الإنتاجية												
2. تحسين جودة الإنتاجية												
3. التقليل من استخدام الكيماويات والمبيدات												
4. انخفاض تكلفة ال ت												
5. استخدام ت ذات جودة أعلى												
6. تحسين عمليات إنتاج												
7. تقليل الفاقد في المحصول												

أو ضع علامة √ أمام كل من الفوائد المذكورة بالقائمة التالية، التي عادت عليك من مشروع فاس		ثم ضع علامة √ (اختيار الخدمة / الخدمات التي ساهمت بها مشروع فاس وعادت عليك بالفائدة من بين الجزء أو										
		المدخلات الزراعية	التدريب	المساعدة الفنية	دعم عمليات الإنتاج والمعالجة	دعم عمليات الحصاد	دعم عمليات ما بعد الحصاد	المعدات والتكنولوجيا	دعم الحصول على الشهادات	دعم التسويق	المبيعات والتسويق	التعاقدات
فوائد مشروع فاس	(√؟)	الخدمة التي ساهمت في الفائدة العائدة عليكم من مشروع فاس (√؟)										
8. زيادة الاتصال بالأسواق												
9. الوصول لأفضل أسعار المحصول												
10. إتاحة الفرصة للتصدير												
11. يوجد فوائد												
أخرى تذكر:												

9 – أ دوات التقنيات الحديثة:

9أ. ما هي الأدوات والمعدات التكنولوجية الحديثة التي قدمها لك الجمعية / المشروع؟ وما درجة رضاك عن تلك المعدات والأدوات؟		
اختر الأدوات والمعدات التكنولوجية الحديثة التي تلقيتها من القائمة التالية بوضع علامة (√) أمام كل ما حصلت عليه،		ثم اعط درجة من 10 لتقييم مدى رضاك عن كل مما حصلت عليه
الأدوات والمعدات التي تلقيتها من الجمعية أو من فاس	(√؟)	الدرجة (1 - 10؟)
1. أجهزة قياس الكربون/النيتروجين/نسبة الملوحة للماء		

9أ. ما هي دوات والمعدات التكنولوجية الحديثة التي قدمتها لك الجمعية / المشروع؟ وما درجة رضاك عن تلك المعدات و دوات؟		
اختر ا دوات والمعدات التكنولوجية الحديثة التي تلقيتها من القائمة التالية بوضع عة)√(أمام كل ما حصلت عليه،		ثم اعط درجة من 10 لتقييم مدى رضاك عن كل مما حصلت عليه
دوات والمعدات التي تلقيتها من الجمعية أو منفاس	)√(؟	الدرجة)1 - 10(؟
2. ج وا سوسة النخيل الحمراء		
3. المصائد ا صرقة الملونة للحشرات		
4. بتسوية رض		
5. التجفيف ا صطناعي للبصل		
6. استخدام العنصر الدقيق لزيادة مقاومة النباتات للفطريات		
7. ا تخدام من المبيدات		
8. تحسين كفاءة استخدام المياه		
9. يوجد		
أخرى تذكر:		

ختام:

في نهاية ستمارة، نشكركم على مشاركتكم معنا في تقييم مشروع فاس ونؤكد على أهمية آرائكم في تصميم المشروع المستقبلية المماثلة.

FAS END-OF-TERM EVALUATION
QUANTITATIVE DATA COLLECTION TOOLS
T2 – ASSOCIATIONS (ONLINE QUESTIONNAIRE)

This evaluation is being conducted by an independent evaluation team contracted by the USAID Mission in Egypt to conduct an end-of-term evaluation to the activities you participated in through USAID/Egypt Food Security and Agribusiness Support (FAS) project.

The findings of the evaluation will assist USAID in making informed decisions regarding the effectiveness of the identified technical assistance approaches adopted by the contractor in selected areas of interventions, the most effective/sustainable approaches regarding the promotion of agri-business in Upper Egypt in general and increasing the incomes of small farmers in particular; and the potential areas for future technical assistance based on the lessons learned from this project.

Your participation in this questionnaire is entirely voluntary, but it is important to the results of this study. we confirm that the results will be anonymized (no personally identifiable information) and shared with project stakeholders for the purpose of the evaluation only.

Thank you for your valuable contribution; the questionnaire should not take more than 25 minutes to complete.

1. BASIC DATA:

Enumerator Name	Data Clerk Name	Date of Implementation

Association Name	

1A. Governorate	
1B. District	
1C. Respondent Name:	
1D. Respondent Position:	
1E. Respondent Phone Number:	
1F. When did the association join FAS project?	Year:
1. Number of total farmer members	

11. What are the crops served through the Association?	
1. Onion	10. Parsley
2. Tomato	11.Basil
3. Potatoes	12. Fennel

11. What are the crops served through the Association?	
4. Garlic	13. Anise
5. Okra	14. Peppermint
6. Green Beans	15. Thyme
7. Pomegranate	16. Marjoram
8. Date Palm	17. Cumin
9. Grapes	18. Mangos
Other, specify:	

2. SERVICES:

2A. What type of institutional support did you receive from FAS? How satisfied are you with the received support?

SERVICE	DID YOU RECEIVE THIS SERVICE? YES/ NO	PLEASE RATE THE SUPPORT YOU RECEIVED BY GIVING IT A GRADE FROM 1 – 10
1. Results Based Management		
2. Financial Management		
3. Good Governance		
4. Grant Proposal Development Workshop		
88. Don't know		
Other, Specify:		

2B. What type of services did the association receive from FAS to address the needs of the farmers? How satisfied are you with the received support?

SERVICE	DID YOU RECEIVE THIS SERVICE? YES/ NO	PLEASE RATE THE SUPPORT YOU RECEIVED BY GIVING IT A GRADE FROM 1 – 10
1. Marketing Management		
2. Linkage and Networking with Business Community		
3. Start-ups and Newly Established Egyptian Horticultural Exporters' Capacity Building		
4. Management and Operation Systems Upgrading		
5. Using PH, EC Meter Devices		

SERVICE	DID YOU RECEIVE THIS SERVICE? YES/ NO	PLEASE RATE THE SUPPORT YOU RECEIVED BY GIVING IT A GRADE FROM 1 – 10
6. Soil & Water Analyses, and Linkage Associations with High-tech Lab		
7. Strengthening the Technical Skills of Local Agronomists		
8. Awareness Workshops with National Food Safety Authority NFSA		
9. Business Plan Model		
10. Fostering Innovation Across the Agribusiness Value Chain		
11. Coding and Equipping Post-harvest Centres and Collection Centres by Quality Control Tools		
12. Support Contract Production Inputs for Small Farmers		
13. Crop Collection Centre		
14. Computer and Projector		
15. Database for Recording Farmer Details		
88. Don't Know		
Other, Specify:		

2C. What type of community awareness services did the association receive from FAS to serve the farmers? How satisfied are you with the received support?

SERVICE	DID YOU RECEIVE THIS SERVICE? YES/ NO	PLEASE RATE THE SUPPORT YOU RECEIVED BY GIVING IT A GRADE FROM 1 – 10
1. Marketing Material for the Association (posters/ food safety instructions)		
2. Producing a Documentary		
3. Web Based Capacity Building Platform in Horticulture Value Chain		
4. Training of Trainers		
5. Safe Use Pesticide Posters		
6. Technical Bulletin, Fliers and Posters on Best Agricultural Practices and Safe Use		
7. Crops Guidelines Book		
8. Horticultural Production and Post-harvesting Operations Technical Guides		
9. Food Safety and Hygiene Training		
10. Study Tours / Trips		

SERVICE	DID YOU RECEIVE THIS SERVICE? YES/ NO	PLEASE RATE THE SUPPORT YOU RECEIVED BY GIVING IT A GRADE FROM 1 – 10
11. Fairs		
88. Don't Know		
Others, Specify:		

2D. How would you rate your *overall* satisfaction from the received services? Please rate your satisfaction by giving the capacity building services a grade from 1 to 10 (10 is highest).
Grade:

3. ASSOCIATION PERFORMANCE:

3A. Has the performance level of the association improved as a result of the received support from FAS?	
1. Yes	2. No

3B. If yes, please indicate how has your firm performance changed in the following areas?

(Researcher to identify if the contracts were facilitated through the association or through FAS directly. In case of no contracts, go to 3C)

Item	Pre-FAS Participation	Post-FAS Participation
Number of smallholder farmers		
Number of contracts facilitated through the project or the association		
Value of traded crops in Egyptian Pounds		
Volume of traded crops (In tons)		

3C. Concerning Farmers, what are the developments that you observed after joining FAS in the following aspects? Please mark (√) to select options

Item	Change			
	Increased	Decreased	Stable	Don't Know
Cost of Production Inputs				
Crop Yield				
Sales Revenue				

Reasons for Increased Production Costs:
Reasons for Decreased Crop Yield:
Reasons for Decreased Sales Revenues:

4. SUSTAINABILITY:

4A. To what extent do you expect the association to sustain the same level of service provision after the project's end?

Scale 1 – 5 as described. Please mark (√) to select the suitable response.

(1) No Chance to be Sustainable	
(2) Little Chance to be Sustainable	
(3) Moderate Chance to be Sustainable	
(4) Big Chance to be Sustainable	
(5) It is sustainable	

4B. What resources does the association have to ensure so that the benefits are sustained? (Check all that apply)

1. Trained personnel	
2. Financial resources	
3. Assets (collection tents, equipment, etc.)	
4. Guides and manuals	
5. Independent income generating model	
6. Networks and linkages with buyers / input suppliers	
7. Partnerships or relationships with private sector	
8. Partnerships or relationships with the government sector	
9. Stronger relations between farmers and associations	
10. Project provided database	
11. None	
88. Don't Know	

Other, Specify:	

ENDING

أداة T2– نموذج جمع البيانات لمجموعات المزارعين والجمعيات التعاونية الزراعية عبر الانترنت

مقدمة

يتم هذا التقييم من خلال فريق مستقل تعاقدت معه الوكالة الأمريكية للتنمية الدولية في مصر لتقييم أداء مشروع دعم الأمن الغذائي والأعمال الزراعية (فاس). إن نتائج هذا التقييم ستساعد الوكالة الأمريكية للتنمية الدولية في مصر على اتخاذ قرارات فعالة في تحسين فاعلية أساليب الدعم الفني المقدمة من الجهة المنفذة، وتحديد الأثر الذي يتم استدامته للأعمال الفعالة والترويج لأعمال الزراعة في صعيد مصر بشكل عام، وزيادة دخل المزارعين من أصحاب الحيازات الصغيرة بشكل خاص بالإضافة إلى رصد الدروس المستفادة من تنفيذ مشروع (FAS) لتحديد نطاق المساعدة والتدخل في المشروعات المستقبلية المماثلة.

ونؤكد أن مشاركتك عن اليوم هي عملية تطوعية تماماً ولكنها هامة للغاية لإنجاز هذه الدراسة. علماً بأنه سيتم مشاركة النتائج مع الهيئات والجهات المرتبطة بالمشروع مع الحفاظ على سرية البيانات الشخصية للمشاركين في التقييم.

وأخيراً نحن نشكركم مقدماً على مساهمتكم عن طريق ملء هذا النموذج، علماً بأنه لن يستغرق أكثر من 25 دقيقة لملئه.

أولاً بيانات أساسية:

اسم الباحث	اسم مدخل البيانات	تاريخ التنفيذ

اسم الجمعية:

1أ. المحافظة	
1ب. المركز	
1ج. اسم المشارك:	
1د. وظيفة المشارك:	
1ه. رقم تليفون المشارك:	
1و. منذ كم سنة تعمل في الجمعية المشروع؟	سنة
1ط. العدد الكلي للمزارعين اعضاء بالجمعية الذين تقدم لهم الجمعية الخدمات:	

1ز. ما هي المحاصيل التي تعمل فيها الجمعية من خلال المشروع؟	
1. بصل	10. مانجو
2. ثوم	11. بقدونس
3. طماطم	12. ريحان
4. بطاطس	13. شمر
5. بامية	14. ينسون
6. فاصوليا خضراء	15. نعناع
7. رمان	16. زعتر
8. بلح	17. برقوش
9. عنب	18. كمون
أخرى تذكر:	

ثانيًا – الخدمات:

2أ. ما هي خدمات بناء القدرات المؤسسية التي حصلت عليها الجمعية من مشروع فاس؟ ما مدى رضاكم عن الخدمات المقدمة؟

الخدمة	هل تلقيت هذه الخدمة من مشروع فاس؟ (نعم / لا)	برجاء تقييم الخدمات المقدمة من 1 – 10 (1: غير راضي على الإطلاق 10: راضي تمامًا)
1. الإدارة القائمة على النتائج		
2. الإدارة المالية		
3. الحكم الرشيد		
4. ورشة لكتابة المقترحات للمنح		
88. لا أعرف		
خدمات أخرى		
أخرى (برجاء التحديد)		

2ب. ما هي الخدمات التي حصلت عليها الجمعية من مشروع فاس بما يخدم احتياجات المزارعين؟ ما مدى رضاكم عن الخدمات المقدمة؟

الخدمة	هل تلقيت هذه الخدمة من مشروع فاس؟ (نعم / لا)	برجاء تقييم الخدمات المقدمة من 1 – 10 (1: غير راضي على الإطلاق 10: راضي تمامًا)
1. إدارة التسويق		

		2. التواصل والتشبيك مع مجتمع الأعمال
		3. بناء قدرات الشركات الناشئة لتصدير المحاصيل البستانية
		4. تطوير أنظمة الإدارة والتشغيل
		5. استخدام أجهزة قياس PH و EC
		6. تحليل التربة والمياه وربط المجتمعات بمعامل التحليل والجودة الفائقة
		7. تعزيز المهارات الفنية لمفتشين الزراعيين المحليين
		8. تنفيذ ورش عمل توعوية مع الهيئة القومية لسلامة الغذاء (NFSA)
		9. نموذج خطة العمل
		10. رعاية وتعزيز معرض قيمة الأعمال التجارية الزراعية
		11. تيسير وتجهيز مراكز ما بعد الحصاد ومراكز التجميع بأدوات مراقبة الجودة
		12. دعم مدخلات الإنتاج على صغار المزارعين
		13. مركز تجميع المحاصيل
		14. استخدام كمبيوتر وبروجكتور
		15. قاعدة بيانات تسجيل المزارعين
		88. لا أعرف
		خدمات أخرى
أخرى (يرجى التحديد)		

2ج. ما هي النشاطات التوعوية المجتمعية التي حصلت عليها الجمعية من مشروع فاس لخدمة المزارعين؟
ما مدى رضاكم عن تلك الأنشطة؟

الخدمة	هل تلقيت هذه الخدمة من مشروع فاس؟ (نعم / لا)	برجاء تقييم الخدمات المقدمة من 1 – 10 (1: غير راضي على الإطلاق، 10: راضي تماماً)
1. مواد توعوية للجمعية (ملصقات / كتيب معلومات حول سلامة الغذاء)		
2. رسائل الهاتف المحمول		
3. ورش عمل لبناء القدرات حول سلاسل القيمة للزراعات البستانية		
4. تدريب المدربين		
5. ملصقات عن استخدام المبيدات		
6. النشرات الفنية والملصقات حول أفضل الممارسات الزراعية والاستخدامات الآمنة		
7. كتاب إرشادات المحاصيل		
8. أدلة فنية لعمليات الزراعة البستانية وعمليات ما بعد الحصاد		
9. التدريب على سلامة الغذاء والنظافة		
10. الزيارات الميدانية والدراسية		
11. المعارض		
88. لا أعرف		
خدمات أخرى		
أخرى (يرجى التحديد)		

2. كيف تقيم رضاك العام عن الخدمات المقدمة من الجمعية للمزارعين؟ برجاء إعطاءها درجة من 1 - 10 (علماً بأن 1 هو غير راضٍ تماماً و10 تمثل راضٍ تماماً)

الدرجة:

ثالثًا – أداء الجمعية:

3أ. هل تحسن أداء الجمعية نتيجة الدعم المقدم من المشروع؟	
نعم	

3ب. ما هو أداء الجمعية قبل وبعد المنافسة الحالية؟

للباحث: برجاء تحديد ان كانت التعديلات من خلال الجمعية او المشروع وعدم اضافتها الى النسخة الورقية

في حالة عدم وجود تغيير من الجمعية أو المشروع برجاء الانتقال للسؤال التالي مباشرة (3ج)

البيان	قبل المنافسة	بعد المنافسة
عدد المزارعين / الأعضاء المتلقين الخدمات من أصحاب الحيازات الصغيرة		
عدد عقود توريد المحاصيل من خلال الجمعية او المشروع		
اجمالي كمية المحاصيل المباعة بالطن		
اجمالي قيمة عقود التوريد بالجنيه المصري		

3ج. بالنسبة للمزارع، ما التغيير الذي حدث بعد انضمام المشروع في المنافسة الحالية؟
برجاء وضع علامة (✓) على التغيير المناسب.

البيان	التغير			
	قلت	زادت	ثابتة	اعرف
كفاءة مد ت ا نتاج				
انتاجية المحاصيل				
عوائد البيع				

السبب في حال زيادة كفاءة نتاج:
السبب في انخفاض ا ة:
السبب في حال انخفاض عوائد البيع:

رابعًا – تدامة:

4أ. إلى أي مدى تتوقع أن تحافظ على عوائد عملك على نفس مستوى تقديم الخدمة بعد انتهاء المشروع؟ اس
استخدم مقياس من 1 إلى 5 كما هو مبين. برجاء وضع مة (✓) على يار المناسب.

1) يوجد إمكانية قليلة تدامة)	
2)إمكانية قليلة تدامة)	
3)إمكانية متوسطة تدامة)	
4)إمكانية عالية تدامة)	
5)المجموعة تحقق الدخل من استدامة الخدمات بالفعل)	

4ب. ما هي الموارد المتاحة لدى الجمعية لضمان استمرارية الخدمات؟ (ضع ✓ علامة ( ) لكل ما ينطبق)

1. عمالة مدربة	
2. موارد مالية	
3.أصول (معدات، مراكز تجميع)	
4. أل متقوليات	
5نشاط مدر للدخل تديره الجمعية	
6.شبكة علاقات مع التجار والمصدرين	
7شراكات / علاقات مع القطاع الخاص	
8شراكات مع القطاع الحكومي (رسمية أو غير رسمية)	
9بناء الثقة بين الجمعية والمزارعين	
10. وجود قواعد الدعم للجمعية	
11. لا يوجد	
88. لا اعرف	
أخرى (يرجى التحديد):	

ختام

FAS END-OF-TERM EVALUATION
QUALITATIVE DATA COLLECTION TOOLS
T3 – FARMERS GROUP DISCUSSION (GD)

TOOL DESCRIPTION:

Data Source (Target Group)	Target Group: Farmers Target Group Categories:
Type of Tool	GD
Number of Copies Planned to Distribute:	Evaluation Total # of Tools: 32 Variation: Type of Association and Crops # of tools per (variation selected): ?
Time per tool implementation:	## minutes per tool implementation - net time: 45 minutes ## minutes per tool – including pre-and post-arrangements:60 minutes
Logistical Needs:	Preparation: Inviting participants Fill in Attendance Sheets Prepare copies of tools for participants (if needed) Booking location for implementation Observing COVID safety precautions Electric plugs availability Online connectivity (if needed) Materials Needed: Hard copies of fill-in tool (for field notes) – in case of outage/technical problems Stationary (notebooks, pens, staples, folders and envelops, clips, etc.) Copies of attendance/participation sheets

BASIC DATA:

Governorate	District	Community	
Association Name:			
Association Type:	1. Farmer's Association	2. Agric. Co-op	3. Input Supplier
Association Category:	1. Grantee	2. CB Association	3. Non-CB Association

DEMOGRAPHIC DATA:

# Participants of the respondent's Group (Female: _____ Male: _____)	
Season joined the project (started receiving services):	Year joined the project:

T3 – FARMERS GROUP DISCUSSION (GD)

Good morning, my name is _____ and my colleague is _____.

We are members of an independent evaluation team contracted by the USAID Mission in Egypt to conduct an end-of-project performance evaluation of Egypt Food Security and Agribusiness Support (FAS) project.

The findings of the evaluation will assist USAID in informing decisions regarding the effectiveness of the identified technical assistance approaches adopted by the contractor in selected areas of FAS, the most effective/sustainable approaches regarding the promotion of agri-business in Upper Egypt in general and increasing the incomes of small farmers in particular, and the potential areas of future technical assistance based on the lessons learned from this project.

Your participation is entirely voluntary, but it is important to the results of this evaluation. Results will be anonymized (no personally identifiable information) and shared with project stakeholders.

TOOL QUESTIONS

EQI-A To what extent has the grant component (12 grants implemented under the project) succeeded to fill gaps in the value chain effectively and efficiently? (actors/segments/input suppliers-packhouses- private sector processors-associations)
EQI-B How successful have the grantee's been in instituting sustainable business models, and contributed to achieving the project results in the activity components: production, post-harvest, and marketing?
Tool Questions:
What services did you receive from the project/association under the FAS project? Categorize probing by components: input/production post-harvest marketing
Were these services sufficient?
Where do you meet the most challenges in these processes? Challenges/gaps to be probed for each component separately by moderator.
What else is still needed?

EQ2 In what ways were the FAS approach to build the capacities of the partner associations and to adopt successful sustainable business models resulting in improved business performance as measured by number of contracts/deals, number of beneficiaries (small holder farmers), value and volume of traded crops including repeated sales thus affecting farmers' incomes?
Tool Questions:
Over the last three years, can you identify any progress in the performance of your association? Please elaborate with examples.
How did this affect your production/sales? (Please categorize probing by production efficiency, marketing connections, and revenue increase?
How has the assistance you received from the association affected the value and volume of your traded crops?

Concerning contracts, to what extent did the number of contracts facilitated by the association change?
What challenges remain in the contracting process (e.g. commitment from buyers, delayed payments, etc.) How does the association help in this regard?

EQ3 Was the project successful in the promotion of innovative tools and technology among its targeted beneficiaries across components? If yes, what factors contributed to this success? If no, what are the hindrances?
Tool Questions:
What services did you receive from the project/association?
What type of new tools and technologies training or assistance did you receive?
Which of them do you consider as innovative tools or technologies?
Did you receive any follow-up support?
Was the training/technical assistance/follow-up sufficient for your needs? That is, to use the tools or technologies?
Have you been using the innovative tools and technology?
If not, why not?
Did you need to change or adapt the tools/technologies to your own needs? If yes, how?
Which factor contributed to your successful use of tools and technologies?
What difficulties did you encounter and what did you do to overcome them?
Did you share what you learned with other farmers who did not receive training or assistance?

تقييم نهاية المدة لمشروع دعم الغذائي و المزارعية (فاس) الكفيئة

أداة (T3) – مجموعة نقاشية صغار المزارعين المشاركين بالمشروع

وصف أداة:

مصدر البيانات (الفئة المستهدفة):	المزارعون المشاركون بالمشروع (صغار المزارعين)
نوع :	مجموعة نقاشية
عدد مرات التنفيذ مع الفئة المستهدفة:	35 أداة (-- مجموعة) التباين: (نوع الجمعيات – نوع المحصول) عدد تحسب التباين: ؟
الوقت المتوقع للتنفيذ :	40 دقيقة لكل أداة (صافي الوقت) 60 دقيقة شاملة الترتيبات السابقة و المقابلة
الترتيبات اللوجستية:	التجهيزات: • دعوة المشاركين في المقابلات • التسجيل في كشوفات الحضور • إعداد نسخ من و للمشاركين (إذا تطلب ا) • إعداد و تجهيز مكان المقابلة • التأكد من احتياطات وشروط السلامة الخاصة بفيروس كورونا • توفير مصدر للكهرباء (فيشات) • التوصيل بشبكة نترنت (إذا لزم ا) المستلزمات المطلوبة: • نسخ من أدوات جمع البيانات (للتسجيل ال ظات اليدوية في حالة انقطاع التيار الكهربائي. • أدوات كتابية (دفاتر، أقلام، ، وسيرة حافظة، مظاريف، دبابيس، الخ) • نسخ من سجل تحضور المشاركين

بيانات أساسية: (تستكمل بالمكتب قبل الخروج)

فريق التقييم: (أ ، ب ، ج): ________ التاريخ: / / 2020م

المحافظة:	المركز:	مكان المقابلة:
اسم الجمعية:		

نوع الجمعية	1. جمعية مزارعين	2. جمعية تعاونية زراعية	3. مورد مستلزمات إنتاج
تصنيف الجمعية	1. جمعية ممنوحة (ممولة)	2. جمعية تلقت خدمات بناء القدرات	3. جمعية لم تتلق خدمات بناء القدرات

البيانات الديموغرافية:

عدد المشاركين في المقابلة (إناث: ________ ذكور: ________)	
الموسم الذي تم فيه المشاركة مع المشروع (بدء تلقي الخدمات):	سنوات المشاركة مع المشروع:

اة (T3) – مجموعة نقاش ية صغار المزارعين المشاركين بالمشروع

صباح الخير،
أنا أسمي:-------------------- و معي زميلي/زميلتي في العمل ----------------------------- .
نحن أعضاء فريق تقييم مستقل تعاقدت معه الوكالة ا يكية للتنمية الدولية في مصر ا تقييم نهائي مشروع دعم ا ن الغذائي عمال الزراعية (فاس).
حيث ستساعد نتائج هذا التقييم الوكالة ا يكية للتنمية الدولية بمصر على اتخاذ قرارات لتحسين فاعلية أساليب الدعم الفني المقدمة من الجهة المنفذة، وتحديد أكثر ساليب الاستدامة فعالية للتدريج عمال الزراعية في صعيد مصر بشكل عام، ولزيادة دخل المزارعين من أصحاب الحيازات الصغيرة بشكل خاص ب فة إلى رصد الدروس المستفادة من المشروع لتحديد نطاق المساعدة الفنية والتدخل في المشروعات ال حقة.
إن مشاركتك مع التطوع تمامًا ولكنها هامة للغاية نجاز هذه الدراسة، ونؤكد لكم أن هويتكم مشاركتكم في نتائج التقييم مع الفئات والجهات المرتبطة بالمشروع مع ا فاظ بالسرية التامة للبيانات الشخصية للمشاركين في التقييم.

أسئلة ا اة:

سؤال التقييم رقم 1-أ: إلي أي مدى نجح مكون المنحة (12 منحة تم تنفيذها في هذا المشروع) في سد الفجوات في سلاسل القيمة بكفاءة وفعالية؟ (الجهات الفاعلة في القطاعات – موردو المدخلات الزراعية – مراكز التعبئة والفرز - معامل ما بعد الحصاد القطاع الخاص – المصنعون - الجمعيات)
سؤال التقييم رقم 1-ب: ما مدى نجاح الحاصلين على المنح في تأسيس نموذج اعمال مستدام؟ وإلى أي مدي ساهم في تحقيق نتائج المشروع في ت: نتاجية، معامل ما بعد الحصاد والتسويق؟
أسئلة داة:
ما هي الخدمات التي حصلت عليها من المشروع /الجمعية من خلال مشروع فاس؟ صف مع حسب المكونات (المراحل) • مستلزمات نتاج/ خدمات نتاج • معامل ما بعد الحصاد • التسويق

هل كانت هذه الخدمات كافية؟
في أي من هذه المراحل واجهت تحديات؟ (على فريق التقييم أن يصنف التحديات حسب كل مكون على حدة)
ماذا أيضاً زال مطلوباً في هذه العمليات؟
سؤال التقييم رقم 2: إلى أي حد كان نهج المشروع في بناء قدرات الجمعيات الشريكة واعتماد وتطبيق نموذج الأعمال المستدام يساهم في تحسين مستوى أداء الأعمال بشكل يمكن قياسه من خلال عدد العقود، عدد المستفيدين (من المزارعين أصحاب الحيازات الصغيرة)، كمية وقيمة المحاصيل المباعة، تتضمن استمرارية عملية البيع بما ينعكس على زيادة دخل المزارعين؟
الأداة:
خلال السنوات الماضية، هل يمكنك تحديد تقدم في أداء جمعيتكم؟ من فضلك التوضيح بالأمثلة
كيف أثر هذا التقدم على إنتاجكم/مبيعاتكم؟ يرجى تصريف النتائج حسب كفاءة الإنتاج، ت الت سويقية، وزيادة الإيرادات؟
كيف أثرت المساعدة التي حصلت عليها من الجمعية على حجم وقيمة المحاصيل المتداولة؟
فيما يتعلق بالعقود، إلى أي درجة تغير عدد العقود التي يسرتها (أبرمتها) الجمعية؟
ما هي التحديات التي تعيق في عملية التعاقد (على سبيل المثال: الالتزام من المشترين، الدفعات المتأخرة، الخ)، كيف تساعد الجمعية في هذا الشأن؟
سؤال التقييم رقم 3: هل نجح المشروع في الترويج ت مبتكرة وتكنولوجيا ملائمة في فئات المستهدفة في كل مكونات المشروع؟ إذا كانت الإجابة نعم، ما هي العوامل التي ساعدت على تحقيق هذا النجاح؟ إذا كانت ب ، ما هي العوائق؟
الأداة:
ما هي الخدمات التي تلقيتها من المشروع/الجمعية؟
ما هو نوع التدريب أو المساعدة التي حصلت عليها بخصوص وات الحديثة أو تقنيات زراعية جيدة؟
أي من هذه ت أو التقنيات الحديثة تعتبرها مبتكرة؟
هل تلقيتم أي نوع من المتابعة كدعم لهذه وات و التقنيات؟
هل كانت التدريبات/الدعم الفني/المتابعة كافية لتطبيق تلك التي تتعلق باستخدام ت أو التقنيات
هل كنت تستخدم وات و التقنيات المبتكرة من قبل؟
إذا كانت جابة لماذا؟
هل احتجتم إلى تغيير أو تطويع هذه ت و التقنيات وفقاً احتياجاتكم؟ كانت جابة نعم، كيف؟
ما هو العامل المؤثر الذي ساهم في نجاح استخدامكم ت أو التقنيات؟

ما هي الصعوبات التي واجهتكم خلال التطبيق وماذا فعلتم للتغلب عليها؟
هل شاركتم ما تعلمتموه مع مزارعين آخرين لتطبيق التدريب أو المساعدة؟

FAS END-OF-TERM EVALUATION
QUALITATIVE DATA COLLECTION TOOLS
T4 – CAPACITY BUILDING ASSOCIATIONS GROUP DISCUSSION

TOOL DESCRIPTION:

Data Source (Target Group)	Target Group: Associations Target Group Categories: NA
Type of Tool	GD
Number of Tools Planned:	Evaluation Total # of Tools: 20 Variation: NA (Governorate – type of association – crop – gender – etc.) # of tools per (variation selected): 20
Time per tool:	## minutes per tool - net time: 60 minutes ## minutes per tool – including pre-and post arrangements:
Logistical Needs:	Preparation: Inviting participants Fill in Attendance Sheets Prepare copies of tools for participants (if needed) Booking location for implementation Observing COVID safety precautions Electric plugs availability Online connectivity (if needed) Materials Needed: Hard copies of fill-in tool (for field notes) – in case of outage/technical problems Stationary (notebooks, pens, staples, folders and envelopes, clips, etc.) Copies of attendance/participation sheets

BASIC DATA - FILL IN BLOCKS (PER TOOL ADMINISTRATION):

Team A/B/C:

Governorate:	Date: (mm/dd/yy)	Location:
# of Interviewees: Total # ( ) Male ( ) Female ( )		
Organization Name:	Type of Organization: (Grantee – Association CB/nonCB – IP – IP Subcontractor)	
Interviewee Name:	Position:	
Interviewee Name:	Position:	
Interviewee Name:	Position:	

T4 – CAPACITY BUILDING ASSOCIATIONS - GROUP DISCUSSION

Good morning, my name is _____ and my colleague is _____.

We are members of an independent evaluation team contracted by the USAID Mission in Egypt to conduct an end-of-project performance evaluation of Egypt Food Security and Agribusiness Support (FAS) project.

The findings of the evaluation will assist USAID in informing decisions regarding the effectiveness of the identified technical assistance approaches adopted by the contractor in selected areas of FAS, the most effective/sustainable approaches regarding the promotion of agri-business in Upper Egypt in general and increasing the incomes of small farmers in particular, and the potential areas of future technical assistance based on the lessons learned from this project.

Your participation is entirely voluntary, but it is important to the results of this evaluation. Results will be anonymized (no personally identifiable information) and shared with project stakeholders.

TOOL QUESTIONS:

Opening question: Tell us about your experience with FAS When did you join FAS project? Why have you been interested in joining?
Tool Questions:
EQ2 In what ways were the FAS approach to build the capacities of the partner associations and to adopt successful sustainable business models resulting in improved business performance as measured by number of contracts/deals, number of beneficiaries (small holder farmers), value and volume of traded crops including repeated sales thus affecting farmers' incomes?
Tool Questions:
Can you briefly explain your business model as an association that provides services to smallholder farmers?
what type of capacity building assistance have you received from FAS between 2017 and 2020?
How has this assistance addressed the knowledge gaps at the association?
How has the capacity building you received changed or affected your business model (or practices)?
How has the capacity building assistance changed the way your association supports farmers, in production, post-harvest, and/or marketing processes? In what way?
What challenges, if any, did your association face in applying the business model? (e.g. farmer related, infrastructure, capacities, resources, marketing, etc.)? How did the institution address these challenges?
Will the assistance you received continue to influence your associations work after the project closes? How will you ensure its sustainability of the new practices / business model after project close?
Do you work with other donors on similar/complementary interventions?
EQ3 Was the project successful in the promotion of innovative tools and technology among its targeted beneficiaries across components? If yes, what factors contributed to this success? If no, what are the hindrances?
Tool Questions:
Did you as an association receive any ICT support? If yes, did it match the association's needs?
Have your farmer members received technology/ innovation support?
If yes, how were the farmer recipients chosen? what were the selection criteria?

If any, what type of training did your association receive on usage of the tools and technologies targeting farmers? Was it sufficient for their needs?
If any, what type of follow-up support did your association receive on the usage of the tools and technologies? How has the follow-up support facilitate your usage of tools and technologies received?
If any, what resources do you have in place to ensure the maintenance and sustainability of the introduced technology?
Were farmers receptive to the innovative tools and technologies promoted? Did you as the association promote their use among farmers? Did you face any challenges in promoting their?
What challenges did your association members face in using these tools and technologies?
What difficulties did farmers encounter is accessing/using the tools and technologies? (lack of infrastructures, lack of association resources, lack of association support, lack of market connections, lack of knowledge of the farmers, lack of level of connectivity, lack of access to finance, farmers resistance to change long standing practices, risk aversion)
What did the farmers do, if anything, to overcome them?
Did you receive any gender training? If yes, what is the perceived change of the received training? How are you using that training?
To what extent the provided services by your association are inclusive of women?

الأداة (T4) – مجموعة نقاش مع مجموعة مجتمعية (أهلية/تعاونية) (تلقت دعم بناء مؤسسي)

وصف الأداة

مصدر البيانات (الفئة المستهدفة):	المجموعة المستهدفة: الجمعية تصنيف المجموعة المستهدفة: قطني
نوع الأداة:	مجموعة نقاش
عدد مرات التنفيذ في الفئة المستهدفة:	عدد المرات المخطط تنفيذها: 20 التنويعات: تنطبق (جهات حكومية – نوع الجمعية – المحصول – النوع الاجتماعي - ....الخ) عدد المرات بناء على التنويعة: 20
الوقت المتوقع للتنفيذ:	عدد الدقائق للتطبيق - صافي الوقت: 45 دقيقة عدد الدقائق الإجمالي للتطبيق - متضمن قبل وبعد زمن التطبيق الفعلي 60 دقيقة
الاحتياجات اللوجستية:	الإعداد: - دعوة المشاركون - كشف التوقيع بالحضور - تحضير نسخ من الأداة للمشاركين (لو مطلوب) - حجز مكان عقد الجلسة - التزام بتطبيق معايير الوقاية من فيروس كورونا (كوفيد 19) - اتصال بالإنترنت (لو مطلوب) الأدوات المطلوبة: - نسخة ورقية من الأداة لأخذ الملاحظات في حال تعذر استخدام الأدوات التكنولوجية - أدوات مكتبية (أقلام – حافظات أوراق – أظرف – أستيكة) - نسخة من كشف التوقيع بالحضور

بيانات أساسية

فريق العمل (أ - ب – ج)

المحافظة:	التاريخ (يوم/شهر/سنة)	الموقع:
عدد من تم مقابلتهم: إجمالي ( ) رجال ( ) نساء ( )		
اسم الجمعية :	نوع الجمعية: (حاصلة على منحة – حاصلة على دعم مؤسسي – غير حاصلة على دعم مؤسسي شريك تنفيذي – شريك تنفيذي)	
اسم الشخص:	الوظيفة داخل الجمعية	
اسم الشخص:	الوظيفة داخل الجمعية	
اسم الشخص:	الوظيفة داخل الجمعية	

صباح الخير،

أنا اسمي:------------------- ومعي زميلي/زميلتي في العمل ---------------------------- .

نحن أعضاء فريق تقييم مستقل تعاقدت معه الوكالة الأمريكية للتنمية الدولية في مصر لتقييم أداء مشروع دعم الأمن الغذائي والأعمال الزراعية (فاس).

حيث ستساعد نتائج هذا التقييم الوكالة الأمريكية للتنمية الدولية بمصر على اتخاذ قرارات تحسين فاعلية أساليب الدعم الفني المقدمة من الجهة المنفذة، وتحقيق المكاسب المستدامة وفاعلية التدخلات في مجال الأعمال الزراعية في صعيد مصر بشكل عام، ولزيادة دخل المزارعين من أصحاب الحيازات الصغيرة بشكل خاص بالإضافة إلى رصد الدروس المستفادة من المشروع لتحديد نطاق المساعدة الفنية والتدخل في المشروعات اللاحقة.

إن مشاركتك معنا اليوم تطوعية تمامًا ولكنها هامة للغاية لإنجاز هذه الدراسة، ونؤكد لكم أنه سيتم مشاركة نتائج التقييم مع الهيئات والجهات المرتبطة بالمشروع مع الحفاظ على سرية البيانات الشخصية للمشاركين في التقييم.

أسئلة ا داة

سؤال افتتاحي: احكي لنا عن فاس وجمعيتك. هل شاركت في مشروع فاس؟ لماذا كنت مهتم بالمشاركة في هذا المشروع؟
Tool Questions:
سؤال 2: إلى أي حد كان نهج مشروع فاس "لبناء قدرات الجمعيات الشريكة و تطبيق نموذج اعمال مستدام" ساهم في تحسين مستوى أداء ا لمشاريع التي شارك فيها من حيث (عدد المستفيدين، عدد المزارعين من أصحاب الحيازات الصغيرة، توقيع العقود، ...) على البيع مع إضافة القيمة للمحاصيل، مما يؤدي إلى زيادة دخل المزارعين؟
أسئلة داة
هل يمكن وصف نموذج ا عمال الذي اعتمدته الجمعية في تقديم خدماتها للمزارعين من أصحاب الحيازات الصغيرة؟
ما هي أنشطة بناء القدرات المؤسسية التي حصلت عليها الجمعية في الفترة من 2017 و حتى 2020؟
كيف ساهم الدعم الفني في سد الفجوة المعرفية لدى الجمعية؟
كيف ساهم الدعم الفني الذي حصلت عليه الجمعية في تعديل نموذج ا عمال المستخدم في الجمعية (أو الممارسات)؟
كيف ساعد الدعم الفني الذي حصلت عليه الجمعية في تغيير طريقة تقديم المساعدة عضاء من المزارعين سواء فيما يخص الإنتاجية و مستلزمات الإنتاج، معاملات ما بعد الحصاد، و / أو عمليات التسويق؟ وبأي طريقة؟
ما هي التحديات التي واجهتها الجمعية في تطبيق نموذج ا عمال الخاص بها؟ (على سبيل المثال: ما يخص المزارعين، البنية التحتية، بناء القدرات، الموارد، التسويق، ....الخ)؟ وكيف تمكنت الجمعية من التعامل مع هذه التحديات؟
هل الدعم الفني الذي حصلت عليه المؤسسة سوف يستمر في التأثير على طريقة الجمعية في العمل بعد انتهاء المشروع؟ كيف تتحقق من استدامة الممارسات الجيدة و/ أو نموذج ا عمال بعد انتهاء المشروع؟
هل تتعامل الجمعية مع أي جهة مانحة أخرى لتتكامل مع ما تم تقديمه من المشروع؟
سؤال 3: هل نجح المشروع في الترويج دوات مبتكرة وتكنولوجية ملائمة للفئات المستهدفة في كافة مكونات المشروع؟ إذا كانت ا جابة بنعم، ما هي العوامل التي ساعدت على تحقيق هذا النجاح؟ إذا كانت ا جابة ، ما هي العوائق؟
أسئلة داة
هل حصلت الجمعية على دعم في مجال التكنولوجيا المعلومات تحديداً؟ لو نعم: هل ساهم هذا التدخل احتياجات لدى الجمعية؟
هل حصل عضاء من المزارعين على دعم في مجال التكنولوجيا و ابتكار؟
لو نعم: كيف تم اختيار المشاركين؟ وما هي معايير ختيار؟
في ما يتعلق بالحصول عليه: ما هي التدريبات التي حصلت عليها الجمعية فيما يخص استخدام أدوات وتكنولوجيا تستهدف المزارعين؟ هل كانت مناسبة حتياجاتهم؟

في ما يتعلق بالحصول عليه: ما هي أنواع الدعم والمتابعة الفنية التي حصلت عليها الجمعية لتتأكد من استخدام الأدوات و التكنولوجيا المقدمة؟ كيف ساهمت المتابعة الفنية في تسهيل استخدام تلك الأدوات و التكنولوجيا التي حصلت عليها؟
ما هي الموارد المخصصة لضمان عملية الصيانة و استدامة استخدام التكنولوجيا التي تم تقديمها؟
هل المزارعون راضون بحلول الأدوات و التكنولوجيا التي تم تقديمها؟ هل الجمعية تبنت التوزيع العادل للأدوات بالاتفاق مع الأعضاء؟ هل واجهت الجمعية اي عقبات في التوزيع العادل لتلك الأدوات؟
ما هي التحديات التي واجهت أعضاء الجمعية في استخدام الأدوات و التكنولوجيا؟
ما هي الصعوبات التي واجهت المزارعين للوصول أو لاستخدام تلك الأدوات و التكنولوجيا؟ (ضعف البنية التحتية، ضعف موارد الجمعية، ضعف الدعم المتاح للجمعية، صعوبة الوصول للأسواق، ضعف المعرفة لدى الأعضاء، ضعف مستوى الاتصال، صعوبة الوصول للتمويل، مقاومة المزارعين لتغيير الممارسات الموروثة، الخوف من المخاطر...
كيف تفاعل المزارعون في مواجهة هذه التحديات و المخاوف؟
هل تلقيت اي تدريب على النوع الاجتماعي؟ (لو الإجابة بنعم، ما هو التغيير الذي حدث لك نتيجة لهذا التدريب؟ كيف تقوم باستخدام هذا التدريب؟
الى اي مدى كانت الخدمات المقدمة من قبل الجمعية شاملة للمرأة؟

FAS END-OF-TERM EVALUATION
QUALITATIVE DATA COLLECTION TOOLS
T5 – KII - GRANTEES

TOOL DESCRIPTION:

Data Source (Target Group)	Target Group: PS Representatives/Grantees Target Group Categories: A. PS B. CDA C. Cooperative
Type of Tool	KII
Number of GDs to be implmented :	Evaluation Total # of Tools: 12 Variation: Private Sector - CDA # of tools per (variation selected): 12
Time per tool implementation:	## minutes per tool - net time: 1.30 ## minutes per tool – including pre-and post arrangements: 1.45
Logistical Needs:	Preparation: Inviting participants Fill in Attendance Sheets Prepare copies of tools for participants (if needed) Booking location for implementation Observing COVID safety precautions Electric plugs availability Online connectivity (if needed) Materials Needed: Hard copies of fill-in tool (for field notes) – in case of outage/technical problems Stationary (notebooks, pens, staples, folders and envelopes, clips, etc.) Copies of attendance/participation sheets

BASIC DATA - FILL IN BLOCKS (PER TOOL ADMINISTRATION):

Team A/B/C:

Governorate:	Date: (mm/dd/yy)	Location:
# of Interviewees: Total # ( ) Male ( ) Female ( )		
Organization Name:	Type of Organization: (PS Representative - CDA- Association CB / non-CB – IP – IP Subcontractor)	
Interviewee Name:	Position:	
Interviewee Name:	Position:	
Interviewee Name:	Position:	

* In case of GDs – attendance sheets will include names and positions

Good morning, my name is _____ and my colleague is _____.

We are members of an independent evaluation team contracted by the USAID Mission in Egypt to conduct an end-of-project performance evaluation of Egypt Food Security and Agribusiness Support (FAS) project.

The findings of the evaluation will assist USAID in informing decisions regarding the effectiveness of the identified technical assistance approaches adopted by the contractor in selected areas of FAS, the most effective/sustainable approaches regarding the promotion of agri-business in Upper Egypt in general and increasing the incomes of small farmers in particular, and the potential areas of future technical assistance based on the lessons learned from this project.

Your participation is entirely voluntary, but it is important to the results of this evaluation. Results will be anonymized (no personally identifiable information) and shared with project stakeholders.

TOOL QUESTIONS:

EQI-A To what extent has the grant component (12 grants implemented under the project) succeeded to fill gaps in the value chain effectively and efficiently? (actors/segments/input suppliers-packhouses- private sector processors-associations)
Tool Questions:
Please tell us what is the rationale of the grant you received?
Please provide us with context information about you company/institution, e.g. when it was founded, headquarters, its geographical coverage.
Are you: Input supplier: Post harvest:

Marketing:
Was your role different before the grant? That is, did the grant cause to expand into a different function?
Can you tell us how your association performance changed as a result of the grant in terms of: Number of clients, before and after Volume of sales, before and after
What was your in-kind contribution?
What were the criteria of selection for the grantees? How did the selection process?
What was the gap (or gaps) in the value chain that the grant addressed? Has it succeeded in filling the gap? Probing questions: 1. Good agricultural practices 2. adopting good harvesting - grading - packing 3. dissemination of marketing information 4. Handling and transportation 5. market infrastructure and facilities
What are the remaining bottlenecks in the value chain? Why do they remain?
What else could have been done to fill the gaps of the value chain?
Did the grant lead to improved on-farm production among farmers? Or efficient post harvest processes? Marketing? How do you measure the change?
Did you receive capacity building? If yes, what type?
Was the capacity building sufficient to better manage the grant? and fulfill FAS grant requirements? and better serve your clients?
Were there any unmet needs to better serve your clients? what are they?
Are there any gender specific VC gaps? How were they addressed?
Had addressing VC gaps have a gender impact (e.g created employment for women)? If yes, in which ways ?
(Need to have a copy of a grantee report to CNFA)
EQI-B How successful have the grantee's been in instituting sustainable business models, and contributed to achieving the project results in the activity components: production, post-harvest, and marketing?
Tool Questions:
Could you briefly explain your business model?
Was it the same business model implemented before the grant? Or did your model change after/through the grant? If yes, how did it change and why?
What in your opinion, will determine the business model's success? How will one know if it is successful?
Will you continue using this business model after FAS?
If no, why not? If yes, how will the grantee support the continuity of applying this business model? (systems, policies, capacities, resources, infrastructure, etc.)

What challenges did you as the grantee face in applying the business model? (farmer related, infrastructure, capacities, resources, marketing, etc.)
How did you address these challenges?
Did you consider gender while developing your business model? If yes, please provide examples.
How can the developed FSCs be more women inclusive (e.g special services, outreaching channels, etc.)?
Applying your new adopted business model, how did it affect the farmers (members/clients) in: Providing them with low cost inputs High quality of inputs, New un-existing inputs Infrastructure (machines) Forward contracts/access to high end market, Market information

الأداة (T5) – مقابلة شخصية - الحاصلون على المنح

وصف الأداة:

مصدر البيانات (الفئة المستهدفة):	المجموعة المستهدفة: تشمل القطاع الخاص / الحاصلون على المنح تصنيف الفئة المستهدفة: (أ) قطاع خاص (ب) جمعية أهلية (بنية مجتمع) (ج) جمعية تعاونية زراعية
نوع الأداة:	مقابلة مع مصدر رئيسي للمعلومات
عدد مرات التنفيذ مع الفئة المستهدفة:	عدد 12 أداة تقييم للبيانات القطاع الخاص – جمعيات أهلية (بنية المجتمع)
الوقت المتوقع للتنفيذ:	90 دقيقة (صافي الوقت) 105 دقيقة (شاملة التحضيرات السابقة واللاحقة للمقابلة ت)
الاحتياجات اللوجستية:	التجهيزات: • دعوة المشاركين في المقابلة • التسجيل في كشوفات الحضور • إعداد نسخ من الأدوات للمشاركين (إذا تطلب الأمر) • إعداد وتجهيز مكان المقابلة • التأكد من إجراءات وشروط السلامة الخاصة بفيروس كورونا • توفير مصدر للكهرباء (فيشات) • التوصيل بشبكة إنترنت (إذا لزم الأمر)

المستلزمات المطلوبة:

- نسخ من أدوات جمع البيانات (التسجيل   ظات الميدانية في حالة انقطاع التيار الكهربائي.
- أدوات مكتبية (دفتر، أقلام، دوسيه حافظ، مظاريف، دبابيس، الخ) نسخ من   حضور المشاركين

البيانات ا   ت (تتم الكتابة في الخانات)

فريق التقييم: (أ ، ب ، ج): ________   التاريخ: /   / 2020م

المحافظة:	المركز:	مكان المقابلة:
نوع الجمعية: (حاصلة على منحة – حاصلة على دعم مؤسسي – غير حاصلة على دعم مؤسسي شريك تنفيذي – شريك تنفيذي)	اسم الجمعية :	
اسم من تم مقابلته:	الوظيفة:	
اسم من تم مقابلته:	الوظيفة:	
اسم من تم مقابلته:	الوظيفة:	

صباح الخير،

أنا اسمي:-------------------- ومعي زميلي/زميلتي في العمل ---------------------------- .

نحن أعضاء فريق تقييم مستقل تعاقدت معه الوكالة الأمريكية للتنمية الدولية في مصر   تقييم نهائي   داء مشروع دعم   من الغذائي وا   مال الزراعي (فاس).

حيث تساعد نتائج هذا التقييم الوكالة الأمريكية للتنمية الدولية بمصر على اتخاذ قرارات تحسين فاعلية أساليب الدعم الفني المقدمة من الجهة المنفذة، وتحديد أكثر الأساليب استدامة وفاعلية للترويج   مال الزراعي في صعيد مصر بشكل عام، ولزيادة دخل المزارعين من أصحاب الحيازات الصغيرة بشكل خاص ب   إلى رصد الدروس المستفادة من المشروع على حد نطاق المساعدة الفنية و التدخل في المشروعات ال   قة.

إن مشاركتك معنا هي تطوعية تمامًا ولكنها هامة للغاية لإنجاز هذه الدراسة، ونؤكد لكم أنه سيشارك نتائج التقييم مع الهيئات والجهات المرتبطة بالمشروع بشكل سري تام للبيانات الشخصية للمشاركين في التقييم.

أسئلة الأداة:

سؤال التقييم رقم 1-أ: إلى أي مدى نجح مكون المنحة (12 منحة تم تنفيذها في هذا المشروع) في سد الفجوات في سلسلة القيمة بكفاءة وفعالية؟ (الجهات الفاعلة – القطاعات – موردو المدخلات الزراعية – مراكز التعبئة والفرز - معاملات ما بعد الحصاد للقطاع الخاص – المصنعون - الجمعيات)
سؤال التقييم رقم 1-ب: ما مدى نجاح الحاصلين على المنح في تأسيس نموذج أعمال مستدام؟ وإلى أي مدى ساهموا في تحقيق نتائج المشروع في مجالات الإنتاجية، معاملات ما بعد الحصاد والتسويق؟
الأسئلة:
من فضلك أخبرنا عن مبررات حصولكم على المنحة؟
برجاء إفادتنا عن شركتكم/مؤسستكم، متى تأسست؟ مقرها؟ نطاق عملها الجغرافي؟
هل تصنفون شركتكم/مؤسستكم كـ: • مورد مستلزمات زراعية • خدمات ما بعد الحصاد • التسويق
هل كان دوركم مختلفًا قبل حصولكم على المنحة؟ وبناء عليه، هل ساعدت المنح في التوسع أو القيام بأدوار مختلفة؟
هل يمكنكم التفضل بإفادتنا بالتغير في أداء المؤسسة كنتيجة للمنحة؟ فيما يخص: • عدد العملاء قبل وبعد • حجم المبيعات قبل وبعد • حجم المبيعات قبل وبعد ما هي قيمة مساهمتكم المالية كشرط لتلقي المنحة؟
ما هي المعايير التي وضعت لاختيار المستفيدين من المنحة؟ وكيف تمت عملية الاختيار؟
ما هي الفجوة (أو الفجوات) التي عالجتها المنحة في سلسلة القيمة للمحاصيل التي تم التعامل فيها؟ وهل نجحت المنحة في سد هذه الفجوات فيما يخص: (1 الممارسات الزراعية الجيدة (2 الممارسات الجيدة لكل من الحصاد – الفرز والتدريج – التعبئة (3 انتشار المعلومات التسويقية (4 التداول والنقل (5 البنية التحتية والمرافق
ما هي المعوقات التي لم تتحقق في سلسلة القيمة؟ ولماذا لم تتناولك الموضوعات بالقيمة؟
ما الذي كان يمكن فعله لسد الفجوات في سلسلة القيمة؟

هل أدت المنحة إلى: - تحسين إنتاجية المزرعة لدى المزارعين؟ - تحسين كفاءة معاملات ما بعد الحصاد والتسويق؟ - كيف يمكنكم قياس التغيير؟
هل تلقيتم تدريبات لبناء القدرات في المشروع في حالة نعم، ما هي نوع تدريبات بناء القدرات التي تلقيتموها؟
هل كانت خدمات بناء القدرات كافية لتمكينكم من إدارة المنحة بشكل أفضل؟ وفق أي متطلبات المنح تقاس؟ وتقييم خدمة أفضل لعملكم؟
هل كانت هناك احتياجات لم تلبيها لتمكينكم من تقديم خدمة أفضل لعملكم؟ ما هي تلك الاحتياجات؟
هل تم مراعاة تضمين النوع الاجتماعي عند تصميم وتنفيذ سياسة التقييم؟ كيف تم التعامل معها؟
هل كان هناك آثار ما لتضمين النوع الاجتماعي؟ ما هو وضع المرأة وارتباطها بسوق العمل (على سبيل المثال)؟
هناك حاجة للحصول على نسخ تقارير الممنوحين (التنفيذيين من المنح) الموجهة إلى CNFA
سؤال التقييم رقم 2: إلى أي حد كان نهج مشروع FAS لبناء القدرات للجمعيات الشريكة وتطبيق نموذج الأعمال مستداماً وساهم في تحسين مستوى أداء المشاريع من حيث عدد العقود، عدد المستفيدين (من المزارعين أصحاب الحيازات الصغيرة)، كيفية تقييم المحصول للجماعة، تضمين تكرار عملية البيع ما ينعكس على زيادة دخل المزارعين؟
أسئلة ا اة:
هل يمكنكم إيجاز شرح "نموذج العمل" الخاص بكم
هل كان نفس "نموذج العمل" قبل المنحة؟ أم حدث تغيير بعد المنحة؟ إذا كانت الإجابة نعم، كيف تغير "نموذج العمل"، ولماذا؟
في رأيكم، ما الذي يحدد نجاح "نموذج العمل" وكيف يمكننا معرفة ما إذا كان "نموذج العمل" ناجحاً؟
هل تستمرون في استخدام "نموذج العمل" الحالي؟
هل تم اتخاذ النوع الاجتماعي بعين الاعتبار عند تطوير نموذج العمل الخاص بك؟ لو نعم رجاء التوضيح مع أمثلة.
كيف يمكن ان يكون مركز خدمات المزرعة المطور ان يكون شاملا للمرأة؟ (خدمات خاصة، قنوات تواصل، الخ...)
إذا كانت الإجابة "لا" فلماذا؟ إذا كانت الإجابة "نعم" فكيف يمكنكم جعله ممنوحة مستمرا في تطبيق "نموذج العمل" المشار إليه (الأنظمة، السياسات، القدرات، الموارد، البنية التحتية، الخ)؟

كجهة منفذة مستفيدة من المنحة، ما هي التحديات التي واجهتك في تطبيق "نموذج العمل" (تلك التي تخص المزارعين، البنية التحتية، القدرات، الموارد، التسويق، الخ)؟

كيف تتعامل مع هذه التحديات السابق ذكرها؟

من واقع تطبيقك لـ "نموذج العمل" الجديد، كيف يؤثر هذا النموذج على المزارعين (كأعضاء/عملاء) فيما يتعلق بكل من:

- تزويدهم بمستلزمات زراعية مخفضة التكاليف
- مستلزمات إنتاج عالية الجودة
- البنية التحتية (ا الزراعية)
- العقود طويلة ا ل
- العقود جة / الوصول إلى الأسواق ا سل الواقية
- إتاحة المعلومات التسويقية

FAS END-OF-TERM EVALUATION
QUALITATIVE DATA COLLECTION TOOLS
T6 – KII – GD FAS TEAM

TOOL DESCRIPTION:

Data Source (Target Group)	Target Group: FAS team Target Group Categories:
Type of Tool	GD/KII
Number of GDs/KIIs to be implmented :	Evaluation Total # of Tools:7 Variation: NA # of tools per (variation selected): 3 – 9
Time per tool implementation:	45 minutes per tool - net time: 60 minutes per tool – including pre-and post arrangements:
Logistical Needs:	Preparation: Inviting participants Fill in Attendance Sheets Prepare copies of tools for participants (if needed) Booking location for implementation Observing COVID safety precautions Electric plugs availability Online connectivity (if needed) Materials Needed: Hard copies of fill-in tool (for field notes) – in case of outage/technical problems Stationary (notebooks, pens, staples, folders and envelopes, clips, etc.) Copies of attendance/participation sheets

BASIC DATA - FILL IN BLOCKS (PER TOOL ADMINISTRATION):

Team A/B/C:

Governorate:	Date: (mm/dd/yy)	Location:
# of Interviewees: Total # ( ) Male ( ) Female ( )		
Organization Name:	Type of Organization: (Grantee – Association CB/nonCB – IP – IP Subcontractor)	
Interviewee Name:	Position:	
Interviewee Name:	Position:	
Interviewee Name:	Position:	

* In case of GDs – attendance sheets will include names and positions

T6 - FAS TEAM KEY INFORMANT INTERVIEW / GROUP DISCUSSION

Good morning, my name is _____ and my colleague is _____.

We are members of an independent evaluation team contracted by the USAID Mission in Egypt to conduct an end-of-project performance evaluation of Egypt Food Security and Agribusiness Support (FAS) project.

The findings of the evaluation will assist USAID in informing decisions regarding the effectiveness of the identified technical assistance approaches adopted by the contractor in selected areas of FAS, the most effective/sustainable approaches regarding the promotion of agri-business in Upper Egypt in general and increasing the incomes of small farmers in particular, and the potential areas of future technical assistance based on the lessons learned from this project.

Your participation is entirely voluntary, but it is important to the results of this evaluation. Results will be anonymized (no personally identifiable information) and shared with project stakeholders.

TOOL QUESTIONS

Introductory Question: How well has CFNA's FSC worked in Egypt compared to other countries where it has been implemented?
EQI-A To what extent has the grant component (12 grants implemented under the project) succeeded to fill gaps in the value chain effectively and efficiently? (actors/segments/input suppliers-packhouses- private sector processors-associations)
Tool Questions:
Can you tell us about the concept behind the grants program, in terms of its scope, targeted value chains gaps, selection process, etc.?
Noting that less than half the grantee funds were spent, what were the main obstacles to disbursing more of the funds earmarked for grants were used? (project design, project implementation, stakeholder positions, etc.)
What criteria did you use in selecting grantees?
How was the VC assessment used to develop the grant program?
Do you think the grant was effective at filling the gaps?
Is there anything else that could have been done to fill the gaps? Were other approaches considered?
Are there any gender specific VC gaps? How were they addressed?
Had addressing VC gaps have a gender impact (e.g created employment for women)? If yes, in which ways?
EQI-B How successful have the grantee's been in instituting sustainable business models, and contributed to achieving the project results in the activity components: production, post-harvest, and marketing?
Tool Questions:
Can you explain to us through the capacity building approach for associations, and the FSCs ? What was the logic behind the approach?
What, if any, measures has the FAS project taken to ensure or promote the sustainability of the business models after project close?
What challenges did the association face in applying the business model? (farmer-related, infrastructure, capacities, resources, marketing, etc.)
How did the institution address these challenges, if it did so?
Did you consider gender while developing your business model? If yes, please provide examples.
How can the developed FSCs be more women inclusive (e.g. special services, outreaching channels, etc.)?
EQ2 In what ways were the FAS approach to build the capacities of the partner associations and to adopt successful sustainable business models resulting in improved business performance as measured by number of contracts/deals, number of beneficiaries (small holder farmers), value and volume of traded crops including repeated sales thus affecting farmers' incomes?
Tool Questions:
What were the selection criteria for the associations who received capacity building assistance?
Do you have any evidence that the recipients adopted and are still using what they learned or received?
We know that there were other organization supporting farmers in the region, e.g. Land O'Lakes. Is it possible to distinguish between the impact of other programs and FAS?

Did you receive any gender training? If yes, what is the perceived change of the received training? How are you using that training?
To what extent the provided services by FAS were inclusive of women?
EQ3 Was the project successful in the promotion of innovative tools and technology among its targeted beneficiaries across components? If yes, what factors contributed to this success? If no, what are the hindrances?
Tool Questions:
What was the rationale behind the selected innovations and technologies?
What type of follow up support on the usage of the tools and technologies? Was it sufficient?
To what extent do you think the project succeeded in promoting innovative tools and technologies to farmers?
What were the most / least successful cases of promoting innovative tools and technologies? What factors explain success or failure?
What difficulties did farmers encounter and what did they do to overcome them? (lack of infrastructures, lack of association resources, lack of association support, lack of market connections, lack of knowledge of the farmers, lack of level of connectivity, lack of access to finance; farmer resistance to change long standing practices, risk aversion?)
Did any of the offered innovations/technologies targeted women farmers or affected women (e.g. women started home business as a result of recycling innovation)? If yes, in which ways? If no, what are the challenges that prevent women from accessing or using innovations/technologies?
What is your perception of the extent that farmers benefited?
Are farmers willing and able to retain the innovative and technological practices after project close?
Do associations have the capacities to continue providing the technological services (e.g., call centre / cold chain app….etc.) after project close?

Is there anything else we should know as we conduct the evaluation?

T6 – مقابلة شخصية / مجموعة نقاشية فريق فاس

مصدر البيانات (الفئة المستهدفة):	المجموعة المستهدفة: فريق عمل مشروع فاس
نوع الأداة:	مقابلة مع مصدر رئيسي للمعلومات
عدد مرات التنفيذ في كل فئة المستهدفة:	عدد الأدوات: 7 التطبيق: يوجد
الوقت المتوقع للتنفيذ:	45 دقيقة (صافي الوقت) 60 دقيقة (شاملة الترتيبات السابقة واللاحقة)
الترتيبات اللوجستية:	التجهيزات: • دعوة المشاركين في المقابلة • التسجيل في كشوفات الحضور • إعداد نسخ من أدوات المشاركين (إذا تطلب الأمر) • إعداد وتجهيز مكان المقابلة • التأكد من إحتياطات وشروط السلامة الخاصة بفيروس كورونا • توفير مصدر للكهرباء (فيشات) • التوصيل بشبكة الانترنت (إذا لزم الأمر) المستلزمات المطلوبة: • نسخ من أدوات جمع البيانات (التسجيل الملاحظات اليدوية في حالة انقطاع التيار الكهربائي. • أدوات مكتبية (دفاتر، أقلام، دبوس، حافظة، مظاريف، دبابيس، الخ) • نسخ من كشوف حضور المشاركين

المحافظة:	التاريخ:	الموقع:
إجمالي عدد المشاركين ( )	ذكور ( )	إناث ( )
اسم المؤسسة:	نوع المؤسسة: (حقوقية، صحة، جمعية حقوقية أو غير حقوقية، بناء القدرات - جهة تنفيذية)	
اسم المشارك:	الوظيفة:	
اسم المشارك:	الوظيفة:	
اسم المشارك:	الوظيفة:	

*في حالة المجموعات النقاشية، ستتضمن كشوف الحضور ا ماء والوظائف

صباح الخير،

أنا أسمي:------------------- و معي زميلي/زميلتي في العمل ---------------------------- .

نحن أعضاء فريق تقييم مستقل تعاقدت معه الوكالة ا يكية للتنمية الدولية في مصر جراء تقييم نهائي مشروع دعم ا ن الغذائي عمال الزراعية فاس(.

حيث تساعد نتائج هذا التقييم الوكالة ا يكية للتنمية الدولية في مصر على اتخاذ قرارات لتحسين فاعلية أساليب الدعم الفني المقدمة من الجهة المنفذة، وتحديد الشر اليب المستدامة والفعالة لترويج عمال الزراعية في صعيد مصر بشكل عام، ولزيادة دخل المزارعين من أصحاب الحيازات الصغيرة بشكل خاص ب فة إلى رصد الدروس المستفادة من المشروع لتحديد نطاق المساعدة الفنية والتدخل في المشروعات اللاحقة.

إن مشاركتك معنا اليوم تطوعية تمامًا ولكنها هامة لعملية نجاز هذه الدراسة، ونؤكد لكم أن مشاركة نتائج التقييم مع الفئات والجهات المرتبطة بالمشروع مع ا فاظ بالسرية التامة للبيانات الشخصية لكل مشارك في التقييم.

ما مدى نجاح CNFA في تطبيق نموذج مركز خدمات المزرعة FSC مقارنة ب اخرى تم تطبيقها؟
سؤال التقييم رقم 1-أ: إلى أي مدى نجح مكون المنح (12 منحة تم تنفيذها في هذا المشروع) في سد الفجوات في سلاسل القيمة بكفاءة وفعالية؟ (الجهات الفاعلة في القطاعات – موردو المدخلات الزراعية – مراكز التجميع والفرز - معاملات ما بعد الحصاد القطاع الخاص—المصنعون -الجمعيات)
أسئلة ا داة:
هل ممكن شرح الفكرة وراء برنامج المنح، من حيث النطاق والفجوات المستهدفة في سلاسل القيمة، عملية ا تيار، الخ...
لقد ظنا ان نصف الميزانية المخصصة للمنح تم استخدامها. ماذا كانت العوائق الرئيسية لصرف الثلث الميزانية المخصصة للمنح؟ (تصميم المشروع، تطبيق المشروع، وضع المستفيدين، الخ...)
ما هي المعايير التي تم استخدامها تيار المستفيدين من المنحة؟
كيف تم استخدام تقييم سلسلة القيمة لتطوير برنامج المنح؟
هل تظن ان المنح كانت فعالة في سد الفجوات؟
هل في اشياء اخرى كان يمكن فعلها لسد الفجوات؟ هل تم خذ نماذج اخرى في عتبار؟
هل في الفجوات في سلاسل القيمة خاصة بالنوع؟ كيف تم التعامل معها؟
هل كان في اعتبار نوعي تم ا ف جوانب سلسلة القيمة (خلق فرص عمل للمرأة؟)
سؤال التقييم رقم 1-ب: ما مدى نجاح الحاصلين على المنح في تأسيس نموذج أعمال مستدام؟ وإلى أي مدى ساهموا في تحقيق نتائج المشروع في ت: نتاجية، معاملات ما بعد الحصاد والتسويق؟
أسئلة ا داة:
هل ممكن شرح نهج بناء قدرات الجمعيات و مركز خدمات المزرعة FSC (الذي هو نموذج العمل) والمنطق من ورائه؟

ما التدابير الذي تتخذها مشروع FAS للتأكد من استمرارية نموذج العمل بعد انتهاء المشروع؟
ما التحديات التي واجهتها الجمعيات عند تطبيق نموذج العمل؟) خصوصا قبل المزارع، البيئة التحتية لقدرات، الموارد ، التسويق، الخ (
كيف قامت المؤسسة بحلها؟
هل تم اخذ النوع في الاعتبار عند تطوير نموذج العمل الخاص بك؟ لو نعم رجاء التوضيح مع امثلة.
كيف يمكن ان يكون مركز خدمات المزرعة المطور ان يكون شاملا للمرأة؟)خدمات خاصة، قنوات تواصل، الخ...(
سؤال التقييم رقم 2: إلى أي حد كان نهج مشروع فاس "لبناء قدرات الجمعيات الشريكة في اعتماد وتطبيق نموذج اعمال مستدام ساهم في تحسين مستوى أداء الأعمال بشكل يمكن قياسه من خلال عدد العقود، عدد المستفيدين) من المزارعين أصحاب الحيازات الصغيرة (، كمية وقيمة المحاصيل المباعة، تضمن هيكل ادارية على البيع بما ينعكس على زيادة دخل المزارعين؟
أسئلة الأداة:
ما هي معايير اختيار الجمعيات التي تلقت مساعدة في بناء القدرات؟
هل عندك أي ادلة ان المستفيدين قاموا بتطبيق او استخدام ما تعلموه او تلقوه؟
نحن نعلم ان هناك منظمات اخرى تقوم بمساعدة المزارعين في المنطقة، مثل Land O’Lakes. كيف يمكن الفرق بين تأثير المشاريع الأخرى ومشروع FAS?
هل تلقيت اي تدريب على النوع الاجتماعي؟ لو الاجابة نعم، ما هو التغيير الذي حدث نتيجة لهذا التدريب؟ كيف تقوم باستخدام هذا التدريب؟
الى اي مدي الخدمات المقدمة من قبل الجمعية شاملة للمرأة؟
سؤال التقييم رقم 3: هل نجح المشروع في الترويج للابتكارات والتكنولوجيا الملائمة في كل فئات المستهدفة في المكون الثالث للمشروع؟ إذا كانت الاجابة نعم، ما هي العوامل التي ساعدت على تحقيق هذا النجاح؟ إذا كانت الاجابة لا، ما هي العوائق؟
أسئلة الأداة:
هل ممكن شرح المنطق خلف اختيار الابتكارات والتكنولوجيا؟
ما نوع المساعدة الفنية التي تقدمها عند استخدام الابتكارات والتكنولوجيا؟ هل هي كافية؟
ما هي الصعوبات التي يواجهها المزارعون عند استخدام الابتكارات والتكنولوجيا التي تم تبنيها؟ كيف تم التغلب على تلك الصعوبات؟ نقص في البنية التحتية، نقص في موارد الجمعية، نقص في دعم الجمعية، نقص في ضعف السوق، نقص في معرفة المزارع، نقص في مستوى الاتصال، نقص في الوصول إلي الائتمان، مقاومة المزارع لتغيير عادات قديمة تجنب المخاطر
هل اي من الابتكارات التكنولوجية كانت موجهة للمرأة كمزارع او تؤثر على المرأة)مثل بدأت سيدات مشروع اعادة تدوير مبتكر؟(لو نعم، كيف؟ لو لا، ما هي التحديات التي تحد من حصول او استخدام السيدات على الابتكارات التكنولوجية ؟
ما هو ملاحظتك عن مدي استفادة المزارعين؟
هل المزارع راغب وقادر على تبني الابتكارات والتكنولوجيا المقدمة بعد انتهاء المشروع؟ ماذا عن قدرات الجمعيات بتقديم خدمات التكنولوجية)مراكز اتصال، نظم التبريد.......الخ(

FAS END-OF-TERM EVALUATION
QUALITATIVE DATA COLLECTION TOOLS
T7 – KII – GD FAS PARTNERS

TOOL DESCRIPTION:

Data Source (Target Group)	Target Group: FAS Partners Target Group Categories: A. Winrock International (EQ3) B. Blue Moon International (EQ2+EQ3) C. WFLO (EQ1+EQ2+EQ3) D. Souktel (EQ3)
Type of Tool	KII
Number of GDs to be implmented :	Evaluation Total # of Tools:4 Variation: NA (Governorate – type of association – crop – gender – etc.) # of tools per (variation selected):4
Time per tool implementation:	## minutes per tool - net time: 45 minutes ## minutes per tool – including pre-and post arrangements: 60 minutes
Logistical Needs:	Preparation: Make appointments with partners Fill in Attendance Sheets Observing COVID safety precautions Electric plugs availability Materials Needed: Hard copies of fill-in tool (for field notes) – in case of outage/technical problems Stationary (notebooks, pens, staples, folders and envelopes, clips, etc.) Copies of attendance/participation sheets

BASIC DATA - FILL IN BLOCKS (PER TOOL ADMINISTRATION):

Team A/B/C:

Governorate:	Date: (mm/dd/yy)	Location:
# of Interviewees: Total # ( ) Male ( ) Female ( )		
Organization Name:	Type of Organization:	
Interviewee Name:	Position:	

Interviewee Name:	Position:
Interviewee Name:	Position:

* In case of GDs – attendance sheets will include names and positions

T7 – KII - FAS PARTNERS

Good morning, my name is _____ and my colleague is _____.

We are members of an independent evaluation team contracted by the USAID Mission in Egypt to conduct an end-of-project performance evaluation of Egypt Food Security and Agribusiness Support (FAS) project.

The findings of the evaluation will assist USAID in informing decisions regarding the effectiveness of the identified technical assistance approaches adopted by the contractor in selected areas of FAS, the most effective/sustainable approaches regarding the promotion of agri-business in Upper Egypt in general and increasing the incomes of small farmers in particular, and the potential areas of future technical assistance based on the lessons learned from this project.

Your participation is entirely voluntary, but it is important to the results of this evaluation. Results will be anonymized (no personally identifiable information) and shared with project stakeholders.

TOOL QUESTIONS

Introductory Question: Which activities the partner was involved in with CNFA and since when?
EQI-A To what extent has the grant component (12 grants implemented under the project) succeeded to fill gaps in the value chain effectively and efficiently? (actors/segments/input suppliers-packhouses- private sector processors-associations)
Tool Questions: WFLO
What, if any, role did your organization play role in the grant selection process?
Did you contribute to a grantee's business model? If yes, please elaborate.
How did your organization contribute to identifying value chain gaps?
Did your organization support development of the grants model? If yes, how? What was your organization's role?
To what extent do you think the grant assists in filling the gaps in the value chain? Are there any remaining bottlenecks? How would you propose to solve them?
What is your involvement, if any, in the grant delivery process/implementation?
EQI-B How successful have the grantee's been in instituting sustainable business models, and contributed to achieving the project results in the activity components: production, post-harvest, and marketing?
Tool Questions: WFLO
Can you walk us through the capacity building approach for grantees, including the FSC business models? What is the logic behind it?
Is there anything else that could have been done to fill the value chain gaps? Were other approaches considered?
What challenges, if any, did the grantee face in applying the business model? (e.g. related to farmer related, infrastructure, capacities, resources, marketing, etc.)
Are you aware of how the grantee address them?

What, if any, measures has the FAS project taken to ensure the sustainability of the business model after project close?
EQ2 In what ways were the FAS approach to build the capacities of the partner associations and to adopt successful sustainable business models resulting in improved business performance as measured by number of contracts/deals, number of beneficiaries (small holder farmers), value and volume of traded crops including repeated sales thus affecting farmers' incomes?
Tool Questions: WFLO, Blue Moon
Did you contribute to building the capacity of the partner associations? if yes, please elaborate.
Do you have any evidence that the recipients adopted and are using what they learned or received?
Were there were any other factors that contributed to the adoption of the business models?
We understand that there were other organizations supporting farmers in the region, e.g. Land O'Lakes. Is it possible to distinguish between the impact on farmers of those other programs and FAS?
EQ3 Was the project successful in the promotion of innovative tools and technology among its targeted beneficiaries across components? If yes, what factors contributed to this success? If no, what are the hindrances?
Tool Questions: WFLO, Blue Moon, Winrock International, Souktel
What difficulties did farmers encounter while using the tools and technologies they were provided with? Can you tell us what, if anything was done to help them overcome them? (e.g. lack of infrastructures, lack of association resources, lack of association support, lack of market connections, lack of knowledge of the farmers, lack of level of connectivity, lack of access to finance. farmers resistance to change long standing practices, risk aversion)
What is your overall sense of how much farmers benefited?
What type of follow-up support did you provide on the usage of the tools and technologies? Do you believe it was sufficient for farmers to continue using them after project close?
Are farmers willing and able to retain the innovative and technological practices after the project?
What about the associations' capacities to keep providing the technological services (e.g. call center / cold chain app)
Is there anything else we should know as we conduct the evaluation?

ا اة (T7) – مقابلة شخصية / مجموعة نقاش – شركاء مشروع فاس

مصدر البيانات (الفئة المستهدفة):	المجموعة المستهدفة: شركاء مشروع فاس تعريف الفئة المستهدفة: أ. Winrock International (سؤال #3) ب. Blue Moon (سؤال # 2&3) ج. WFLO (سؤال # 1&2&3) د. Souktel (سؤال #3)
ن داة:	مقابلة جماعية
عدد مرات تنفيذ مع الفئة المستهدفة:	عدد تكرار ا داة: 4 لا ينطبق
الوقت المتوقع لتنفيذ :	45 دقيقة (الوقت الصافي) 60 دقيقة (شاملة الترتيبات السابقة و خ ة لل ق)
ترتيبات لوجستية:	التجهيزات: • دعوة المشاركين في القبل • التسجيل في كشوفات الحضور • إعداد نسخ من ا دوات للمشاركين (إذا تطلب مر) • إعداد تجهيز مكان المقابلة • للتأكد من إحتياطات وشروط ا مة الخاصة بفيروس كورونا • توفير مصدر للكهربا (فيشات) • التوصيل بشبكة نترنت (إذا لزم مر) المتطلبات المطلوبة: • نسخ من أدوات جمع البيانات للتسجيل ظات اليدوية (في حالة انقطاع التيار الكهربائي). • إدوات كتابية (دفاتر، أق م، دوسيهات حفظ، مظاريف، دبابيس، الخ) • نسخ من حضور المشاركين

المحافظة	التاريخ:	الموقع:
إجمالي عدد المشاركين ( )	ذكور ( )	اناث ( )
اسم الميسر:		

اسم المشارك:	الوظيفة:
اسم المشارك:	الوظيفة:
اسم المشارك:	الوظيفة:

صباح الخير،

أنا أسمي:-------------------- ومعي زميلي/زميلتي في العمل ---------------------------- .

نحن أعضاء فريق تقييم مستقل تعاقدت معه الوكالة الأمريكية للتنمية الدولية في مصر لإجراء تقييم نهائي لمشروع دعم الأمن الغذائي عمال الزراعة (أساس).

حيث تساعد نتائج هذا التقييم الوكالة الأمريكية للتنمية الدولية في مصر على اتخاذ قرارات لتحسين فاعلية أساليب الدعم الفني المقدمة من الجهة المنفذة، وتحديد أفضل الأساليب المستدامة لرفع قدرات وجودة عمال الزراعة في صعيد مصر بشكل عام، ولزيادة دخل المزارعين من أصحاب الحيازات الصغيرة بشكل خاص بالإضافة إلى رصد الدروس المستفادة من المشروع لتحديد نطاق المساعدة الفنية والتدخل في المشروعات اللاحقة.

إن مشاركتك معنا اليوم تطوعي تماماً ولكنها هامة للغاية لإنجاز هذه الدراسة، ونؤكد لك أن مشاركتك ونتائج التقييم مع الهيئات والجهات المرتبطة بالمشروع مع الحفاظ على السرية التامة للبيانات الشخصية للمشاركين في التقييم.

أسئلة الأداة:

سؤال التقييم رقم 1-أ: إلى أي مدى نجح مكون المنحة (12 منحة) تم تنفيذها في هذا المشروع في إرساء الجوانب الفنية والتكنولوجية لتحسين كفاءة وفعالية؟ (الجهات الفاعلة في القطاعات – موردو المدخلات الزراعية – مراكز التعبئة والفرز - معامل تحليل الحاصلات - القطاع الخاص - المصنعون - الجمعيات)
أسئلة فرعية:
هل ساهمت مؤسستك في اختيار المستفيدين من المنحة؟

هل ساهم تفعيل نموذج العمل الخاص بالمستفيد من المنحة؟ لو كانت الإجابة نعم، رجاء التوضيح.
كيف ساهم ذلك في تحسين سلاسل القيمة؟
هل قامت مؤسستك بالمساعدة في تطوير نموذج المنحة؟ لو نعم كيف؟ وماذا كان دور مؤسستك؟
الي أي مدي تساعد المنحة في تحسين سلاسل القيمة؟ هل هناك أي تحديات؟ كيف تقترح حلها؟
هل تم مراعاة النوع الاجتماعي عند دراسة وتحليل سلاسل القيمة؟ كيف تم التعامل معها؟
هل كان هناك آثار ما تتضمن النوع الاجتماعي؟ ما هو (وضع المرأة و ارتباطها بسوق العمل على سبيل المثال)؟
ماذا كانت مساهمتك في عملية تقييم او تطبيق المنحة؟
سؤال التقييم رقم 1-ب: ما مدى نجاح الحاصلين على المنحة في تأسيس نموذج اعمال مستدام؟ وإلى أي مدى ساهموا في تحقيق نتائج المشروع في مجالات: الإنتاجية، معاملات ما بعد الحصاد والتسويق؟
أسئلة عامة:
هل يمكن ان توضح لنا نهج بناء قدرات الجمعيات و مركز خدمات المزرعة FSC (الذي هو نموذج العمل (والمنطق من وراءه؟
هل هناك أي شيء إضافي كان يمكن فعله لتحسين سلاسل القيمة؟ ؟ هل تم اخذ نهج اخري في الاعتبار؟
ما التحديات التي واجهتها الجمعيات عند تطبيق نموذج العمل؟ (خاص قبل المزارع، البيئة التحتية للقدرات، الموارد، التسويق، الخ) كيف قامت المؤسسة بحلها؟
هل تم اخذ النوع الاجتماعي في الاعتبار عند تطوير نموذج العمل الخاص بك؟ لو نعم رجاء التوضيح مع امثلة.
كيف يمكن ان يكون مركز خدمات المزرعة المطور ان يكون شاملا للمرأة؟ (خدمات خاصة، قنوات تواصل، الخ...)
هل تعلم كيف قام المستفيد من المنحة باستخدامها؟
ما التدابير الذي اتخذها مشروع FAS للتأكد من استمرارية نموذج الاعمال بعد انتهاء المشروع؟
سؤال التقييم رقم 2: إلى أي حد كان نهج مشروع فاس "لبناء قدرات الجمعيات الشريكة" اعتماد وتطبيق نموذج اعمال مستدام يساهم في تحسين مستوي أداء الاعمال بشكل يمكن قياسه من خلال عدد العقود، عدد المستفيدين (من المزارعين أصحاب الحيازات الصغيرة)، كمية وقيمة المحاصيل المباعة، تتضمن متكرارية عملية البيع بما ينعكس علي زيادة دخل المزارعين؟
أسئلة عامة:
هل ساهم تفعيل بناء قدرات الجمعيات الشريكة؟ لو نعم رجاء التوضيح
هل لديك أي دلائل ان المستفيدين قاموا بتطبيق او استخدام ما تعلموه او تلقوه؟
هل كان هناك عوامل اخري ساعدت علي تبني ماذج العمل؟
نحن نعلم ان هناك منظمات اخري تقوم بمساعدة المزارعين في المنطقة، مثل Land O'Lakes. كيف يمكن التفرقة بين اثر المشاريع الأخرى ومشروع FAS?

هل تلقيت اي تدريب على النوع؟ لو ب نعم، ما هو التغيير الذي حدث كنتيجة لهذا التدريب؟ كيف تقوم ب استخدام هذا التدريب؟
الي اي مدي الخدمات المقدمة من قبل الجمعية تشمل المرأة؟
سؤال التقييم رقم 3: سؤال 3: هل نجح المشروع في الترويج وات مبتكرة وتكنولوجية ملائمة للفئات المستهدفة في كفاءة مكونات المشروع؟ إذا كانت جابة بنعم، ما هي العوامل التي ساعدت على تحقيق هذا النجاح؟ إذا كانت ب ، ما هي العوائق؟
أسئلة ة:
ما هي الصعوبات التي يواجهها المزارعون عند استخدام ت المبتكرة والتكنولوجية التي تم تبنيها؟ كيف تم التغلب على تلك الصعوبات؟ (نقص في البنية التحتية، نقص في موارد الجمعية، نقص في دعم الجمعية، نقص في ص تف السوق، نقص في معرفة المزارع، نقص في مستوى تصال، نقص في الوصول إلى الائتمان، مقاومة المزارع لتغيير عادات قديمة، تجنب المخاطر)
ما هو تقييمك لمدى استفادة المزارعين؟
ما نوع المساعدة ا ة التي تقدمها عند استخدام ت المبتكرة والتكنولوجيا؟ هل تظن ان ها كافية للمزارعين تمرار في استخدامها بعد انتهاء المشروع؟
هل اي من وات المبتكرة التكنولوجية كانت موجهة للمرأة كمزارع او تؤثر على المرأة (بعد ان تبدأ المشروع اعادة تدوير مبتكر؟ (لو نعم، كيف؟ لو ما هي التحديات التي تحد من حصول او استخدام السيدات على وات المبتكرة التكنولوجيا؟
هل اي من وات المبتكرة التكنولوجية كانت موجهة للمرأة كمزارع او تؤثر على المرأة (بعد ان تبدأ المشروع اعادة تدوير مبتكر؟ (لو نعم، كيف؟ لو ما هي التحديات التي تحد من حصول او استخدام السيدات على وات المبتكرة التكنولوجيا؟
هل المزارع راغب وقادر على حافظ ت المبتكرة والتكنولوجيا المقدمة له بعد انتهاء المشروع؟
ماذا عن قدرات الجمعيات ب تمرار في تقديم الخدمات التكنولوجية) مركز تصال/ خطي وسلسلة التبريد(
هل هناك أي شيء نحتاج ان نعرفه عن القيام بالتقييم؟

FAS END-OF-TERM EVALUATION
QUALITATIVE DATA COLLECTION TOOLS
T8 – KII/D – PRIVATE SECTOR PARTNERS

TOOL DESCRIPTION:

Data Source (Target Group)	Target Group: Private Sector Target Group Categories: Input suppliers Exporters Retailers
Type of Tool	KII
Number of GDs to be implmented :	Evaluation Total # of Tools: 8 Variation: NA (Governorate – type of association – crop – gender – etc.) # of tools per (variation selected): ?
Time per tool implementation:	## minutes per tool - net time: 30 minutes ## minutes per tool – including pre-and post arrangements: 45 minutes
Logistical Needs:	Preparation: Inviting participants Fill in Attendance Sheets Prepare copies of tools for participants (if needed) Booking location for implementation Observing COVID safety precautions Electric plugs availability Online connectivity (if needed) Materials Needed: Hard copies of fill-in tool (for field notes) – in case of outage/technical problems Stationary (notebooks, pens, staples, folders and envelopes, clips, etc.) Copies of attendance/participation sheets

BASIC DATA - FILL IN BLOCKS (PER TOOL ADMINISTRATION):

Team A/B/C:

Governorate:	Date: (mm/dd/yy)	Location:
# of Interviewees: Total # ( ) Male ( ) Female ( )		
Organization Name:	Type of Organization: (Grantee – Association CB/nonCB – IP – IP Subcontractor-Private sector/service provider)	

Interviewee Name:	Position:
Interviewee Name:	Position:
Interviewee Name:	Position:

* In case of GDs – attendance sheets will include names and positions

T8 – KII/GD – PRIVATE SECTOR PARTNERS

_____

Good morning, my name is _____ and my colleague is _____.

We are members of an independent evaluation team contracted by the USAID Mission in Egypt to conduct an end-of-project performance evaluation of Egypt Food Security and Agribusiness Support (FAS) project.

The findings of the evaluation will assist USAID in informing decisions regarding the effectiveness of the identified technical assistance approaches adopted by the contractor in selected areas of FAS, the most effective/sustainable approaches regarding the promotion of agri-business in Upper Egypt in general and increasing the incomes of small farmers in particular, and the potential areas of future technical assistance based on the lessons learned from this project.

Your participation is entirely voluntary, but it is important to the results of this evaluation. Results will be anonymized (no personally identifiable information) and shared with project stakeholders.

TOOL QUESTIONS

General questions
Before we start, and to help us know what to ask, can you tell us how familiar you are with the FAS project? (i.e. project goals, approach, stakeholders, etc.)
What are your overall impressions about the FAS project?
Which association or grantee you dealt with? Contract information (amount, how many times)
EQI-A To what extent has the grant component (12 grants implemented under the project) succeeded to fill gaps in the value chain effectively and efficiently? (actors/segments/input suppliers-packhouses- private sector processors-associations)
Tool Questions:
In your opinion, what is the role of the private sector in responding to the value chain gaps?
As far as you are aware, how has participating in FAS contributed to solving the identified challenges?
In your opinion, how the value chain gaps can be further tackled (e.g., target groups, partnerships methods)?
EQI-B How successful have the grantee's been in instituting sustainable business models, and contributed to achieving the project results in the activity components: production, post-harvest, and marketing?
Tool Questions:

Are you aware of the Farmer Service Center (FSC) business model?
If yes, do you have any interactions with FSCs?
If yes, do you think FSCs have improved the efficiencies? How good are they at filling value chain gaps?
EQ2 In what ways were the FAS approach to build the capacities of the partner associations and to adopt successful sustainable business models resulting in improved business performance as measured by number of contracts/deals, number of beneficiaries (small holder farmers), value and volume of traded crops including repeated sales thus affecting farmers' incomes?
Tool Questions:
What do you think can improve the associations' ability to engage with private sector companies like yours?
Have you observed any improvements in how associations are managed over the last 3 years (i.e. under the FAS project)?
How many contracts have you conducted with (Associations, cooperatives, direct farmers) and how many repeated orders, through FAS project)
What are any challenges you have experienced while dealing with Associations/ cooperatives?
EQ3 Was the project successful in the promotion of innovative tools and technology among its targeted beneficiaries across components? If yes, what factors contributed to this success? If no, what are the hindrances?
Tool Questions:
What are the key challenges farmers face to fulfil your orders (e.g. lack of financing, low produce quality, low volume of produce, difficult in being reliable partners, etc.)
What do you believe could enhance farmers ability to fulfil your orders?

أداة (8) – دليل مقابلة شخصية / نقاش مجموعة مع ممثلي القطاع الخاص

وصف الأداة:

مصدر البيانات (الفئة المستهدفة):	الفئة المستهدفة: القطاع الخاص تقسيم الفئة المستهدفة: أ- موردي المال ب- المصدرين ت- تجار التجزئة
نوع الأداة:	نموذج جمع البيانات
عدد مرات تنفيذ الأداة حسب الفئة المستهدفة:	العدد الكلي للأدوات: ## تقسيم الأدوات حسب الفئات المستهدفة:
الوقت المتوقع للتنفيذ:	45 دقيقة لملء النموذج 15 دقيقة قبل الإعداد القبلي والبعدي
التحضيرات اللوجستية:	التحضير: - دعوة المشاركين - ملء أوراق الحضور - تحضير نسخ من أدوات المشاركين (إذا لزم الأمر) - التأكد من وجود المكان المناسب للتنفيذ - مراعاة الاحتياطات العامة للحد من فيروس كورونا - اتصال الإنترنت (إذا لزم الأمر) المواد المطلوبة: - نسخ ورقية من أداة التقييم (ملاحظات للميسر) في حال انقطاع الكهرباء / المشاكل التقنية - أدوات التقييم (أوراق مطبوعة، مساحات وأقلام، وأظرف وشرائط وما إلى ذلك)

نسخ من أوراق الحضور / المشاركة	

البيانات الأساسية (اجمع البيانات)

فريق أ/ب/ج

المحافظة:	التاريخ:	المكان:
عدد الحضور الكلي ( )	ذكور ( )	إناث ( )
اسم الجهة/المؤسسة:	نوع الجهة /المؤسسة:	
اسم المشارك:	الوظيفة:	
اسم المشارك:	الوظيفة:	
اسم المشارك:	الوظيفة:	
اسم المشارك:	الوظيفة:	

صباح الخير،

أنا اسمي:-------------------- ومعي زميلي/زميلتي في العمل ----------------------------- .

نحن أعضاء فريق تقييم مستقل تعاقدت معه الوكالة الأمريكية للتنمية الدولية في مصر لتقييم أداء مشروع دعم الأمن الغذائي والأمن الزراعي (فاس).

حيث ستساعد نتائج هذا التقييم الوكالة الأمريكية للتنمية الدولية بمصر على اتخاذ قرارات تحسين فاعلية أساليب الدعم الفني المقدمة من الجهة المنفذة، وتحديد أكثر الأساليب المستدامة والفعالة لترويج الأمن الزراعي في صعيد مصر بشكل عام، ولزيادة دخل المزارعين من أصحاب الحيازات الصغيرة بشكل خاص بالإضافة إلى رصد الدروس المستفادة من المشروع لتحديد نطاق المساعدة الفنية والتدخل في المشروعات اللاحقة.

إن مشاركتك معنا اليوم تطوعية تمامًا ولكنها هامة للغاية لإنجاز هذه الدراسة، ونؤكد لكم أنه سيتم مشاركة نتائج التقييم مع العائلات والجهات المرتبطة بالمشروع مع الحفاظ على سرية البيانات الشخصية للمشاركين في التقييم.

ﻷسئلة ا اة:

ﻷسئلة عامة
في البداية، هل يمكنك أن تخبرنا بما تعرفه عن مشروع دعم الأمن الغذائي والزراعي في ماس (؟) على سبيل المثال، أهداف المشروع ، المناهج المستخدمة ، أصحاب المصلحة ، إلخ.(
ما هي انطباعاتك العامة عن مشروع دعم الأمن الغذائي والزراعي في ماس (؟
ما هي الجمعية أو الحاصل على المنحة الذي تعاملت معه؟ معلومات العقد (مبلغ العقد الفيذ ، عدد المرات (
سؤال 1-أ: إلى أي حد نجح المكون الممنوح) 12 منحة تم تنفيذها في هذا المشروع (في سد فجوة سلسلة القيمة وكفاءة وفاعلية؟ (المستفيدين - الموردين للمدخلات الزراعية مع ما بعد الحصاد للقطاع الخاص -- الجمعيات (
ﻷسئلة ا اة
في رأيك ، ما هو دور القطاع الخاص في سد الفجوات في سلسلة القيمة؟
حسب معلوماتك ، كيف ساهمت الشركات في مشروع دعم الأمن الغذائي والزراعي في ماس (في حل التحديات المحددة؟
في رأيك ، كيف يمكن معالجة فجوات سلسلة القيمة بشكل أكبر) على سبيل المثال ، الفئات المستهدفة ونظم الشركات (؟
سؤال 1-ب: ما هو مستوى نجاح واستدامة نموذج الأعمال المقدم من قبل الحاصلين على المنحة؟ وإلى أي مدى ساهم في تحقيق نتائج المشروع في مجال : نتاجية، مع ما بعد الحصاد والتسويق؟
ﻷسئلة ا اة
هل أنت على دراية بنموذج عمل مركز خدمة المزارعين ؟
إذا كانت الإجابة نعم ، هل لديك أي تعامل مع مركز خدمة المزارعين؟
إذا كانت الإجابة نعم ، هل تعتقد أن مركز خدمة المزارعين قد رفع الكفاءات؟ ما مدى جودته في سد فجوات سلسلة القيمة؟
سؤال 2: إلى أي حد استخدم مشروع دعم الأمن الغذائي والزراعي في ماس (مناهج تساعد في بناء قدرات شركائه من الجمعيات لاعتماد وتطبيق نموذج أعمال مستدام يساهم في تحسين مستوى أداء الأعمال عبر زيادة عدد العقود، عدد المستفيدين) من المزارعين أصحاب الحيازات الصغيرة (، كمية وقيمة السلع التي تم بيعها، تحسين هامش الربح التكراري على عملية البيع ما ينعكس على زيادة دخل المزارعين؟
ﻷسئلة ا اة
ماذا يمكن أن يرفع من قدرة الجمعيات على التعامل مع شركات القطاع الخاص مثل شركتك؟

هل أي تحسن في كيفية إدارة الجمعيات على مدى السنوات ا الماضية (أي في إطار مشروع دعم من الغذائي وا مال الزراعية فاس)؟
كم عدد العقود التي أبرمتها مع (الجمعيات ، التعاونيات ، المزارعين بشكل مباشر) وكم عدد الطلبات المتكررة ، من المشروع دعم من الغذائي وا مال الزراعية فاس)؟
ما هي التحديات التي واجهتها أثناء التعامل مع الجمعيات / التعاونيات؟
سؤال 3: هل نجح المشروع في التوجيه دوات بتكار تكنولوجيه ئم للهيئات المستهدفة في كافة المكونات المشروع؟ ولو نعم، ما هي العناصر التي ساعدت على تحقيق هذا النجاح؟ ولو ما هي العوائق؟
أسئلة ا اة
ما هي التحديات الرئيسية التي يواجهها المزارعون للالتزام بطلباتكم) على سبيل المثال، نقص التمويل وانخفاض جودة ا نتاج وحجم نتاج وعدم القدرة على الوثوق بهم كشركاء وما إلى ذلك(
ماذا يمكن أن يعزز قدرة المزارعين على الالتزام بطلباتك؟

FAS END-OF-TERM EVALUATION
QUALITATIVE DATA COLLECTION TOOLS
T9 - GOVERNMENT PARTNERS KII/GD

TOOL DESCRIPTION:

Data Source (Target Group)	Target Group: Government Representatives Target Group Categories: Central Government representatives Local government representatives
Type of Tool	KII
Number of GDs to be implmented :	Evaluation Total # of Tools:9 Variation: NA (Governorate – type of association – crop – gender – etc.) # of tools per (variation selected):
Time per tool implementation:	## minutes per tool - net time: 20 minutes ## minutes per tool – including pre-and post arrangements: 35 minutes
Logistical Needs:	Preparation: Inviting participants Fill in Attendance Sheets Prepare copies of tools for participants (if needed) Booking location for implementation (if needed) Observing COVID safety precautions Electric plugs availability Online connectivity (if needed) Materials Needed: Hard copies of fill-in tool (for field notes) – in case of outage/technical problems Stationary (notebooks, pens, staples, folders and envelopes, clips, etc.) Copies of attendance/participation sheets

BASIC DATA - FILL IN BLOCKS (PER TOOL ADMINISTRATION)

Team A/B/C:

Governorate:	Date: (mm/dd/yy)	Location:
# of Interviewees: Total # ( ) Male ( ) Female ( )		
Organization Name:	Type of Organization: (Grantee – Association CB/nonCB – IP – IP Subcontractor)	

Interviewee Name:	Position:
Interviewee Name:	Position:
Interviewee Name:	Position:

* In case of GDs – attendance sheets will include names and positions

T 9– KII/GD – GOVERNMENT PARTNERS

Good morning, my name is _____ and my colleague is _____.

We are members of an independent evaluation team contracted by the USAID Mission in Egypt to conduct an end-of-project performance evaluation of Egypt Food Security and Agribusiness Support (FAS) project.

The findings of the evaluation will assist USAID in informing decisions regarding the effectiveness of the identified technical assistance approaches adopted by the contractor in selected areas of FAS, the most effective/sustainable approaches regarding the promotion of agri-business in Upper Egypt in general and increasing the incomes of small farmers in particular, and the potential areas of future technical assistance based on the lessons learned from this project.

Your participation is entirely voluntary, but it is important to the results of this evaluation. Results will be anonymized (no personally identifiable information) and shared with project stakeholders.

TOOL QUESTIONS:

How long have you been in your position? What are your overall impressions about the FAS project in your governorate?
EQI-A To what extent has the grant component (12 grants implemented under the project) succeeded to fill gaps in the value chain effectively and efficiently? (actors/segments/input suppliers-packhouses- private sector processors-associations)
Tool Questions:
Are you aware of FAS efforts to improve the value chain? If so, what have you heard about it?
In your opinion, what is the role of the private sector in responding to the value chain gaps?
(In case of local grantee from the same governorate), Do you think the grantee/s addressed the gaps in the value chain? If yes, in which ways?
In your opinion, how can the value chain gaps be further addressed (e.g., target groups, partnerships methods), more services, more infrastructure, etc.)?
Are there any gender specific VC gaps? How were they addressed?
Had addressing VC gaps have a gender impact (e.g. created employment for women)? If yes, in which ways?
EQI-B How successful have the grantee's been in instituting sustainable business models, and contributed to achieving the project results in the activity components: production, post-harvest, and marketing?
Tool Questions:

What do you think the chances are that the new business model [or use a more specific term, based on what the grantee actually is doing e.g. farmers service centre, greenhouse] will be sustainable after project close?
EQ2 In what ways were the FAS approach to build the capacities of the partner associations and to adopt successful sustainable business models resulting in improved business performance as measured by number of contracts/deals, number of beneficiaries (small holder farmers), value and volume of traded crops including repeated sales thus affecting farmers' incomes?
Tool Questions:
From your perspective, what are the key challenges face associations that hinder their ability to serve their farmers?
Have you observed any improvements in how associations are managed since they received the capacity building?
If you did, do you think they will last, now that the project is closed? Why/why not?
EQ3 Was the project successful in the promotion of innovative tools and technology among its targeted beneficiaries across components? If yes, what factors contributed to this success? If no, what are the hindrances?
Tool Questions:
What do you think of the introduced innovation and technology interventions provided by FAS project?
How receptive were farmers to them, as far as you know?
What other innovative and technological solutions could enhance production and increase farmers' income?
Did any of the offered innovations/technologies targeted women farmers or affected women (e.g. women started home business as a result of recycling innovation)? If yes, in which ways? If no, what are the challenges that prevent women from accessing or using innovations/technologies?
Is there anything you think this project could have done better, to be more effective, to help farmers, associations, more?
Is there anything else you think we should know about to help us conduct our evaluation?

أداة (T9) - مقابلة شخصية/نقاش جماعية - ممثلي الجهات الحكومية

وصف الأداة:

مصدر البيانات (الفئة المستهدفة):	الفئة المستهدفة: ممثلي الجهات الحكومية تقسيم الفئة المستهدفة: أ- ممثلي الحكومة المركزية ب- ممثلي الحكومة المحلية
نوع الأداة:	نموذج لجمع البيانات
عدد مرات التنفيذ لكل فئة من الفئات المستهدفة:	العدد الكلي للأدوات: ## تقسيم الأدوات حسب الفئات المستهدفة:
الوقت المتوقع للتنفيذ:	45 دقيقة لملء النموذج 15 دقيقة للإعداد القبلي والبعدي
توجيهات لوجستية:	التحضير: - دعوة المشاركين - ملء أوراق الحضور - تحضير نسخ من الأدوات للمشاركين (إذا لزم الأمر) - التأكد من وجود المكان المناسب للتنفيذ، وحجز المكان (إذا لزم الأمر) - مراعاة الاحتياطات اللازمة الخاصة بفيروس كورونا - الاتصال عبر الإنترنت (إذا لزم الأمر) المواد المطلوبة: نسخ ورقية من أداة التقييم (الملاحظات الميدانية) في حال انقطاع الكهرباء / المشاكل الفنية - أدوات الكتابة (دفاتر، مساحات ومحددات وأظرف بلاستيك وما إلى ذلك) نسخ من أوراق الحضور / المشاركة

البيانات ا سية (ا جمع البيانات):

فريق أ/ب/ج

المحافظة:	تاريخ:	المكان:
عدد الحضور ا جمالي ( )	ذكور ( )	اناث ( )
اسم الجهة/المؤسسة:	نوع الجهة /المؤسسة:	
سم:	الوظيفة:	
سم:	الوظيفة:	
سم:	الوظيفة:	
سم:	الوظيفة:	

صباح الخير،

أنا اسمي:------------------- و معي زميلي/زميلتي في العمل --------------------------- .

نحن أعضاء فريق تقييم مستقل تعاقدت معه الوكالة مريكية للتنمية الدولية في مصر تقييم ا داء النهائي من مشروع دعم من الغذائي وا مال الزراعية (فاس).

حيث ستساعد نتائج هذا التقييم الوكالة مريكية للتنمية الدولية بمصر على اتخاذ قرارات تحسين فاعلية أساليب الدعم الفني المقدمة من الجهة المنفذة، وتحديد الكثر اليب المستدامة والفعالة لترويج ا مال الزراعية في صعيد مصر بشكل عام، ولزيادة دخل المزارعين من أصحاب الحيازات الصغيرة بشكل خاص ب ة إلى رصد الدروس المستفادة من المشروع لتحديد نطاق المساعدة الفنية و التدخل في المشروعات ال قة.

إن مشاركتك تطوعية تمامًا ولكنها هامة للغاية نجاز هذه الدراسة، ونؤكد لكم أنه مشاركة نتائج التقييم مع الهيئات والجهات المرتبطة بالمشروع مع الحفاظ السرية التامة للبيانات الشخصية للمشاركين في التقييم.

الأسئلة ا اة:

الأسئلة عامة
منذ متى وأنت في منصبك؟
ما هي انطباعاتك العامة عن مشروع دعم من الغذائي وا مال الزراعية فاس (في محافظتك؟
سؤال 1-أ: إلى أي حد قد نجح المكون المنح (12 منحة متقدمة في هذا المشروع (في سد فجوة سلسلة القيمة بكفاءة وفاعلية؟)الفاعلين - الموردين للم ت الزراعية مع ا مابعد الحصاد للقطاع الخاص -- الجمعيات(
الأسئلة ا اة
هل أنت على علم بجهود مشروع دعم من الغذائي ع مال الزراعية فاس (لتحسين سلسلة القيمة؟ إذا كانت ب فبنعم فما ذا سمعت عن المشروع؟
في رأيك ، ما هو دور القطاع الخاص في سد فجوات سلسلة القيمة؟
في حالة ان الحاصل على المنحة من نفس المحافظة الممثل الحكومى(، هل تعتقد أن الحاصل على المنحة قد سد الفجوات في سلسلة القيمة؟ إذا كانت ا ب فنعم فما هى طرق تحقيق ذلك؟
في رأيك ، كيف يمكن معالجة فجوات سلسلة القيمة بشكل أكبر)على سبيل المثال ، الهيئات المستهدفة ونظم الشركات وتوفير خدمات أكثر وتعزيز من البنية التحتية ، وما إلى ذلك(؟
هل فجوات سلسلة القيمة خاصة بالنوع؟ كيف تم التعامل معها؟
هل كان هناك تأثير نوعي عند تم ا ذ فجوات سلسلة القيمة)خلق فرص عمل للمرأة؟(
سؤال 1-ب: ما هو مستوى نجاح واستدامة نموذج ا مال المقدم من قبل الحاصلين على المنحة؟ وإلى أي مدي ساهم في تحقيق نتائج المشروع في مج : ت اجية، مع ا مابعد الحصاد والتسويق؟
الأسئلة ا اة
ما هي فرص نموذج العمل المنفذ)او استخدم مصطلح أكثر دقة بناءا على ما يقدمه الحاصل على المنحة على سبيل المثال، مركز خدمة المزارعين لمطورى اتالزراعية (فى استدامة بعد المشروع؟
سؤال 2: إلى أي حد استخدم مشروع دعم من الغذائي وا مال الزراعية فاس (من اهج تساعد في بناء قدرات شركائه من الجمعيات عتماد وتطبيق نموذج اعمال مستدام يساهم في تحسين مستوي أداء ا مال عبر زيادة عدد العقود، عدد المستفيدين)من المزارعين أصحاب الحيازات الصغيرة(، كمية وقيمة السلع التي تم بيعها، تتضمن مشاركة اية على البيع بما ينعكس على زيادة دخل المزارعين؟
الأسئلة ا اة
من وجهة نظرك ، ما هي التحديات الرئيسية التي تواجه الجمعيات الزراعية التي تعيق قدرتها على خدمة مزارعيها؟

هل أي تحسن في كيفية إدارة الجمعيات بعد حصولها على بناء القدرات؟
إذا كانت الاجابة بنعم ، هل تعتقد أن التغيرات الملحوظة تستمر بعد المشروع؟ ما الذي حالة الاجابة بنعم او
سؤال 3: هل نجح المشروع في الترويج لدوات مبتكرة وتكنولوجية ملائمة للفئات المستهدفة كافية لتمكين المشروع؟ لو نعم، ما هي العناصر التي ساعدت على تحقيق هذا النجاح؟ لو ما هي العوائق؟
أسئلة الاداة
ما رأيك في الابتكار والتكنولوجيا المقدمة من مشروع دعم من الغذائي والمال الزراعية (فى اساس ؟
ما مدى تقبّل المزارعين للتدخلات المقدمة، على حد علمك؟
ما هي الحلول المبتكرة والتكنولوجية التي يمكن أن تعزز انتاجية تزيد من دخل المزارعين؟
هل اي من الادوات المبتكرة /التكنولوجيا كانت موجهة للمرأة كمزارع اواثرت على المرأة بشكل سلبي دات تاريخ من مشروع اعادة التدوير المبتكر؟ (لو نعم، كيف؟ لو ما هي التحديات التي تحد من حصول او استخدام السيدات على الادوات المبتكرة /التكنولوجيا ؟
هل يوجد أشياء اخرى تعتقد أن هذا المشروع كان بإمكانه القيام به بشكل أفضل لكي يكون المشروع أكثر فاعلية و لمساعدة المزارعين والجمعيات؟
هل هناك أي شيء آخر تعتقد أنه يجب أن نعرفه لمساعدتنا في إجراء تقييمنا؟

FAS END-OF-TERM EVALUATION
QUALITATIVE DATA COLLECTION TOOLS
T10 – KII – USAID TEAM

TOOL DESCRIPTION:

Data Source (Target Group)	Target Group: USAID mission Target Group Categories:
Type of Tool	GD/KII
Number of GDs to be implmented :	Evaluation Total # of Tools: 1 Variation: NA # of tools per (variation selected): ?
Time per tool implementation:	## minutes per tool - net time: 1 hour ## minutes per tool – including pre-and post arrangements: 1.15 hours
Logistical Needs:	Preparation: Inviting participants Fill in Attendance Sheets Prepare copies of tools for participants (if needed) Materials Needed: Hard copies of fill-in tool (for field notes)

BASIC DATA - FILL IN BLOCKS (PER TOOL ADMINISTRATION):

Team A/B/C:

Governorate:	Date: (mm/dd/yy)	Location:
# of Interviewees: Total # ( ) Male ( ) Female ( )		
Organization Name:	Type of Organization: (Grantee – Association CB/nonCB – IP – IP Subcontractor)	
Interviewee Name:	Position:	
Interviewee Name:	Position:	
Interviewee Name:	Position:	

* In case of GDs – attendance sheets will include names and positions

Good morning, my name is _____ and my colleague is _____.

We are members of an independent evaluation team contracted by the USAID Mission in Egypt to conduct an end-of-project performance evaluation of Egypt Food Security and Agribusiness Support (FAS) project.

The findings of the evaluation will assist USAID in informing decisions regarding the effectiveness of the identified technical assistance approaches adopted by the contractor in selected areas of FAS, the most effective/sustainable approaches regarding the promotion of agri-business in Upper Egypt in general and increasing the incomes of small farmers in particular, and the potential areas of future technical assistance based on the lessons learned from this project.

Your participation is entirely voluntary, but it is important to the results of this evaluation. Results will be anonymized (no personally identifiable information) and shared with project stakeholders.

TOOL QUESTIONS:

How well has CFNA's FSC worked in Egypt compared to other countries where it has been implemented?
EQI-A To what extent has the grant component (12 grants implemented under the project) succeeded to fill gaps in the value chain effectively and efficiently? (actors/segments/input suppliers-packhouses- private sector processors-associations)
Tool Questions:
Can you tell us about the thinking behind the grants program, in terms of scope, targeted value chains gaps, selection process, etc.?
What criteria were used in selecting the grantees?
What were the main obstacles to disbursing more of the funds earmarked for grants were used? (project design, project implementation, stakeholder positions, etc.)
How does USAID/Egypt perceive the private sector role in the FAS project ? To what extent the FAS grant component contributed to project objectives?
Could FAS IPs have done used a different approach, undertaken other actions to increase the number of grantees/disburse more funding?
How was the VC assessment used to develop the grant program?
Were sustainability measures incorporated into the grant program?
Were other approaches to addressing VC issues considered and rejected? If so, why?
Is there anything else that could have been done to fill the VC gaps?
Are there any gender specific VC gaps? How were they addressed?
Had addressing VC gaps have a gender impact (e.g created employment for women)? If yes, in which ways?
From your point of view; which model was more efficient, the grant provided to the associations or the grant provided to private sector companies?
What, if any, factors hindered the models from being fully successful?
Does USAID have ideas of how future projects could maximize the role of the private sector investments in agricultural development and agribusiness?
EQI-B How successful have the grantee's been in instituting sustainable business models, and contributed to achieving the project results in the activity components: production, post-harvest, and marketing?

Tool Questions:
How do the different business models used under FAS work?
What, if any, measures has FAS taken to ensure the sustainability of the business model after project close?
What challenges did the association face in applying the business model? (farmer related, infrastructure, capacities, resources, marketing, etc.)
How did the association address these challenges?
Did you consider gender while developing your business model? If yes, please provide examples.
How can the developed FSCs be more women inclusive (e.g special services, outreaching channels, etc.)?
EQ2 In what ways were the FAS approach to build the capacities of the partner associations and to adopt successful sustainable business models resulting in improved business performance as measured by number of contracts/deals, number of beneficiaries (small holder farmers), value and volume of traded crops including repeated sales thus affecting farmers' incomes?
Tool Questions:
What was the basis for selecting partner associations who received capacity building assistance? (e.g. activity levels, convenience, interest levels/demand, etc.)
We know that there were other organization supporting farmers in the region, e.g. Land O'Lakes. How did FAS coordinate with these, e.g. to either collaborate or avoid duplication?
Do you believe a different approach by the FAS IPs may have made a bigger impact on capacity of partner associations? Why or why not?
Since the cooperative's legal structure is multi layered, complicated, how does FAS project responds to the capacity needed beyond the village level (district, governorate)? In other words, how does FAS supports the macro level?
For the CDAs/Associations to what extent you think that the current (not for profit governance structure) would prevent the sustainability of any business model?
EQ3 Was the project successful in the promotion of innovative tools and technology among its targeted beneficiaries across components? If yes, what factors contributed to this success? If no, what are the hindrances?
Tool Questions:
What was the rationale behind the selected innovations and technologies?
What difficulties did farmers encounter in adopting innovations and technologies? (Lack of infrastructures, Lack of association resources, Lack of association support, Lack of market connections, Lack of knowledge of the farmers, Lack of level of connectivity, Lack of access to finance; Farmer resistance to change long standing practices, risk aversion?)
What, if anything was done to help overcome those difficulties?
Did any of the offered innovations/technologies targeted women farmers or affected women (e.g women started home business as a result of recycling innovation)? If yes, in which ways? If no, what are the challenges that prevent women from accessing or using innovations/technologies?

Is there anything else we should know as we conduct the evaluation?

ANNEX 8: BIOGRAPHIES

Nils Junge

Nils Junge is an independent policy advisor and evaluation specialist. He works at the intersection of policy and evaluation, drawing on 20 years of experience in international development across 45 countries, including Egypt and other Middle East countries. He has been team leader or coordinator on more than 30 evaluations and studies. He conducts evaluations (more than 60 to date) as well as analysis of policy reforms and programs related to social and economic impacts. His focus areas are agriculture, energy and water. In the agriculture sector, he has covered forestry, food security, irrigation and development of smallholder farmers, His primary clients are the World Bank, USAID, Millennium Challenge Corporation, Asian Development Bank and the Organisation for Economic Co-Operation and Development (OECD). Mr. Junge holds an master's degree in development economics and international relations from Johns Hopkins, School of Advanced International Studies (SAIS) in the U.S. He is fluent or conversational in seven languages.

Nivine Ramses

With more than 25 years of experience in the field of development and humanitarian work, Ms. Ramses is an expert evaluator in various sectors, with special focus on gender. Her expertise is Monitoring Evaluation Accountability and Learning (MEAL)-focused, carrying out program and project evaluations; conducting situation analyses, pre-project research, evaluability assessments, baselines and endlines and organizational assessments; developing monitoring and evaluation systems; building evaluation capacities in organizations; designing and implementing multi-themed surveys; and implementing participatory planning and participatory monitoring and evaluation. Some organizations that Ms. Ramses has worked with include U.N. Women, World Food Programme (WFP), the U.N. High Commissioner for Refugees (UNHCR), Food and Agriculture Organization (FAO), USAID/Egypt's SIMPLE Project, CARE International, Save the Children, Plan International, UNICEF, Face, Oxfam and GreenWorld. Her most recent consultancy assignments varied wildly in topics that ranged between national food loss programs, education programs for refugees, economic empowerment for women through value chains and asset transfer, youth and smallholder farmers, climate change resilience, gender equality, gender transformative strategies, gender-based violence, agribusiness development and cultural heritage.

Noha Hassan

Noha Hassan is an M&E specialist with a master's degree in development management from the London School of Economics. She has extensive experience working with national, multinational and governmental entities in Egypt, the U.S. and the U.K. Ms. Hassan's fields of expertise are monitoring and evaluation, entrepreneurship and economics. Ms. Hassan worked with clients such as USAID, the European Union (EU), GIZ, Plan International, the Drosos Foundation, Oxfam Novib, the International Organization for Migration (IOM) and Christian Aid, among others.

Youmna Khalil

Youmna Khalil is a development practitioner and M&E specialist with more than 17 years of experience working for regional and international development organizations in the Middle East and North Africa (MENA) region. She has wide experience with international organizations such as USAID, EU, Goethe Institute, CIDA, GIZ, Embassy of Finland, Plan International, UNICEF, International Fund for Agricultural Development (IFAD) and the U.S. State Department. Her portfolio includes working with socio-economic projects, such as enterprise development, economic growth, agriculture, education,

youth, gender, humanitarian response, rural and community development, health, housing rehabilitation, cultural heritage, vocational training and crafts development.

Mrs. Khalil has conducted multiple regional and national baseline studies and midterm and endline project evaluations in various development areas. She also supported the strengthening of organizations' monitoring systems and M&E staff capacity building. She is currently instructing at the American University in Cairo, teaching the monitoring and evaluation diploma.

Gebril M. Osman

Dr. Gebril M. Osman is a senior consultant with 38 years of experience in socio-economic and rural development, agriculture extension services, food security, agribusinesses, tailored institutional capacity building schemes and monitoring and evaluation. He holds a Ph.D. in environmental agriculture from Ain Shams University (Egypt) and a master's degree in agriculture (horticulture) from Suez Canal University (Egypt). His professional record reflects a diversity of capacities with international organizations in Egypt and Sudan with an emphasis on agriculture development, farmer's empowerment and projects evaluations. He worked on several projects sponsored by multilateral development organizations, including: USAID, Canadian International Development Agency (CIDA), FAO, the U.N. Industrial Development Organization (UNIDO) and the EU.

Bassem Adly

Bassem Adly is a socio-economic researcher and social development practitioner with more than 25 years of experience in conceptualizing, evaluating, planning and implementing projects in social development, economic growth, and small and medium enterprises enhancement for regional and international organizations including Care International, Save the Children, Plan International and Coptic Evangelical Organization for Social Services (CEOSS).

Over the past 16 years, Mr. Bassem have evaluated, planned and provide technical assistant for programs to a diverse list of clients such as UNICEF, the U.N. Development Programme (UNDP), USAID, WFP, UNAIDS, International Labour Organization (ILO), CARE International, the Saudi Fund for Development (SFD), the SEEP Network, Accion and others. During his previous job assignments in the field of development, he acquired considerable skills in research using both qualitative and quantitative techniques for the propose of baseline, project design, evaluation and impact assessment. He has worked in Egypt, Yemen, Sudan, Jordan, South Sudan, Chad, Lebanon and other African and Arab countries.

Ehab Sakr

Ehab Sakr is a Ph.D. candidate and assistant lecturer in the Department of Demography and Biostatistics at the Institute of Statistical Studies and Research of Cairo University in Egypt. Mr. Sakr holds a master's degree in statistics from the university's Faculty of Economics and Political Science. He has more than 18 years' experience in research, working at both the national (e.g., National Population Council and the Industrial Modernization Center) and international (e.g., United Nations Population Fund, Demographic and Health Surveys Program and ILO) levels. He contributes to questionnaire design and provides guidance on the quality of data collection, data entry, and data analysis using statistical packages, including STATA and SPSS. Sakr also has experience in software and web development, as well as digital marketing.

U.S. Agency for International Development

1300 Pennsylvania Avenue, NW

Washington, DC 20523