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FEED THE FUTURE CAMBODIA HARVEST II QUARTERLY PERFORMANCE REPORT: FY 22 QUARTER 2 RESUBMITTED MAY 5, 2022



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Photo Cover: Over the year, Harvest II has engaged several consultants and consulting firms to provide training and coaching on food processing, quality standards, business, and product registration to many food processors across the provinces. Harvest II recently organized a “Certificate Awarding Ceremony” to recognize processors that successfully registered their businesses and received GMP, HACCP, and ISO certifications.



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FEED THE FUTURE CAMBODIA HARVEST II QUARTERLY PERFORMANCE REPORT: FY22 QUARTER 2

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ACRONYMS

AC	Agricultural Cooperative
AGID	Angkor Green Investment and Development
ASSIST	Asia Society for Social Improvement and Sustainable Transformation
CAC	Cashew Nut Association of Cambodia
CACA	Cambodia Agricultural Cooperative Alliance
CamGAP	Cambodia Good Agricultural Practices
CFMA	Cambodia Food Manufacture Association
CP	Commercial Partnership
CPSF	Cambodia Pepper and Spices Federation
CSC	Chey Sambo Cashew Nut Processing Handicraft
DAI	Department of Agro-Industry
DPPSPS	Department of Plant Protection Sanitary and Phyto-Sanitary
FTE	Full-Time Equivalent
FY	Fiscal Year
GAP	Good Agricultural Practices
GDA	General Directorate of Agriculture
GMP	Good Manufacturing Practices
HACCP	Hazard Analysis Critical Control Point
HCST	Handcrafted Cashew Nut Stung Treng
IPM	Integrated Pest Management
ISO	International Organization for Standardization
KFP	Kirirom Food Production
MAFF	Ministry of Agriculture, Forestry and Fisheries
MEL	Monitoring, Evaluation and Learning
MFI	Microfinance Institution
MISTI	Ministry of Industrial, Science, Technology, and Innovation
MoU	Memorandum of Understanding
MSD	Market Systems Development
NAV	Natural Agriculture Village
PDAFF	Provincial Department of Agriculture, Forestry and Fisheries
PERSUAP	Pesticide Evaluation Report and Safe Use Action Plan
PGS	Participatory Guarantee Systems
PY	Project Year
RGC	Royal Government of Cambodia
SCF	Supply Chain Financing
SME	Small and Medium-Sized Enterprise
US	United States of America
USAID	United States Agency for International Development
USG	United States Government
ZOI	Zone of Influence

HARVEST II PRIMARY FY22 Q2 PRIVATE SECTOR PARTNERS

No	Name	Business
1	AGID	Agricultural services company
2	AgriOn	Safe fruit and vegetable wholesaler and retailer
3	Aliments	Safe fruit and vegetable retail market
4	AMK	Microfinance institution
5	Azaylla	Safe fruit and vegetable wholesaler and distributor
6	Banhji	Fintech startup, offering cloud-based accounting platform
7	Chamroeun MFI	Microfinance institution
8	Confirel	Food processing company
9	CPSF	Association of pepper and spice companies
10	CSC	Cashew processing company
11	CSL Enterprise	Food processing enterprise
12	East-West Seed	Input supply company
13	Generation One Trading and Logistics	Service provider for logistics and export
14	Green Farmer AC	Fresh vegetable and spice processing agricultural cooperative
15	Grove Fruit Growers	Mango commercial farm and exporter
16	HCST	Cashew processor
17	KCCV Plantation	Mango and longan processing company
18	KFP	Food processing company
19	KiU	Business management platform
20	Laey Baitong	Safe fruit and vegetable retail market
21	Makro	Premium supermarket
22	Misota	Food processing company
23	NAV	Safe fruit and vegetable wholesaler and retail market
24	Navita Food Production	Fruit processing enterprise
25	Ponlei Thamacheat	Local natural and organic products processing handicraft
26	Ponleu Pichenda AC	Longan and vegetable agricultural cooperative
27	RichFarm	Mango commercial farm, processor, and exporter
28	Seasonfresh	Mango wholesaler
29	SHE Agrocarn	Service provider and distributor
30	Snadaï Me	Food processor and retail market
31	Song Mouy	Input service provider
32	ST Crop Agri-Science	Input supply company
33	Tasey Samaki AC	Safe vegetable supplier and net house builder
34	Veha Juice	Food processing company
35	Waterlab	Private service provider
36	Yamato Green	Safe vegetable and greenhouse technology service provider

EXECUTIVE SUMMARY

PROJECT BACKGROUND

Feed the Future Cambodia Harvest II (“Harvest II”) seeks to accelerate growth of the horticulture sector across the provinces of Pursat, Battambang, Siem Reap, and Kampong Thom and other provinces as approved on a case-by-case basis. It places particular emphasis on four subsectors: vegetables, mango, longan, and cashew. Harvest II has three interconnected sub-purposes – to improve capacities for market participation, market linkages, governance, and the enabling environment.

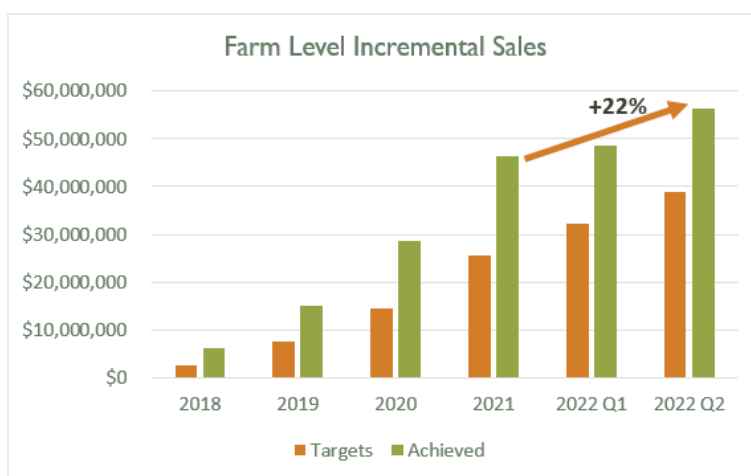
Harvest II employs a unique strategy that blends a **buyer-led approach** with **market systems development** (MSD). This approach takes horticulture buyers as the main entry point to the “market system” encompassing a wide range of relationships with farmers, other firms, and partners. Harvest II facilitates and strengthens partnerships between buyers and suppliers while engaging other market actors to identify and address broader systemic market constraints in the horticulture sector.

OVERVIEW OF THIS QUARTER’S RESULTS

As an indicator of economic growth, sales continued to increase for Harvest II partners in the last quarters, increasing 22% at the farm level and 27% including firms purchasing from farms.

While Harvest II routinely measures results achieved, the sustainability of Harvest II’s interventions are probably better illustrated by the follow-up actions of our partners and grantees. When partners build on Harvest II interventions, demonstrate ownership and increased commitment, they attest to the sustainability of Harvest II’s impact. For example, this quarter:

- Using a grant from Harvest II, the Cashew Nut Association of Cambodia adopted a cloud-based cashew traceability technology and trained 1,000 farmers on its benefits. Following the training, 800 farmers registered as users. Having captured supplier credentials and product availability in the platform, Cashew Nut Association of Cambodia (CAC) was able to leverage the information to attract five buyers to purchase traceable cashew worth \$2 million from the registered farmers.
- After working with Harvest II’s consultant for processing and food safety, Handcrafted Cashew Nut Stung Treng decided to invest in its processing facility so it can be upgraded and professionally certified for export buyers.
- After working with Harvest II’s consultant for value-added processing and new product development, eight project partners registered 20 newly developed commercial products for sale with the Ministry of Industrial, Science, Technology, and Innovation this quarter, opening the door for these products being introduced in new retail markets such as Chipmong, Lucky, Tela Mart, and other key distributors.

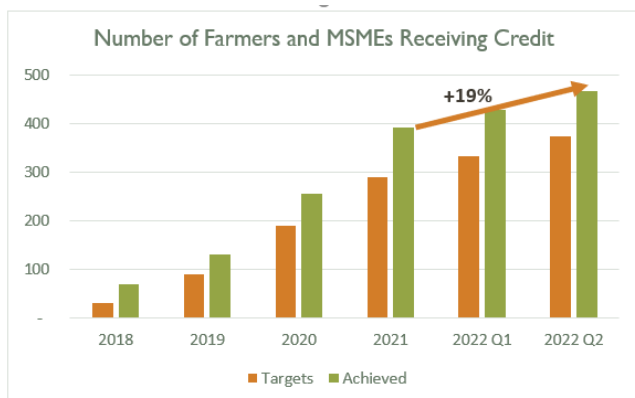
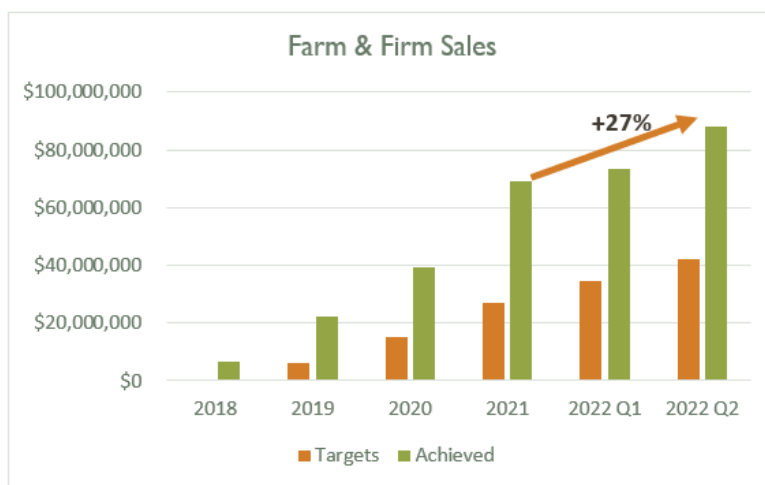


These and other developments highlighted in this report demonstrate the ownership market actors are taking in the interventions supported by Harvest II, and how the project's successes will continue to pay dividends beyond its close.

Harvest II has continued to facilitate SMEs' access to finance for business expansion, primarily acting as a matchmaker between market actors.

This quarter, Harvest II helped four partners including Navita, Aliments,

Kampong Thom AC, and a cashew buyer to successfully accessed a combined of working capital loan of \$540k. Additionally, Harvest II helped In Laihout, Drone Khmer Technology, a cashew buyer, and Ponlei Themacheat approach partner AMK for working capital loans to meet increased market demand. We also assisted Microfinance Institutions (MFIs) Chamroeun and AMRET to connect with a vegetable buyer who needed to increase purchases from farmers and to VEHA juice, who wanted to introduce new products and new packaging on the market. These efforts resulted in multiple loans with interest rates ranging from 0.63% to 0.95% a month; additional loan applications are still under review with the lenders' credit committee. In the first two quarters of this fiscal year, the project increased loans to farmers and MSME's by 20% from 2021 levels.



The project finalized all its contract obligations for its policy targets this quarter, including strategic plans for export enhancement for six crops. Harvest II met with government counterparts to discuss steps to continue the successful rollout of policy recommendations, and with other implementing partners, such as DAI, who will likely continue to work on some Harvest II-led initiatives, such as the law for contract farming and guidelines for investment in agro-processing.

This quarter also marked several staffing challenges for the project. With the more transmissible Omicron strain rapidly spreading in Phnom Penh and the provinces, the impact of Covid was particularly harsh. Even when available to work from home, staff with Covid were required to be isolated for up to two weeks, making them unable to meet with partners, organize trainings, and conduct field visits. In addition, the project also suffered from attrition as staff several accepted new positions in their final weeks of employment with Harvest II.

Despite these challenges, all significant project milestones were met, including for the grants program. During the quarter, Harvest II continued work with 31 grantees – including 18 for the Horticultural Solutions program and 13 for Logistics and Export Facilitation.

In the coming weeks, Harvest II will be preparing to close-out its activities. All grants are expected to be closed by April 29, and a project close-out event is planned for May 10 at 2 pm. The property disposition plan has been approved and assets will begin to be transferred to partners in the last week of April. Personnel will start phasing out on April 18; this phase-out will continue into June. Handover to the Agriculture Partnership Hub is anticipated on May 16.

SNAPSHOT OF PROJECT YEAR 5 ACHIEVEMENTS

This quarter marks the end of Project Year 5 for Harvest II. We have met and exceeded our Year 5 and Life of Project targets.

Table 1: Project Year 5 Results

#	Indicator	PY 5 Target	PY 5 Results	Achievement as Percent of Target	Achievement Status	Deviation narrative ¹
1	Value of incremental sales (collected at farm-level) attributed to Feed the Future (FTF) implementation	\$16,509,019	\$16,809,598	102%	Surpassed	
2	Number of ... for-profit private enterprises... that applied improved organization-level technologies or management practices	682	778	114%	Surpassed	Exceeded target due to wide reach of project buyers and grantees to adopt improved management practices.
3	Percent of project-assisted buyers and suppliers who repeatedly applied at least one of improved supply chain management practices	25%	29%	116%	Surpassed	Exceeded target due to increased adoption of improved supply chain practices among project buyers, grantees, and producers.
4	Number of firms ... that have increased profits or become financially self-sufficient	350	363	104%	Surpassed	
5	Number of full-time equivalent (FTE) jobs created	344	382	111%	Surpassed	Exceeded target due to expansion of processing lines from project processors which required hiring additional manpower.
6A	Value of new private sector capital investment in the agriculture sector	\$3,154,000	\$7,232,167	433%	Surpassed	Exceeded target due to new investment made to processed cashew nuts, dried mango, jams, and longan in syrup.
6B	Amount of investment mobilized for sustainable landscapes	\$2,500,000	\$2,727,711	109%	Surpassed	
7	Number of ... policies analyzed, consulted on, drafted or revised, approved, and implemented	4	4	100%	Met	

¹ Deviation narrative provided if results surpassed the target by more than 10% or fell short by more than 10%.

#	Indicator	PY 5 Target	PY 5 Results	Achievement as Percent of Target	Achievement Status	Deviation narrative ¹
8	Number of farmers and small-medium enterprises completing requirements for a climate smart agriculture certification (CamGAP, organic) or a focused quality assurance system (Custom)	300	882	294%	Surpassed	Exceeded target due to increased adoption of CamGAP from mango and longan farmers.
9	Number of farmers and small-medium enterprises adopting at least one climate smart agricultural practice (Custom)	1,500	1,869	125%	Surpassed	Exceeded target due to increased adoption of climate smart agricultural practice specifically irrigation system, net house or green house technology, and/or crop diversifications.



Promoting development in Cambodia's cashew sector, a Harvest II cashew expert works with cashew actors to improve production and post-harvest handling practices and build capacity.

SUB-PURPOSE I: IMPROVED CAPACITIES FOR MARKET PARTICIPATION

During the project's final full quarter, the Harvest II team continued working with Cambodia's horticulture market actors, including producers, buyers, processors, potential business partners, and relevant government entities, to build capacity and to identify and access the many untapped opportunities and areas primed for development that the pandemic has revealed. The Harvest II team worked with project partners to strengthen the market system by improving business and financial skills, boosting the quality and safety of fruit and vegetable production, and elevating the branding, packaging, and shelf-life of Cambodia's horticulture products. In addition, Harvest II worked with project partners to strengthen supply chain management and explore diversifying their products and markets to better respond to challenges.

I.1 MAJOR ACHIEVEMENTS DURING THIS QUARTER

KIA 1.1 Financial and Business Skills Improved

- *Financial management and business expansion skills improved.* Harvest II grantee Angkor Green Investment and Development (AGID) recently conducted training focused on improving store and inventory management for 26 input dealers from Oddor Meanchey, Preah Vihear, Kampong Thom, and Siem Reap. AGID also hosted a second training sharing agri-input knowledge and building inventory management skills for 43 input dealers, retailers, and agricultural cooperatives (ACs) from Pursat, Battambang, Pailin, and Banteay Meanchey. Following training, AGID continues to support the market actors improve their customer service and inventory management skills.
- *Accounting systems strengthened.* Fintech company Banhji continues promoting its digital accounting management system to assist 116 small and medium-sized enterprises (SMEs) in managing their business and accounting operations. Harvest II connected Banhji with Ponleu Pichenda AC to discuss its digital account management system. Following a recent systems training, Ponleu Pichenda AC is now using Banhji's system. Tasey AC also launched its new accounting system provided by Cambodia's Agricultural Cooperative Union (CACU). The CACU accounting system incorporates production planning, input tracking, and buyer history, which is more suited to Tasey AC's needs.

KIA 1.2 Access to Market Information Increased; Production and Supply Chain Management Practices Improved

- *Product quality assurance standards adopted.*
 - AGID partnered with the General Directorate of Agriculture (GDA) to provide Cambodia Good Agricultural Practices (CamGAP) training to 140 mango farmers. Following the training, 67 mango producers applied for and received CamGAP certification.
 - Harvest II worked with Cambodia Agricultural Cooperative Alliance (CACA), the GDA, and Battambang and Pailin's Provincial Department of Agriculture, Forestry and Fisheries (PDAFF) to provide CamGAP training to 304 longan producers in Battambang and Pailin. Following the training, 16 attendees were awarded CamGAP certification and 230 producers applied for CamGAP certification.
 - Tasey AC delivered CamGAP training to 150 producers, and 40 participants will apply for CamGAP certification.
 - Laey Baitong hosted a training for 116 farmers on Participatory Guarantee Systems (PGS), and 100 attendees signed agreements to ensure stable pricing.
 - Harvest II provided capacity-building training focused on net house production to 69 vegetable producers from Tasey, Samrong Serey Monkul, Kampong Chhlorng, Pichenda, and Green Farmer ACs, as well as grantees Aliments and Laey Baitong. The training focused on net house production and management, high-value crop selection, crop rotation, nutrition and water management, production planning in response to market demand, and field observations of new crops. The vegetable producers will apply and share the new knowledge with other net house growers.
 - Kenko Shoku installed eight greenhouses with irrigation systems to produce high-value crops on its farm and provided training on greenhouse production and post-harvest handling to 50 farmers.
- *Product quality certifications expanded.* Harvest II worked with a processing and food safety management expert to provide training to three cashew processors. Following training, Handcrafted Cashew Nut Stung Treng (HCST) applied for the Good Manufacturing Practices (GMP) and Hazard Analysis and Critical Control Point (HACCP) certifications from the accredited conformity assessment body Guardian Independent Certification. In addition, Stung Treng Cashew Processing and Luxury Cashew Processing are renovating their factories and expect to invest \$100,000 to meet food safety standards. Harvest II also connected consulting firm Techneola with project partners Veha Juice, CSL Enterprise, Misota, and Confirel to support the processors through the International Organization for Standardization (ISO), HACCP, and GMP application process. The four processors were recently awarded the certifications, unlocking access to high-value domestic and export market opportunities.
- *Supply chain management practices improved.*
 - Harvest II organized two exposure visits for 29 mango producers and an input dealer to visit the demo farm and packing house of Harvest II grantees' Richfarm Asia and Seasonfresh in Kampong Speu province. During the visit, participants learned about best practices for off-season mango production, smart technology for drip irrigation, supply chain management, and export market opportunities. Richfarm will conduct visits to mango farms in Battambang province to discuss potential partnership opportunities with producers.
 - CAC partnered with technology solution provider CropIn to develop a traceability system for Cambodia's cashew sector. CAC delivered training on its new digital platforms, AcreSquare and SmartFarm, to 1,000 cashew nut farmers. Following the

training, 800 cashew nut farmers registered with the system. Five buyers signed contract agreements to buy cashew from the registered farmers, generating over \$2 million in dried cashew nut sales. Azaylla, a safe fruit and vegetable wholesaler and distributor, also launched its new AI-based traceability and quality control system across ten farms and five packing houses in Cambodia. The system provides customers access to product origin and quality updates as it travels through the supply chain.

- *Capacity for processing and value addition increased.*
 - Harvest II recently organized training for food processors to improve processing techniques, food safety, and product development. Aiming to diversify their products and build competitiveness, processors Veba Juice, Navita, CSL Enterprise, Skopa, YBT Enterprise, Pichenda AC, Thubo Agrifood, and HORYMA learned how to make dried longan, longan in syrup, pineapple, and mango jam, and mango puree. Providing additional support, Harvest II collaborated with the Cambodia Food Manufacture Association (CFMA) to provide business and product registration training and coaching to selected processors, resulting in five businesses and 20 new processed products registering with the Ministry of Industrial, Science, Technology, and Innovation (MISTI). After registering, the processors' products are now available at premium markets Chip Mong, Lucky, Tela Mart, and other key distributors.
 - Ponlei Thamacheat invested \$20,000 in processing equipment to improve its product quality, food safety, and product development. With Harvest II's support, Ponlei Thamacheat also selected ten products to register with MISTI: spirulina soap, alum, turmeric powder, turmeric capsule, coconut lip balm, Zingiber cassumunar root powder, and fingerroot powder.

KIA 1.3 Financial Opportunities Increased

- *Access to financial opportunities increased.* AMK MFI facilitates access to finance for project partners using tailored financing products and services, including supply chain financing (SCF), SME co-financing, and digital loan models. Harvest II recently connected a cashew processor and a cashew buyer to the AMK to learn about loan options. AMK approved and disbursed a \$60,000 loan to the cashew processor that will be used as working capital to source raw cashew nuts and purchase new processing equipment. AMK also approved and disbursed a \$40,000 SME co-financing loan to the cashew buyer that will be used to expand the cashew buyer's agricultural input business and to purchase machinery. In addition, Harvest II organized a meeting between Santuk AC and Chamroeun MFI to discuss loan options. Chamroeun MFI approved and disbursed a \$50,000 loan to the AC that will be used as working capital to source raw cashew nuts from suppliers and upgrade processing equipment.
- *Access to investment opportunities increased.* Tasey AC assisted 11 of its suppliers to apply for and receive loans with lower interest rates from the Agricultural and Rural Development Bank (ARDB). The loans, totaling \$67,000, are allocated for business expansion and the building of additional net houses. Harvest II also worked with a safe vegetable supplier to apply for and receive a \$150,000 loan from the SME bank in Cambodia to expand its retail stores and processing business.

I.2 CLOSE OUT PLAN

- Subsector and provincial information and data is being gathered to assess and document the project impact, lessons learned, and future development opportunities under this sub-purpose. The results will be shared in the project's final report.



Harvest II hosted a certificate awards ceremony to recognize five local processors that recently applied and received business registration certificates.

SUB-PURPOSE 2: IMPROVED MARKET LINKAGES

Throughout the project’s final full quarter, Harvest II continued to support market actors, promoting the establishment of commercial partnerships between buyers and producers to create mutually beneficial business relationships. The project provided additional support to buyers and producers by connecting them with market actors such as processors, exporters, local and international distributors, input supply firms, financial institutions, government entities, and other development projects. Harvest II also promoted development in the horticulture sector by encouraging private sector investment and improving market chain coordination.

2.1 MAJOR ACHIEVEMENTS DURING THIS QUARTER

KIA 2.1 Linkages Between Value Chain Actors Created

- *Commercial partnerships strengthened.* In FY22 Q2, Harvest II continued strengthening 59 commercial partnerships (CP) by expanding sourcing from suppliers to include 1,641 producers across the four subsectors. As shown in the table below, the partnerships resulted in \$7,820,632 of incremental farm-level sales for FY22 Q2.

Table 2. FY22 Q2 Incremental Sales Breakdown by Crop

Crop Type	Buyers	Suppliers	FY22 Q2 Incremental Sales at Farm Gate (US\$)	Project Year 5 Incremental Sales at Farm Gate (US\$)
Vegetables ²	19	455	\$357,661	\$1,956,472
Mango	7	143	\$3,016,620	\$4,909,670
Longan	10	118	\$1,914,426	\$2,646,564
Cashew	19	855	\$2,426,024	\$6,660,700
Other crops (peppercorn, turmeric, orange, banana, other fruits)	4	70	\$105,901	\$636,192
Total	59	1,641	\$7,820,632	\$16,809,598

² Vegetables include chili, cabbage, eggplant, long beans, wax gourd, cucumber, and other mixed vegetables. Vegetable sales amounted to 35 percent of the Year 5 target as we set in our annual vegetable subsector strategy. However, given many grantees in vegetable subsector ended in year 4 so we faced challenges in collecting farm-level sales without our partners’ support given the data collection labour-intensive requirements from either their side and Harvest II side.

- *Value chain partnerships increased.* Harvest II connected five mango suppliers with project CP Mrs. Ork Sinin to explore expansion opportunities. The linkage resulted in the formation of a fruitful partnership, with 30 tons of mango, valued at \$6,000, exported to Thailand. Harvest II also connected Chamka Kloy Samaki AC with CP Mrs. Ek Chantha to discuss potential partnership opportunities. Following the meeting, Ms. Ek Chantha agreed to purchase cherry tomatoes and eggplant from 10 AC producers and will work with a local input supplier to provide the producers with additional technical support.
- *Formal business agreements adopted.* This quarter, Harvest II supported multiple actors to discuss partnerships through business matching meeting:
 - o A meeting between Misota and AgroNature resulted in AgroNature is now offering Misota's dried fruit products in its Phnom Penh stores.
 - o SME Ample Agro provided technical training to cashew producers and signed purchase agreements with seven ACs comprised of 59 cashew producers. Ample Agro also signed sales agreements to launch exports in 2022 with AJ Commodities in France, Cawotra in Hong Kong, HMK International Trades in the United States (US), and Malouf Import Export in Canada.
 - o Cashew processor HCST signed MoUs with five international buyers from Portugal, South Korea, Turkey, Singapore, and the US, and signed purchasing agreements with ten domestic buyers.
 - o Aliments, organized an exposure visit to its model farm for over 50 farmers, followed by signing contract farming agreements with 25 of the participants to ensure a reliable supply of quality produce. It also signed purchase orders with 17 buyers. In addition, Aliments added five retail franchises in Phnom Penh and Battambang to expand their markets

KIA 2.2 Market Incentives for Private Sector Engagement and Investment Developed

- *Logistics investment opportunities increased.* Harvest II has been working closely with Khmer Cold Chain, a third-party logistics provider, to quantify demand and develop the business case for its temperature-controlled logistics business.

Table 3. FY22Q2 Investment Breakdown by Province and Crop

Province/ Crop Type	Vegetables	Mango	Longan	Cashew	Other	Cross-cutting	FY22Q2 Investment	Year 5 Investment
Banteay Meanchey	-	-	-	-	-	-	-	\$25,336
Battambang	\$88,429	\$2,006,948	\$2,580,829	-	-	-	\$4,676,206	\$6,213,973
Kampong Speu	-	\$854,600	-	-	-	-	\$854,600	\$2,678,681
Kampong Thom	-	-	-	\$2,880,340	-	-	\$2,880,340	\$2,918,573
Mondul Kiri	-	-	-	-	-	-	-	\$26,748
Phnom Penh	\$260,224	-	\$26,216	-	\$54,848	\$45,710	\$386,998	\$1,543,139
Siem Reap	-	\$89,286	-	-	\$20,375	-	\$109,661	\$226,822
Stung Treng	-	-	-	\$30,492	-	-	\$30,492	\$30,492
Total	\$348,653	\$2,950,834	\$2,607,045	\$2,910,832	\$75,223	\$45,710	\$8,938,297	\$13,663,764

- *Export opportunities increased.* Harvest II connected Intersnack, a German snack company, with HCST, a family-owned cashew processing enterprise. Following the linkage, the parties agreed that HCST will export 1,000 tons of quality raw cashew nut, valued at \$1,500,000, to Intersnack during 2022. A formal deal is expected to be signed soon, with each shipment estimated to amount to 100 tons.
- *Expand new processing lines of cashew nuts.* Through Harvest II's grants, five companies expanded their cashew-nut processing facilities by installing new equipment and machinery as well as allocate new working capital and encourage cashew farmers to adopt climate smart agriculture practices. As a result, more than \$36,000 was invested on equipment/machinery, over \$2 million on working capital, and around \$64,000 was allocated for the improved farm practices. Overall, \$2,880,340 was invested in Kampong Thom province where most of grant activities took place and additional investment of \$30,491 was made by a cashew processor in Stung Treng province. This quarter, since it was cashew nuts harvesting season, the cashew subsector generated a total of \$2,910,832 in investment.
- *Invest new working capital for premium vegetable expansion.* Harvest II's grants had supported several companies improving the quality of vegetable production and post-harvesting handling practice by establishing a few packing and cleaning facilities in Battambang and Kandal provinces. Additionally, several grantees continued establishing more than 100 greenhouses and net-houses, and purchasing new equipment and machinery for cleaning and labeling before supplying to supermarkets. With these improved supply chains by these market players, they made new working capital of \$88,429 in Battambang province and additional \$260,224 in Phnom Penh. This quarter total investment increased by 83% or an addition of \$158,382 compared to the last quarter.
- *Increase sales for longan farmers.* Longan actors including private companies, farmers associations, ACs, and individual buyers, who received supports from Harvest II either through technical assistances or grants, had joined hands to help longan farmers increase their sales via direct investment in working capital expansion. The total investment in longan subsector this quarter has reached \$2,607,045 which eclipsed the last quarter with a 40-fold increase.
- *Investment in improving mango post-production practices.* With the technical and grant support from Harvest II, private sector partners in the mango subsector increased new capital investment on improving their post-harvest handling and production practices such as utilizing better harvesting equipment and allocating additional operation expenses for these improved farm activities. This resulted in an increase of their working capital to \$2,861,538. The total investment in mango subsector has increased from \$1,253,038 (in the last quarter) to \$2,950,834 in this quarter, which shows a 135% increase within three months.

KIA 2.3 Market Chain Coordination Improved

- *Awareness of opportunities in high-value markets increased.* Harvest II connected Green Farmer AC and Tasey AC to premium supermarket Makro. Green Farmer AC is now supplying Makro's Siem Reap store with European lettuce. Harvest II also worked with grantee Misota to exhibit its products at the ASEAN Tourism Forum in Sihanoukville. The event provided Misota the opportunity to build connections and showcase its products to domestic and international attendees, including Cambodia's Minister of Tourism and ASEAN delegation members. Continuing to explore new market opportunities, Misota shipped 3kgs of product samples to Ogakame, a potential new buyer in Japan.

- *Product and market diversification strategy adopted.* Harvest II linked SHE Agrocamb with Battambang-based fruit processor Navita, resulting in the parties establishing an agreement. Navita's products are now available at premium supermarkets such as Bayon, Chip Mong, and Khmer Organic markets. SHE Agrocamb also connected Navita to Southeast Asia and Trading Services, a Japanese trade and services firm, and the parties are working together to develop product samples, review product specifications, and negotiate volume and pricing. In addition, Harvest II launched its *Export Packaging Solutions for Premium Fresh Whole Mango Export* project, to encourage the adoption of standard export boxes, facilitating fresh mango exports and entry into high-value markets. Harvest II recently hosted a stakeholder workshop, presenting the improved packaging options to 35 attendees from mango export supply chain and logistics organizations. During the workshop, participants learned about box availability, box suppliers, mango packing training, handling, stacking, best practices, and packaging costs.
- *Potential export market linkages expanded.*
 - o Harvest II partner and market linkages company 20/20 Development Company (20/20DC) organized 12 virtual introductory meetings between five Cambodian companies Misota, Confirel, Kanya Agri, Kirirom Food Production, and Ample Agro with six US buyers to explore trade and export opportunities. The five Cambodian companies are now working with ³five interested buyers to begin exporting their products to the US market. These products include palm sugar, and processed products such as cashew, pepper, moringa, and other dried fruits like orange mango, papaya, and pineapple.
 - o Cambodia Pepper and Spices Federation (CPSF) conducted an “Export Action Plan Development” training for 25 local agri-businesses to develop their export action plans. Through Harvest II grant, CPSF organized an expo in Dubai and identified 64 buyers to connect with Cambodian companies. CPSF arranged 57 virtual meetings between 25 Cambodian agri-businesses and 19 buyers in Dubai to explore export market opportunities. As a result, Kenko Shoku, Ample Agro, CACC, Kokopon, NAV, Ringacam, HCST, and Sela Pepper are working with the buyers to export their products to the United Arab Emirates.
 - o Through a linkage facilitated by Harvest II, CAC and logistics service provider Puzzle signed a two-year partnership agreement to initiate exports to international markets. In addition, CPSF also signed a memorandum of understanding (MoU) with Puzzle Solutions, agreeing to work together to launch the federation's pepper and spice exports. CPSF members will receive training from Puzzle Solutions, focusing on export/logistics techniques and document preparation.

2.2 CLOSE OUT PLAN

- Subsector and provincial information and data is being gathered to assess and document the project impact, lessons learned, and future development opportunities related to this sub-purpose. The results will be shared in the project's final report.

³ Five buyers include: Ken Blanchette Food Consulting, Angkor Foods, Woodland Foods, Lluvia Sugar International, and Hanson Faso.



SUB-PURPOSE 3: IMPROVED GOVERNANCE AND ENABLING ENVIRONMENT

Harvest II engages government entities and civil society organizations to help create policy and promote a regulatory environment in which private sector concerns are considered and stakeholders collaborate to holistically address constraints and promote sustainable growth across Cambodia’s horticulture sector. Completing the project’s final full quarter, Harvest II continued working closely with government institutions and key stakeholders to develop investment and policy initiatives and adopt strategies to address challenges in the horticulture sector. Harvest II collaborated with various ministries, departments, and groups to support the development of policies, action plans, and laws fostering growth and resilience across the horticulture sector (see Annex B – Policy work by policy stage). The Harvest II team continued promoting the involvement of all parties, consulting with stakeholders to ensure that the needs of the public and private sectors were considered.

3.1 MAJOR ACHIEVEMENTS DURING THIS QUARTER

KIA 3.1 Horticulture Sector Advocacy and Coordination Platforms Strengthened

- *Contributed inputs in a discussion on Cashew Sector Development.* Harvest II participated in a discussion to review the cashew sector’s development with key cashew value-chain actors. The meeting aimed to gather input to strengthen the cashew sector, improve the enabling environment, and brainstorm ideas to attract investment. This workshop was organized by the Ministry of Commerce (MoC).

KIA 3.2 RGC Capacity to Address Horticulture Constraints Improved

- *Worked with the Department of Agro-Industry (DAI) to advance development of the following policy priorities:*
 - *Contract Farming Law:* Harvest II collaborated with the Department of Agro-Industry (DAI), supported by the Ministry of Justice, to continue reviewing and revising the Contract Farming Law. Following a series of meetings, Harvest II and DAI finalized the draft law and submitted to Ministry of Agriculture, Forestry and Fisheries (MAFF).
 - *Guideline for Investment in Agro-Processing:* Harvest II worked with the DAI to draft the Guideline for Investment in Agro-Processing.
- *Worked with the GDA to advance and plan the next steps for various policy initiatives.* Harvest II collaborated with the GDA to continue developing policy priorities and initiatives, specifically:

- o Harvest II worked with the Department of Horticulture and Subsidiary Crops (DHSC) to translate the final draft of the National Horticulture Policy 2022-2030 into Khmer and submitted to GDA on March 31, 2022.
- o Harvest II worked with the Department of Plant Protection and Sanitary and Phyto-Sanitary (DPPSPS) to formulate the Plant Protection and Quarantine Strategic Development Plan 2022-2027 and submitted the final draft to GDA on March 31, 2022.
- o Harvest II worked with the DPPSPS to draft Prakas on Seed Movement Management. The Prakas is being drafted and is scheduled to be completed by March 31, 2022.
- o Harvest II worked with the GDA to draft the Mango, Longan, Pepper and Durian Value Chain Strategic Plan for Export Enhancement. Harvest II submitted the final draft to GDA on March 31, 2022
- Harvest II worked with the GDA to draft the Avocado and Yellow Banana Value Chain Strategic Plan for Export Enhancement. The situational analysis of the Longan, Durian, and Mango plans are being reviewed by Harvest II's internal team.

KIA 3.3 Public-Private Dialogue Encouraged

- *Public-private dialogue undertaken.* Harvest II continued engaging with the public and private sectors to promote open dialogue.

3.2 CLOSE OUT PLAN

KIA 3.1 Horticulture Sector Advocacy and Coordination Platforms Strengthened

- The project will submit announcements to partners informing them of the conclusion of the Harvest II project.

KIA 3.2 RGC Capacity to Address Horticulture Constraints Improved

- *Contract Farming Law:* Final draft translated into Khmer and submitted to the DAI by the first week of April 2022.
- *Guideline for Investment in Agro-Processing:* Final draft submitted to the DAI by the first week of April 2022
- *Prakas on Seed Movement Management.* Final draft submitted to DPPSPS/GDA by the first week of April 2022.
- *Avocado and Yellow Banana Value Chain Strategic Plan for Export Enhancement 2022-2027.* Final draft submitted to the GDA by the first week of April 2022.

KIA 3.3 Public-Private Dialogue Encouraged

- The project will submit announcements to partners informing them of the conclusion of the Harvest II project.

CROSS-CUTTING ISSUES

4.1 GENDER AND YOUTH

Harvest II works to mainstream women and youth across project activities designed to build capacity for market engagement and participation, including activities implemented through grants to the private sector and development partners. Gender equity and youth empowerment are cross-cutting priorities for the project, and Harvest II uses real-time data to track progress towards project targets for women and youth engagement.

In this quarter, Harvest II-supported activities, aiming to increase access to productive economic resources, were comprised of 55% women and 35% youth, bringing the total to 366 women and 250 youth.

From this support, there are key achievements such as:

- Harvest II assisted Handcrafted Cashew Nut Stung Treng (HCST), a woman-led enterprise located in Steng Treng province, to successfully established a new processing facility and invested over \$110,000 in new processing machinery/equipment that expected to increase their production capacity up to tenfold. In addition to capacity increased, through Harvest II grant, HCST registered five newly developed processed cashew products with the Institute of Standard of Cambodia under the Ministry of Industry, Science, Technology, and Innovation. Harvest II has paved a way for HCST to have export readiness by applying for obtaining international standards such as GMP and HACCP. Harvest II also connected HCST with a few reliable international buyers such as Intersnack, a German company who will source 1,000 tons or valued around \$1.5 million of raw cashew nut in FY22Q3.
- With the grant supports from Harvest II, Aliments, a women-owned retail store based in Phnom Penh, successfully expanded their supply capacity sourcing farmers' produces from Battambang province as well as established five new greenhouses equipped with drip irrigation system for sourcing vegetables to the retail store in Phnom Penh as well as showcasing the production technologies to neighboring farmers. Aliments conducted PGS training for 134 farmers resided nearby their farm and establishing a new cleaning and packing house in Battambang. During the grant period for one year, Aliments sold franchises to five franchisees and linked with 17 local buyers including schools, HoReCa, and retail outlets to supply vegetable. More than \$425,000 in purchases and over \$716,000 in sales were generated by Aliments. Aliments recruited 16 employees with the grant aides.
- Harvest II assisted Navita, a youth-led Cambodian company created by an enthusiastic sibling-duo based in Battambang province, to upgrade their warehouse facility by installing solar drying chamber, gas heater, and several other processing equipment which valued over \$54,000 in investment. With five-month Harvest II grant support, Navita increased \$100,000 in working capital, generated over \$13,000 in purchases, and generated nearly \$50,000 in sales. This quarter, Navita developed four new products and successfully registered these products for "Chor Bor Phor" certificate. These four new products are now available at retail and supermarkets.
- Laey Baitong, which is a pioneer in Cambodia's niche organic vegetable market, is led by an energetic Cambodian youth. Harvest II assisted Laey Baitong to upgrade their model farms by applying Climate Smart Agriculture practices including but are not limited to greenhouses and smart irrigation systems; and to establish one small-scale postharvest facility for cleaning, packaging, and pre-cooling storage. With Harvest II grant support, Laey Baitong conducted PGS trainings for 108 farmers and signed purchase agreements with 40 of them. As a result, Laey Baitong purchased nearly \$80,000 from contracted farmers and generated over \$84,000 in sales. During this grant period, Laey Baitong signed contract agreements with eight retails outlets to sell organic vegetable using franchise model and successfully established four outlets.

4.2 ENVIRONMENT

Harvest II continues working to promote environmental safeguards among CP members, grantees, and other market actors engaged in project-supported activities in adherence with the project's commitment to its Environmental Mitigation and Monitoring Plan (EMMP).

During this final quarter, the project played a facilitative role, supporting grantees, CPs, and other project partners to promote the use of environmentally sound agriculture practices, such as integrated pest management (IPM), Good Agricultural Practices (GAP), PGS, organic production, net house, and other climate and water-smart technologies. In addition, the project is analyzing and documenting the lessons learned while implementing the conditions of the environmental compliance document, the Initial Environmental Examination. The findings will be shared in the project's final report. The Harvest II team conducted interviews with ten project partners representing vegetable producers, organic cashew nut producers, input suppliers, an organic vegetable retailer, fruit and cashew nut processors, and mango/longan producers following GAP/PGS guidelines. Selected partners included Misota, AGID, Pichenda Fruit Production, Raksmei Leuk Kampos Kaksekor Organic Cashew AC, HCST, Vaha Juice, Tasey AC, Song Muoy, Laey Baitong, and East-West Seed.

4.3 CLOSE OUT PLAN

Gender and Youth

The wrap-up for gender and youth mainstreaming activities will be conducted virtually by inviting several women entrepreneurs to share their experiences leading their businesses and the process they used to create jobs for women and youth.

Environment

The project will complete its assessment of the lessons learned during the implementation of the IEE's environmental compliance conditions. The results will be shared in the project's final report.

COORDINATION EFFORTS

Harvest II's efforts to accelerate growth in Cambodia's horticulture sector align with the goals and priorities of numerous other USAID projects, government entities, and other development partners. While Harvest II employs a unique approach to accelerating growth in Cambodia's horticulture sector, integrating a buyer-led model with market systems development, the project regularly and actively collaborates with government entities and other projects and partners to pursue joint goals related to strengthening Cambodia's horticulture sector and creating durable economic growth.

5.1 WORK WITH GOVERNMENT

- Harvest II supported grantees CACA, AGID, Seasonfresh and Ringacam in working with the GDA and PDAFF to deliver CamGAP training to around 1,000 producers in the zone of influence (ZOI) on mango, longan and turmeric production. As a result, 797 producers have applied for CamGAP certifications. CamGAP certification facilitates entry into premium domestic and international markets.
- Harvest II grantee CACA serves as the national umbrella organization for Cambodia's cooperatives, playing a significant role in the market system as a capacity-building service provider and market coordinator. With support from Harvest II, the GDA, and PDAFF, CACA organized the first Cambodian Longan Agriculture Cooperative Union assembly to approve the union's structures, policies, and operational plans. The union, comprised of eight ACs from Pailin, Banteay Meanchey, and Battambang provinces, aims to strengthen the longan supply chain, encourage competitiveness, and meet export standards.
- Harvest II organized a "Certificate Awards Ceremony" in Battambang province to recognize five processors that successfully registered their businesses and four processors who received GMP, HACCP, and ISO certifications. The event was attended by government officials, including the PDAFF, the Provincial Department of Commerce, and the Provincial Department of Industry, Science, Technology, and Innovation, to acknowledge the processors' achievements and gain a better understanding of the support they can provide through policy and regulation.

5.2 WORK WITH OTHER PROJECTS

- Harvest II introduced Khmer Cold Chain to USAID's Feed the Future Market Systems and Partnerships (MSP) program to explore funding opportunities. Harvest II supported Khmer Cold Chain as they worked through the grant application process, supplying technical inputs and data. Khmer Cold Chain was awarded a \$1 million grant to support the company in developing Cambodia's agri-logistics industry.
- Harvest II in collaboration with Khmer Enterprise conducted the Export Marketing training program, aiming to provide 100 Cambodian SMEs with practical tools to promote their products in international markets. The training, facilitated by the Asia Society for Social Improvement and Sustainable Transformation (ASSIST), focused on understanding and facilitating international trade. Following the training, 20 SMEs were selected and are currently receiving mentoring services from ASSIST as they establish trade agreements with buyers in South Korea.
- Following Harvest II's assessment revealing the export market challenges faced by Cambodian market actors, Harvest II partner Khmer Enterprise is launching the *Export Market Development Grant (EMDG)* program. The new grant program aims to provide grants to support agri-SMEs and other eligible SMEs to develop new or build upon current export market activities.

OPERATIONS & GRANTS MANAGEMENT

6.1 OPERATIONS

During FY22 Q2, the project operations team continued backstopping project activities. Operation highlights from this quarter include:

Personnel transitions. Harvest II delivered notification letters to more than 20 Harvest II staff, notifying them of the completion of their contracts on April 18. The remaining notifications will be issued beginning of April through early May.

COVID response. Following COVID guidelines issued by the Ministry of Health in February 2020, the Harvest II team provided instructions to our grantees to conduct rapid tests for events with over 40 participants. In addition, the operations team has provided essential support to Harvest II staff that tested positive for COVID-19, offering assistance with seeking proper treatment, rapid or PCR testing guidance, and putting in place measures for employees to return to work safely.

6.2 PROJECT CLOSE OUT PLAN

In FY22 Q2, the closeout plan included submitting the demobilization plan, disposition plan, and sending notification letters to staff, vendors, and stakeholders. The team is planning the closeout event, inviting USAID, government counterparts, private sector grantees, business representatives, and Harvest II former and current staff.

6.3 GRANTS MANAGEMENT

Harvest II utilizes grants to mobilize investment, support improved practices and new approaches, and catalyze change in the market system.

Table 4. Overview of spending under grants program

Program	Number of Grants	Obligated Amount	Disbursed Amount
Climate Change Training	2	\$171,395	\$171,395
Horticultural Solutions	34	\$2,058,826	\$1,875,076
Investment Accelerator	13	\$504,540	\$504,540
Testing Vegetable Innovations	1	\$24,140	\$24,140
Logistics and Export Facilitation	13	\$688,590	\$458,018
Total	63	\$3,447,490	\$3,033,169

* There are 31 active grants this quarter.

Table 4 provides an overview of grant spending. During the quarter, Harvest II continued working with 31 grantees – 18 with Horticultural Solutions grants and 13 with Logistics and Export Facilitation grants. As the project comes to a close, Harvest II is reviewing grantees' final deliverables and sending grantees closeout notifications.

Grantee accomplishments are detailed in Annex C2. Highlights from the last quarter include:

- **Horticultural Solutions:**
 - *SSF.* Seasonfresh is woman-led Cambodian company that sells mango in local and international markets. SSF provided CamGAP training to 292 mango producers. SSF generated over \$1.4 million in farm-level sales and \$1.3 million in firm-level sales.
 - *TSAC.* Tasey Samaki AC, located in Battambang province, organized CamGAP training for 193 farmers. TSAC also facilitated access to financial loans for farmers, totaling \$67,000

and generating more than \$120,000 in farm-level sales. TSAC generated more than \$160,000 in firm-level sales.

- *AGID*. Angkor Green Investment and Development (AGID) is a Cambodian agricultural services company, aiming to export mangoes meeting CamGAP standards. AGID successfully published a handbook on off-season mango production following CamGAP. AGID assisted 120 mango producers to apply for CamGAP certification and 67 producers obtained the certification.
- *Aliments*. A retail store specialized in selling both fresh and processed agricultural products, Aliments, supported 30 farmers as they adopted PGS. This retail store generated over \$400,000 in farm-level sales and over \$700,000 in firm-level sales.
- **Logistics and Export Facilitation:**
 - *SHE Agrocarn*. SHE Agrocarn is a woman-founded and led Cambodian company working to support local agro-processing SMEs improve the standards and quality of their products. SHE Agrocarn provided training for 30 SMEs to enhance their product quality, meet export market requirements, and understand the logistics process. SHE Agrocarn also linked local processors to three potential international buyers and assisted local processors in generating over \$50,000 in firm-level sales.
 - *HCST*. HCST is a family-owned enterprise based in Steung Treng province aiming to promote and add value to local cashew nuts. HCST registered five new products with the Institute of Standards of Cambodia (ISC) under MISTI and applied for GMP and HACCP certifications. HCST signed contract agreements with ten local retailers and wholesalers and sent products samples to five potential international buyers in the U.S., France, and the Republic of Korea.
 - *Ample*. Ample Agro Product was established by four shareholders who are experienced in the cashew sector. Ample provided technical training to cashew farmers and signed purchasing agreements with 59 participants. Ample also applied for GMP and HACCP certifications and signed sales agreements with three international buyers in the US, Canada, and France.
 - *Kenko Shoku*. Kenko Shoku is a local, well-established company specializing in the import and export vegetables. Kenko signed purchasing agreements with four ACs, which consisted of 59 farmers. In addition, Kenko also installed eight greenhouses equipped with drip irrigation systems on its farm in Siem Reap. Kenko identified four new prospective international buyers in Japan and Turkey, and generated \$45,149 in farm-level sales, as well as \$56,149 in firm-level sales.

COMMUNICATIONS

Harvest II uses multiple communication channels to convey project messages to a variety of audiences, including project partners, stakeholders, and the public at large. Harvest II's approach emphasizes Facebook as a platform to engage with a large and diverse audience through short content write-ups, photos, videos, infographics, and other posts. The project's [Facebook page](#) serves as a central platform through which Harvest II highlights and showcases the success of project partners. Harvest II also shares stories and videos through its [blog](#) and [YouTube](#) channels.

In this quarter, Harvest II conducted the following communications activities:

- *Developed videos to showcase the improvement in the sector.* Harvest II worked with key partners to develop videos highlighting the success of actors who adopted new business practices, including product and market diversification strategies, value-addition, supply chain management improvement, and strengthening business partnerships through formal agreements. The videos featured Ponlei Thamacheat, Navita, and Tasey AC and were shared on social media channels to promote local horticulture sector initiatives and inspire entrepreneurs.
- *Developed content for Harvest II social media.* The Harvest II communications team ramped up content development, including short write-ups, photos, and social media posts, and shared news and events about Harvest II partners on the project's Facebook page to promote project visibility.
- *Developed two success stories.* The communications team created two success stories, highlighting Harvest II project partners and the strategies they have implemented to improve Cambodia's horticulture sector. This quarter's success stories featured the recent expansion of Ponleu Thmey Pichenda AC and the successful entry of Harvest II partners Ringacam and NAV into export markets.
- *Assisted with event planning.* The Harvest II communication team worked with provincial facilitators to organize a certification ceremony. They edited and formatted the invitation letter before distributing it to local government officials, coordinated the event backdrop, and created certificates of completion for the "Export Competitiveness Program for Local Processors" and "Tropical Fruit Processing Training" attendees.

CLOSE OUT PLANS

- *Draft the project final report.* Harvest II will develop the final report for Harvest II, summarizing the interventions, outputs, and achievements, and presenting progress toward performance indicators. The report will describe the lessons learned during implementation, sustainability of the interventions after the project ends, and potential development opportunities for future projects.
- *Assist with project close out events.* The communications team will assist with the project close-out event in Phnom Penh. Preparation will include developing a video that shares Harvest II's impact over the past five years, including challenges, successes and lessons learned.

MONITORING, EVALUATION, AND LEARNING

7.1 ACTIVITIES

In FY22 Q2, the Monitoring, Evaluation, and Learning (MEL) team continued reporting results and completed the following activities:

- *Tracking grants deliverables.* The MEL and Grants team worked closely with grant leads to follow up and provide potential solutions to grantees working to complete their final milestones.
- *Reviewing monitoring results.* The MEL team reviewed over 100 deliverables this quarter, using performance-based mechanisms in the project database.
- *Conducting interviews with partners.* Collaborating with the communications and grants technical teams, the MEL team collected quantitative data and qualitative information to measure the impact and sustainability of the grant support provided to 20 private sector companies.

7.2 CHALLENGES AND LEARNING

The progress of project partners under each subsector are outlined below:

- *Vegetable.* Vegetable wholesalers working in traditional markets are particularly vulnerable to market fluctuations and sourcing challenges: oversupplies of various vegetable crops such as cucumber, long-beans, bitter melon, cabbage, and chili, cause prices to fall dramatically. While limited high-demanded production in certain crops results in supply shortages to meet new market demands (traditional, retail, and supermarkets), Harvest II has provided grant support to dozens of vegetable grantees to improve their supply chain management practices including contract farming and strengthened production capacity of their farmer suppliers. With farmers' adoption of climate smart agricultural practice such as crop diversifications, greenhouses/net houses, and irrigation system, have expanded production coverage in the vegetable subsector. Harvest II observed several in-demand crops, such as broccoli, hybrid broccoli-cauliflower, beetroot, okra, bell peppers, and various lettuce types, are growing in Battambang, Siem Reap, Pursat, Kampong Cham, and Mondulakiri, areas where Harvest II has provided support.
- *Mango.* Harvest II made a grant modification to include a performance-based deliverable associated with establishing a Carbendazim testing facility for the US company Grove Fruit Growers and private service provider Waterlab in Siem Reap. To address mango packaging challenges, Harvest II conducted a study on quality packaging designs to facilitate the export of fresh mango. Findings were shared during a recent workshop. Over 30 private-sector companies attended the workshop and expressed their interest in offering solutions to the mango exporters who seek the packaging services.
- *Longan.* Due to an oversupply of longan during Thailand and Cambodia's border closure, Harvest II provided training in export market development to 80 SMEs interested in investing in the longan subsector. As a result, several companies have expanded their businesses and a new processor run by the Ponleu Pichenda AC began operating in Battambang.
- *Cashew.* Limited profits from trading raw cashew nuts to Vietnam has discouraged thousands of cashew farmers from expanding their cultivation over the past few years. Tapping into the growth of the cashew market, Harvest II has assisted in the creation of many processors thanks to technical support and capacity building from international and local experts to more than 50 SMEs. The cashew subsector's quality improvement and new product development has resulted

in a doubling of sales comparing to last season in 2021 and the creation of 180 jobs in the cashew subsector.

ANNEX AI: PROGRESS TOWARD PROJECT YEAR 5 TARGETS

The table below shows targets and results by project year, including Year 5 (shaded), and life of project targets.

#	Indicator	Project Year 1 Target	Project Year 2 Target	Project Year 3 Target	Project Year 4 Target	Project Year 5 Target	Project Year 5 Results	PY5 Achievement as Percent of PY5 Target	LOP Target
1A	Value of incremental sales (collected at farm-level)	\$1,426,613	\$3,567,358	\$6,497,010	\$11,000,000	\$16,509,019	\$16,809,598	102%	\$39,000,000
1B	Value of annual sales of farms and firms	N/A	\$5,000,000	\$7,500,000	\$12,000,000	\$17,500,000	\$24,509,212	140%	\$42,000,000
2A	Number of ... for-profit private enterprises ...that applied improved management practices	165	298	455	600	682	778	114%	2,200
2B	Number of individuals in the agriculture system who have applied improved management practices ...	N/A	N/A	2,000	3,200	4,800	7,532	157%	4,800
3B	Percent of project-assisted buyers and suppliers who repeatedly applied at least one improved supply chain management practice	N/A	N/A	12%	20%	25%	29%	116%	25%
4	Number of firms ... that have increased profits or become financially self-sufficient	90	157	233	300	350	363	104%	900
5 ⁴	Number of FTE jobs created	94	275	635	700	344	382	111%	2,000
6A	Value of new private sector investment in the agriculture sector...	\$624,000	\$1,524,000	\$3,324,000	\$4,500,000	\$3,154,000	\$13,663,764	433%	\$13,126,000
6B (*5)	Amount of investment mobilized for sustainable landscapes	NA	NA	NA	\$500,000	\$2,500,000	\$2,727,711	109%	\$3,000,000
6C ⁶	Value of new USG commitments and private sector investment	N/A	N/A	\$3,324,000	\$6,900,000	\$3,154,000	\$13,663,764	529%	\$15,250,000
7	Number of ... policies analyzed, consulted on, drafted or revised, approved and implemented	1	3	4	5	4	4	100%	17

⁴ Indicator #5. Number of FTE jobs counts new and continuing jobs within the reporting period, based on Feed the Future (FTF) Indicator Handbook definition.

⁵ Indicator #6B, 8, 9 are new sustainable landscape indicators, beginning mid-August 2020.

⁶ Indicator 6C (originally numbered 6B) before adding a new sustainable landscape investment indicator.

#	Indicator	Project Year 1 Target	Project Year 2 Target	Project Year 3 Target	Project Year 4 Target	Project Year 5 Target	Project Year 5 Results	PY5 Achievement as Percent of PY5 Target	LOP Target
8 (*)	Number of farmers and small-medium enterprises completing requirements for a climate smart agriculture certification (CamGAP, organic, or a focused quality assurance system ...) (Custom)	NA	NA	NA	200	300	882	294%	500
9 (*)	Number of farmers and small-medium enterprises adopting at least one climate smart agricultural practice	NA	NA	NA	500	1,500	1,869	125%	2,000
10A ⁷	Number of micro, small, and medium enterprises (MSMEs), including farmers, receiving agricultural-related credit	21	51	88	100	115	120	104%	375
10B	Value of agriculture-related financing accessed	N/A	N/A	\$115,000	\$2,415,000	\$2,655,000	\$2,972,214	112%	\$3,500,000 ⁸
11A	Percentage of female participants ... to increase access to productive economic resources	15%	20%	53%	54%	55%	55%	100%	55%
11B	Percentage of participants ... increase access to productive economic resources who are youth (15-29)	10%	12%	15%	17%	20%	38%	190%	20%
12	Percentage of commercial partnership members who achieve at least 80% of their commercial partnership growth plan targets	20%	25%	30%	35%	35%	88%	251%	35%
13	Percentage of commercial partnerships maintained and/or expanded over time	65%	70%	75%	80%	85%	90%	106%	85%
14	Percentage of individuals adopting new innovative technology ...and/or management practices	50%	60%	65%	70%	75%	80%	107%	75%
15 ⁹	Number of individuals participating in USG food security programs	N/A	N/A	5,000	6,600	7,000	9,464	135%	7,000

⁷ Revising indicator numbers from 10A – 15, effective from mid-August 2020.

⁸ Indicator #10B, Project Year 4 and Year 5 targets increase from \$115,000 to \$2,415,000, \$615,000 to \$2,655,000 respectively, resulting in LOP increases from \$845,000 to \$3,500,000.

⁹ Indicator #15 reflects the new funds, resulting in increased targets for this indicator for Project Year 4, Year 5 and LOP; 5,900 to 6,600 and 6,600 to 7,000 accordingly.

ANNEX A2: PROGRESS TOWARD FY22 TARGETS

The table below presents the targets and results by fiscal year, results for illustrative FY targets, results for previous years and quarters, FY22Q2 results (shaded), and life of project targets.

#	Indicator	FY18 Target	FY18 Results	FY19 Target	FY19 Results	FY20 Target	FY20 Results	FY21 Target	FY21 Results	FY22 Target	FY22Q1 Results	FY22Q2 Results	LOP Target
1A	Value of incremental sales (collected at farm-level)	\$2,500,000	\$6,089,140	\$5,000,000	\$8,999,377	\$7,000,000	\$13,641,689	\$11,000,000	\$17,656,968	\$13,500,000	\$2,214,629	\$7,820,632	\$39,000,000
1B	Value of annual sales of farms and firms	N/A	\$6,838,430	\$6,000,000	\$15,210,589	\$9,000,000	\$17,405,918	\$12,000,000	\$29,679,624	\$15,000,000	\$4,315,618	\$14,463,448	\$42,000,000
2A	Number of ... for-profit private enterprises ... that applied improved organization-level technologies or management practices	225	205	325	402	460	606	590	675	600	700	778	2,200
2B	Number of individuals in the agriculture system who have applied improved management practices	N/A	N/A	2,728	3,117	3,200	4,565	4,200	6,404	4,800	6,963	7,532	4,800
3B	Percent of project-assisted buyers and suppliers who repeatedly applied at least one improved supply chain management practice	N/A	N/A	N/A	N/A	12%	15%	20%	27%	25%	27%	29%	25%
4	Number of firms ... that have increased profits or become financially self-sufficient	100	150	180	182	260	275	300	360	350	372	363	900

#	Indicator	FY18 Target	FY18 Results	FY19 Target	FY19 Results	FY20 Target	FY20 Results	FY21 Target	FY21 Results	FY22 Target	FY22Q1 Results	FY22Q2 Results	LOP Target
5	Number of FTE jobs created ¹⁰	109	190	340	418	700	715	650	1,290	401	656	382	2,000
6A	Value of new private sector capital investment in the agriculture sector...	\$726,000	\$2,235,046	\$3,000,000	\$2,715,612	\$3,000,000	\$6,388,785	\$4,500,000	\$6,135,031	\$1,900,000	\$1,561,206	\$8,938,297	\$13,126,000
6B (*11)	Amount of investment mobilized for sustainable landscapes	N/A				N/A	N/A	\$500,000	\$1,596,148	\$2,500,000	\$312,083	\$618,591	\$3,000,000
6C	Value of new USG commitments and private sector investment	N/A	N/A	\$3,000,000	\$3,638,559	\$3,324,000	\$7,641,557	\$6,300,000	\$8,426,879	\$2,626,000	\$2,289,648	\$8,938,297	\$15,250,000
7	Number of ... policies analyzed, consulted on, drafted, or revised, approved, and implemented	1	1	3	3	4	4	5	5	4	-	4	17
8 (*)	Number of farmers and small-medium enterprises completing requirements for a climate smart agriculture certification (CamGAP, organic, or a focused quality assurance system ...) (Custom)	N/A				N/A	N/A	200	225	300	208	882	500

¹⁰ Number of FTE jobs created counts new and continuing jobs within the reporting period, based on the FTF definition. So, the cumulative new and continuing FTE jobs created for the LOP target is 2,000, while the lump sum of 2,200 including the 200 turnover jobs (or 10% estimate) for a cumulative number for 5 years.

¹¹ Indicator #6B, 8, 9 are sustainable landscape indicators, added in mid-August 2020.

#	Indicator	FY18 Target	FY18 Results	FY19 Target	FY19 Results	FY20 Target	FY20 Results	FY21 Target	FY21 Results	FY22 Target	FY22Q1 Results	FY22Q2 Results	LOP Target
9 (*)	Number of farmers and small-medium enterprises adopting at least one climate smart agricultural practice (Custom)	N/A				N/A	N/A	500	1,092	1,500	592	1,869	2,000
10A	Number of micro, small, and medium enterprises (MSMEs), including farmers, receiving agricultural-related credit	30	68	60	63	100	125	100	136	85	38	37	375
10B ¹²	Value of agriculture-related financing accessed	N/A	\$95,500	\$115,000	\$131,750	\$115,000	\$310,555	\$2,415,000	\$3,316,538	\$855,000	\$847,523	\$1,220,796	\$3,500,000
11A	Percentage of female participants ... to increase access to productive economic resources	15%	53%	20%	53%	53%	54.5%	54%	55%	55%	53%	55%	55%
11B	Percentage of participants ... increase access to productive economic resources who are youth (15-29)	10%	12%	12%	12.4%	15%	15%	17%	40%	25%	41%	38%	25%
12	Percentage of commercial partnership members who achieve at least 80% of their commercial partnership growth plan targets	20%	67%	25%	63%	30%	50%	35%	88%	35%	76%	88%	35%

¹² Indicator #10B, LOP target for indicator #10B also increases from \$845,000 to \$3.5 million.

#	Indicator	FY18 Target	FY18 Results	FY19 Target	FY19 Results	FY20 Target	FY20 Results	FY21 Target	FY21 Results	FY22 Target	FY22Q1 Results	FY22Q2 Results	LOP Target
13	Percentage of commercial partnerships maintained and/or expanded over time	65%	70%	70%	71%	75%	79%	80%	90%	85%	86%	90%	85%
14	Percentage of individuals adopting new innovative technology ...and/or management practices	50%	62%	60%	71%	65%	62%	70%	74.5%	75%	85%	80%	75%
15	Number of individuals participating in USG food security programs	N/A	3,283	2,000	5,860	5,900	6,532	6,600	7,645	6,600	8,204	9,464	7,000

ANNEX B: HARVEST II POLICY WORK, BY POLICY STAGE

#	Policy	Key Collaborators	Stage 1: Analysis	Stage 2: Consultation	Stage 3: Drafting	Stage 4: Approval	Stage 5: Implemented	Project Year When Target Achieved/Planned
1	Agricultural Sector Master Plan (ASMP) 2030 Crops (and Livestock)	MAFF and Harvest II	X	X	X			Year 1
2	Agri-business Value Chain for Export Enhancement Chapter 8	MoC and Harvest II	X	X	X	X		Year 2
3	Development of National Horticulture Policy 2019-2030	DHSC and Harvest II	X	X	X			Year 2
4	Development of Contract Farming Law	DAI and Harvest II	X	X	X			Year 2
5	Development of Dispute Resolution (Prakas)	DAI and Harvest II	X	X	X			Year 3
6	Development of Contract Farming Policy	DAI/MAFF and Harvest II	X	X	X			Year 3
7	Update Draft Quality and Safety of Agricultural Products Law	DAI/MAFF and Harvest II	Completed before Harvest II		X			Year 3
8	Development of Cashew Policy	MoC, Harvest II, and HEKS	X	X	X			Year 3
9	Formulate Plant Protection and Quarantine Strategic Plan 2022-2027	DPPSPS and Harvest II	X	X	X	X		Year 4
10	Longan Value Chain Strategic Plan for Export Enhancement	GDA and Harvest II	X	X	X			Year 4
11	Mango Value Chain Strategic Plan for Export Enhancement	MAFF, MoC and Harvest II	X	X	X			Year 4
12	Pepper Value Chain Strategic Plan for Export Enhancement	MAFF, MoC and Harvest II	X	X	X			Year 4
13	Durian Value Chain Strategic Plan for Export Enhancement	MAFF, MoC and Harvest II	X	X	X			Year 4
14	Yellow Banana Value Chain Strategic Plan for Export Enhancement	MAFF, MoC and Harvest II	X	X	X			Year 5
15	Avocado Value Chain Strategic Plan for Export Enhancement	DAI/MAFF and Harvest II	X	X	X			Year 5
16	Seed Movement Management Prakas	DPPSPS/GDA and Harvest II	X	X	X			Year 5
17	Investment on Agricultural Processing Guideline	DAI/MAFF and Harvest II	X	X	X			Year 5

ANNEX CI: OVERVIEW OF HARVEST II GRANTS TO DATE

Program	Grantee	Objective	Obligated Amount (US\$)	Paid as of March 31, 2022 (US\$)
Climate Change Adaptation (completed)	Aphivat Strey International*	Improve use of climate information in Battambang	83,536	83,536
	International Institute of Rural Reconstruction*	Improve use of climate information in Siem Reap, Pursat	87,859	87,859
	Total		171,395	171,395
Horticultural Solutions	AMK Microfinance Institution PLC	E-Farmer Support App Activity	83,420	83,420
	East-West Seed (Cambodia) Company Limited (EWS)	Transforming Vegetable Markets in Cambodia Activity	100,000	100,000
	Natural Agriculture Village (NAV)	Pilot effort to expand the market for higher-quality, locally produced vegetables	53,173	53,173
	Angkor Green Investment and Development Co. (AGID)	Promoting Farm Management Services and Contract Farming	61,156	61,156
	Kiu (Cambodia) Co., Ltd.	Business management program for horticulture sector actors	87,750	87,750
	Krassna Management Co., Ltd	Turmeric Value Chain Management and Buy Back Scheme	41,257	41,257
	Cambodia Microfinance Association (CMA)	MFI Financial Literacy Coaching Program	25,750	25,750
	Husk Ventures (Cambodia) Co., Ltd	Promotion of biochar products to improve production in horticulture value chains	50,668	50,668
	East-West Seed (Cambodia) Company Limited (EWS)	Transforming Vegetable Markets in Cambodia Activity, Phase II	90,000	90,000
	AMK Microfinance PLC	Pilot three supply chain finance models to support horticulture sector actors	70,750	70,750
	Cambodia Agriculture Cooperative Corporation Plc (CACC)	Export processed cashew nuts to European market	49,476	49,476
	Song Mouy	Improving Input Quality and Technical Service.	50,448	50,448
	Husk Ventures (Cambodia) Co., Ltd	Increase yields of safe, locally grown vegetables through training in the use of carbon-based fertilizer and wood vinegar	72,627	72,627
	Confirel Co., Ltd	Developing and marketing new mango products for local and international market	70,588	65,517

Program	Grantee	Objective	Obligated Amount (US\$)	Paid as of March 31, 2022 (US\$)
	Laey Baitong	Increase sales of organic vegetables by improving supply chain and establishing franchise retail outlets	\$47,300	47,300
	Cambodia Agricultural Cooperative Alliance (CACA)	Improving the quality and productivity of longan through CamGAP training	70,000	70,000
	Misota Food Import Export Co., Ltd	Converting the waste from the mango processing into commercial by-products and expanding sales of processed fruits	84,000	74,585
	Agribuddy Co., Ltd.	Improving Red Chili and Mango Market Linkages	52,660	52,660
	Krassna Management Co., Ltd	Expand processed turmeric for export and prepare for eco-certification	54,000	36,000
	Leang Leng Enterprise	Expanding sales of processed chili sauces	66,839	66,839
	Hung Hiep (Cambodia) Co., Ltd	Expand their purchasing, packaging, and export of processed foods, including pepper, cashew, and dried fruits	10,000	10,000
	CSL Enterprise (CSL)	Increase sales of processed fruit and vegetable products	56,175	40,875
	Seasonfresh (Cambodia) Co., Ltd	Improve the quality and productivity of off-season mango through CamGAP training	72,410	59,952
	Banhji FinTech Co., Ltd (Banhji)	Introduce MSMEs including ACs in the horticulture sector to Banhji's Fin Tech platform, which will improve their financial management and access to finance	43,248	43,248
	Song Do Foods (Cambodia) Co., Ltd	Expand Cambodian organic raw cashew nut production for export	75,000	29,500
	Angkor Green Investment and Development (Cambodia) Co., Ltd.	Expand production of CamGAP certified mango for export	70,000	48,000
	Aliments	Expand safe vegetable production for consistent year-round supply	69,351	69,351
	Kamyia AgriTrade Co., Ltd.	Increasing production and processing of organic cashew	65,000	16,000
	Ringacam Enterprise	Increasing production and marketing of turmeric and other crops	70,000	70,000
	Cashew nut Association of Cambodia (CAC)	Develop and adopt a traceability system that will attract international and local buyers	75,000	57,465
	Tasey Samaki Agricultrural Cooperative (TSAC)	Expand production of safe vegetables and provision of net-house establishment services	70,000	68,000

Program	Grantee	Objective	Obligated Amount (US\$)	Paid as of March 31, 2022 (US\$)
	Chamka Kampong Lpov (CKL)	Increase production of safe vegetables through use of greenhouses, climate smart agriculture practices, and improved packhouse management	70,000	68,308
	Azaylla Cambodia Co., Ltd	Pilot testing an AI-based quality control and traceability system for a variety of fruits and vegetables	50,000	50,000
	Total		2,078,047	1,880,076
Investment Accelerator	Misota Food Import Export Co., Ltd. *	Invest in dried fruit processing	96,750	96,750
	Santana Agro Products Co., Ltd. *	Invest in cashew nut processing	96,700	96,700
	Twin AgriTech Co., Ltd *	Invest in compost and vermicompost fertilizers	42,493	42,493
	Chey Sambo Cashew Nut Processing Handicraft (CSC)	Invest in processing Cambodian cashew's production facility for the international market	31,346	31,346
	AgriOn Cambodia Co., Ltd	Invest in safe, high quality Cambodian vegetables/fruits for local and international markets	35,000	35,000
	Kirirom Food Production Co., Ltd (KFP)	Invest in dried mango kernel	95,500	95,500
	Yamato Green	Incentivize Yamato Green's establishment of greenhouses and cold storage facilities to improve safe vegetable production, and to store, wash, cut and pack vegetables/semi-processed produce to sell in domestic and international markets	28,590	28,590
	Richfarm Asia Co., Ltd.	Expand safe mango production and increase exports by developing a demonstration farm to showcase improved production, post-harvest handling, and packaging practices	68,161	68,161
	KCCV Plantation Co., Ltd.	Process longan and other fruits to sell in local and international markets	10,000	10,000
	Total		504,540	504,540
Testing Innovations in Vegetable Subsector	SPIEN	Value addition for vegetable producers through contract farming and a traceability system	24,140	24,140
	Total		24,140	24,140
Logistics and Export Facilitation	Cambodia Pepper and Spices Federation	Participation in Middle East Organic and Natural Products Expo Dubai	69,745	41,760
	Navita Healthy Food & Beverages Co., Ltd (Navita)	Production and packaging of processed products for local and export markets	57,651	57,651

Program	Grantee	Objective	Obligated Amount (US\$)	Paid as of March 31, 2022 (US\$)
	Puzzle Solution Co., Ltd.	Initiate innovative logistics solution of less than container loading (LCL) and establish a new cold storage warehouse for Cambodian exporters	51,415	45,656
	Generation One Co., Ltd.	Increase Export of Cambodian products through an established overseas network	52,087	37,087
	Grove Fruit Growers Co., Ltd.	Expand capacity for mango export by expanding suppliers, investing in equipment, and training workers	42,901	12,000
	Handcrafted Cashew nut Stung Treng (HCST)	Increase processing capacity and quality to meet standards for local and international markets	74,760	38,760
	Ample Agro Product Co., Ltd. (Ample)	Expand production and export of fresh and dried agricultural products	75,000	18,940
	SHE Agrocam Products Co., Ltd.	Helping agro-processors participate in domestic and international markets	61,600	61,600
	Accelerinno Tech Co., Ltd.	Link producers and processors to a new online market channel	35,180	35,180
	Peng Seng Doctor Water Co., Ltd.	Provide labeling and packaging services and warehouse arrangements to MSMEs	18,801	18,801
	Kenko Shoku (Cambodia) Co., Ltd.	Improve greenhouse vegetable production, warehouse facilities, cleaning and packaging	64,450	24,450
	Ponlei Thamacheat	Improve supply chain for its health foods and cosmetic products	35,000	24,633
	Kokopon (Cambodia) Co., Ltd.	Improve and expand access to e-commerce platform	50,000	24,500
	Total		688,590	451,018
Grand Total			3,466,711	\$3,031,169

ANNEX C2: GRANTEE ACCOMPLISHMENTS THROUGH FY22Q2

Current Grantee	Accomplishments to FY22Q2
24. Confirel	<ul style="list-style-type: none"> • Completed initial workplan and recruited 16 staff this quarter • Signed contract agreements with 60 mango producers • 70 actors adopted improved supply chain management practices. • Generated farm sales from contracted farmers of 20,000 • Registered mango puree and mango chips at Ministry of Industry, Science, Technology and Innovation • Submitted documents for HACCP and 2 additional certificates • Launched 2 promotional events for new products: mango puree, chips, and organic fresh mango. • New products were purchased by at least 5 retailers. • Achieved over \$40,000 in farm-level sales.
27. Cambodia Agriculture Cooperative Alliance (CACA)	<ul style="list-style-type: none"> • Completed initial workplan and recruited 3 staff this quarter • Developed internal control system for Cam-GAP longan applicants • Submitted Cam-GAP longan manual to GDA • Formed 30 farmer clusters • Signed purchasing agreements with 7 domestic and international buyers. • Established Cambodia Longan Agricultural Union (CLAU) • Supported 270 farmers to complete CamGAP requirements. • Aided 30 longan producer clusters to apply for CamGAP certification. • Achieved over \$1.19 million in farm-level sales.
29. Misota Food Import Export Co., Ltd	<ul style="list-style-type: none"> • Completed initial workplan and recruited 14 staff this quarter • Built capacity to internal staff on QA, QC, R&D, and marketing • Promoted new product in supermarkets such as AEON and Chip Mong and in Battambang province. • Signed 5 purchase agreements with mango and pineapple collectors. • Organized a business roundtable event. • Made purchase agreements with 13 commercial outlets and minimarts. • Dried fruits, fruit powders, fruit juices and beverages are HALAL standard certified. • Invested over \$100k in distribution, marketing, and processing equipment for fruit juices. • Generated \$73,591 in farm-level sales. • Achieved over \$60,000 in firm-level sales.
32. Krassna Management	<ul style="list-style-type: none"> • Completed initial workplan and recruited 12 staff this quarter • Developed production strategy and business plan for turmeric • 120 turmeric farmers were selected for sustainable model demonstration farms. • 150 farmers were trained on seed selection. • 120 farmers were trained on production techniques and received technical assistances. • Executed purchasing agreements with 5 collectors.

Current Grantee	Accomplishments to FY22Q2
36. CSL Enterprise (CSL)	<ul style="list-style-type: none"> • Completed initial workplan • 4 purchasing contracts signed with collectors • Received purchasing orders from 6 buyers. • Created 10 new FTE jobs. • Provided training for 130 farmers on quality requirements and specifications to comply with CSL's needs. • 60 collectors and farmers adopted improved supply chain management practices with CSL's assistances. • Organized 5 testing events.
37. Seasonfresh (Cambodia)	<ul style="list-style-type: none"> • Completed initial workplan and recruited 3 agronomists. • Developed post-harvest management and handling extension materials for mango workers. • 210 mango workers trained on post-harvest management and handling. • 11 mango clusters (with 558 farmers) are formed in order to receive CamGAP training. • Conducted trainings on CamGAP requirements for 292 farmers. • Completed and applied for CamGAP certification for 461 farmers. • Generated over \$1.4 million in farm-level sales • Generated over \$1.3 million in firm-level sales.
40. Song Do Foods (Cambodia) Co., Ltd.	<ul style="list-style-type: none"> • Completed initial workplan. • Developed 2 new software – Traceability (RTT) and Farmer Optimization (RFO) Programs, and deployed into operation • Over 836 farmers have been registered into RFO. • Invested over \$63,000 in sustainable landscapes.
42. Angkor Green Investment and Development Co., Ltd.	<ul style="list-style-type: none"> • Completed initial workplan and recruited 7 staffs. • Organized virtual awareness workshops with 59 participants attended. • 170 mango producers and collectors were trained on CamGAP and post-harvest handlings. • Provided assistances for 40 mango producers to obtain CamGAP certificates. • Supported 30 market actors to access to financial credits. • Publish a handbook of off-season mango production with CamGAP compliant. • Aided 67 mango producers to receive CamGAP certifications. • AGID with partnered input-dealers invested over \$250,000 in sustainable landscape. • 100 farmers adopted one or more climate smart agriculture practices facilitated by AGID and partnered
45. Kanya AgriTrade Co., Ltd.	<ul style="list-style-type: none"> • Completed initial workplan and recruited 9 staffs. • Hosted demonstration farm-day events to certified organic farms for farmers. • Created 2 new products from cashew nuts – cashew milks and cashew cheese.
47. Cashew nut Association of Cambodia (CAC)	<ul style="list-style-type: none"> • Completed initial workplan and recruited 20 new field officers. • Developed new traceability system for cashew. • Trained 20 field officers and 2 project coordinators with the new digital platform. • Registered 800 cashew producers into the system.

Current Grantee	Accomplishments to FY22Q2
	<ul style="list-style-type: none"> • Created profiles and procurement baseline data for 800 producers in the traceability system. • Provided trainings on the new digital platform for 965 farmers. • Supported 800 famers to adopt climate smart agriculture practices. • Linked 5 domestic buyers to buy raw cashew nuts (RCN) from farmers.
48. Tasey Samaki Agricultural Cooperative (TSAC)	<ul style="list-style-type: none"> • Completed initial workplan and recruited 15 staff. • Signed purchasing agreements with 6 agricultural cooperatives • Invested in transportation facilities including 1 regular truck, 2 cool trucks, and 2 cargo van tricycles. • Established additional 30 new vegetable net-houses, which makes it 60 net-houses in total, equipped with drip irrigation system. • Conducted CamGAP training with 40 key producers. • Provided capacity building on financial literacy to leaders of 6 agricultural cooperatives. • 193 farmers were trained on CamGAP requirement. • Facilitated farmers to access \$67,000 financial credit through partnership with banks and microfinance institutes. • Generated over \$120,000 in farm-level sales. • Generated over \$160,000 in firm-level sales.
49. Chamka Kampong Lpov (CKL)	<ul style="list-style-type: none"> • Completed initial workplan and recruited 8 staff • Developed CamGAP aligned modules • Established 13 new vegetable greenhouses on model farm. • Signed purchase agreement with 6 buyers • Hosted two exposure visits with more than 80 producers participated. • Signed purchasing agreement with 40 greenhouse producers. • Provided trainings on production techniques in greenhouse for 40 producers. • Provided net-house establishment services to 30 producers. • Invested \$143,761 in net-house establishment for own farms as well as for clients. • Provided 480 technical assistances on production techniques for 40 producers. • Generated more than \$120,000 in farm-level sales of safe vegetables. • Generated \$163,912 in firm-level sales of safe vegetables.
50. Azaylla (Cambodia) Co., Ltd.	<ul style="list-style-type: none"> • Completed initial workplan and recruited 7 staff • Developed a new AI-based system for produces quality control and traceability. • Signed partnership agreements with 15 farmers. • Signed business agreements with 3 processors. • Provided training for staff on how to operate the AI-based quality control and traceability system. • AI-based quality control and traceability system goes live on web-based platform and mobile applications for both iOS and Android. • Piloted the new AI systems on 5 farms. • Signed purchasing agreements with 5 buyers including 2 new buyers.

Current Grantee	Accomplishments to FY22Q2
	<ul style="list-style-type: none"> Generated over \$150,000 farm-level sales of fresh vegetables. Generated over \$195,000 firm-level sales of fresh produces. Generated more than \$50,000 in purchases of processed products from partnered processors. Generated more than \$55,000 in sales of processed products.
51. Cambodia Pepper and Spices Federation (CPSF)	<ul style="list-style-type: none"> Completed initial workplan Identified 25 Cambodian companies with potential to reach the Middle Eastern markets. Signed agreements with 2 service provider companies to create microsite and facilitate for the Organic & Natural Expo Dubai 2021, and to provided trainings on product quality control and development, GMP, and HACCP. Facilitated a 2-day Digital Trade Expo for the 25 companies. Provided trainings on GMP/HACCP and Certificate of Conformity (CoC) for the listed Cambodia companies. Provided direct assistance for 25 companies in co-developing an action plan for export.
53. Puzzle Solution Co., Ltd.	<ul style="list-style-type: none"> Formed team to implement the project Conducted trainings on customs clearance, export requirements, and service packages to 10 new exporters. Invested \$45,710 in equipment to improve logistics facilities. Signed agreements/MoUs with 3 new clients. Coordinated logistics arrangement valued over \$140,000 for Cambodian exporters and international buyers.
54. Generation One Co., Ltd.	<ul style="list-style-type: none"> Conducted workshop with food processors to promote understanding of trading requirements 5 local processors received services from Generation One including international standard certified and business agreements. Identified 7 potential buyers from the U.K., France, Belgium, Australia, and U.A.E for local processors. Facilitated sending of product samples from 3 local processors to the potential international buyers. Organized marketing to promote products of the 5 local processors in 2 supermarkets. Coordinated cashew nut export for K.C.C.V plantation to Taiwan.
55. Grove Fruit Growers Co., Ltd.	<ul style="list-style-type: none"> Signed partnership agreements with two suppliers Signed contract agreement with one international buyer Signed contract agreements with two service providers for ground transportation Signed contract agreement with one company for international shipment
56. Handcrafted Cashew Nut Stung Treng (HCST)	<ul style="list-style-type: none"> Signed contract farming agreements with 57 cashew producers. Conducted trainings for more than 100 cashew producers. Registered 5 newly developed products with the Institute of Standards of Cambodia (ISC). Provided over \$10,000 input credits for contracted farmers. Applied for GMP and HACCP certifications. Signed contract agreements with 10 local buyers (retailers and wholesalers).

Current Grantee	Accomplishments to FY22Q2
	<ul style="list-style-type: none"> • Sent samples of the new products to 5 potential international buyers in South Korea, France, and the U.S.
57. Ample Agro Product Co., Ltd. (Ample)	<ul style="list-style-type: none"> • Developed packing materials for cashew nut, mango, and pineapple products, including packaging designs and materials • Developed marketing materials on the company's official website • Signed purchasing agreements with 59 cashew producers • Provided technical trainings for 239 farmers. • Signed sales agreements with 3 international buyers in the U.S., Canada, and France. • Submitted application for GMP and HACCP certifications.
59. Accelerinno Tech Co., Ltd.	<ul style="list-style-type: none"> • Formed project team • Trained 80 vendors on products branding and marketing. • Developed 100 pieces of marketing materials for 50 vendors. • Expanded operation from Phnom Penh to Kampot, opened a new office in Kampot, and hired 4 new staff. • Registered 10 new vendors. • Vendors registered in Grocerdel platform generated \$85,481 in sales.
61. Kenko Shoku (Cambodia) Co.,Ltd.	<ul style="list-style-type: none"> • Formed project team • Signed purchasing agreement with 4 ACs which consisted of 59 farmers in Kampong Chhnang, Siem Reap, Pursat, and Kampot. • Conducted trainings on greenhouse production and post-harvest handling practices with 64 farmers. • Installed 8 greenhouses equipped drip irrigation system at Kenko Shoku's farm in Siem Reap. • Identified 4 new prospective international buyers in Japan and Turkey. • Invested \$103,000 in improving Siem Reap warehouse facilities and equipment. • Generated \$45,149 in farm-level sales. • Generated \$56,149 in firm-level sales.
62. Ponlei Thamacheat	<ul style="list-style-type: none"> • Signed partnership agreements with two business partners • Registered 10 products with the Ministry of Industry, Science, Technology, and Innovation. • Conducted non-food chemical analysis for applying Chor Bor Phor certificate. • Developed new marketing materials including videos for social media marketing campaign. • Organized product launching event for buyers and consumers in Phnom Penh. • Made 2 contract farming agreements with suppliers. • Generated \$4,899 in farm-level sales. • Generated \$19,390 in firm-level sales.
63. Kokopon (Cambodia) Co.,Ltd	<ul style="list-style-type: none"> • Attended a kick-off meeting to officially launch the grant • Conducted trainings on digital literacy for 90 producers. • Improved existing Kokopon's web-based e-commerce platform and created a new mobile application. • Implemented marketing campaigns – 3 publishing on local media and 5 on social media advertisements.

ANNEX C3: GRANTS CLOSED THROUGH MARCH 2022

Grantee closed	Accomplishments
Aphivat Strey International*	<ul style="list-style-type: none"> 1,081 producers trained in climate friendly practices 855 producers (79%) demonstrated actions to adopt climate change practices
International Institute of Rural Reconstruction*	<ul style="list-style-type: none"> 1,109 producers trained in climate friendly practices 534 producers (48%) demonstrated actions to adopt climate change practices
AMK Microfinance PLC*	<ul style="list-style-type: none"> Finalized and deployed Tonlesap Seller App for testing Registered 900 ZOI horticulture farmers on TonleSap App, 227 adopted improved practices as a result of accessing the app's agronomic information 106 input supply companies, ACs, and horticulture buyers uploaded their products on TonleSap App TonleSap Seller App successfully launched to help agriculture sellers and service providers manage sales, receive orders, and advertise and post products
East-West Seed (Cambodia) Co., Ltd. (EWS)*	<ul style="list-style-type: none"> 1,211 farmers (736 women, 166 youth) adopted improved production practices 44 market actors (7 input supplier companies, 7 input dealers, 15 agro-input retailers, 15 vegetable collectors) trained on the proper use of EWS inputs and seed varieties
Misota Food Import Export Co., Ltd.*	<ul style="list-style-type: none"> Surpassed investment target specified in grant agreement, with total investment of 667,775 Created 92 new full-time equivalent (FTE) jobs to date Misota added new processing line to process dried orange (sourcing from Harvest II orange collector in Pursat) to export to local and Thai markets.
Santana Agro Products Co., Ltd.*	<ul style="list-style-type: none"> Surpassed investment target specified in grant agreement, with investment totaling 1,112,996. This quarter, Santana expanded their cashew drying facility and purchased new machinery, valued at 420,203. As a result, Santana generated investment of 1,979,028 to date, including capital investment of 1,533,199 (in the cashew processing and drying facility) and 445,829 in working capital Created additional 75 new FTE jobs bringing total of 159 new jobs created during the life of the grant project with Harvest II During this beginning of harvest season, Santana purchased raw cashew nuts of 79,085 from 55 suppliers in Preah Vihear and Kampong Thom provinces, bringing total value of farm-level sales of 445,829 to date Exported 72 tons of semi-processed cashew to South Korea and other markets Began piloting contract farming with 8 ACs
Natural Agriculture Village (NAV)*	<ul style="list-style-type: none"> Established distribution store named "Green Gold" located in Daem Kor market Supported 98 farmers in applying improved practices, such as growing diversified crops, producing compost fertilizer, applying husk biochar for soil enrichment, and proper use and recording of chemical fertilizers and pesticides Generated firm-level sales of 168,753 by purchasing GAP-aligned fruits and vegetable produces including cabbage, cauliflowers, asparagus, pumpkin, tomato, cucumber, ridge gourd, papaya, orange, pomelo, and lemon

Grantee closed	Accomplishments
	<ul style="list-style-type: none"> NAV generated firm-level sales of 321,696 by purchasing GAP-aligned fruits and vegetables from farmers adopting GAP-aligned practices 799,002 of farm-level sales generated by 136 vegetable farmers (in Pursat, Battambang and Siem Reap) trained by NAV to improve production practices Five retail markets and traders sourced vegetables from NAV trained farmers.
Angkor Green Investment and Development Co., Ltd.*	<ul style="list-style-type: none"> Provided technical training for 9 participants on GAP and mango production techniques, including topics such as soil, fertilizer, nutrition management, and harvesting, to meet buyers' requirements Provided technical assistance on mango production and harvesting with 3 contract farmers and another 25 farmers who apply company techniques and products Purchased 34 tons of fresh mango from contracted farmer for export to Thailand Provide technical assistance to 96 mango producers 62 producers adopted technical improved practices Generated farm-level sales 305,280 Generated firm-level sales 198,150 to 3 international buyers (Westfood, Timfood, and Thailand middleman) and one local buyer is Sun Vutha
Angkor Harvest Co., Ltd.*	<ul style="list-style-type: none"> Completed recruiting staff such as General Manager, Warehouse Manager, Quality Control, and Head of Agronomy Environment Impact Assessment proposal approved by Ministry of Environment, with study results in February 2020 First successful export of fresh mango to Freshmart Singapore Pte Ltd.
Krassna Management Co., Ltd.*	<ul style="list-style-type: none"> Distributed quality turmeric rhizome seeds to 70 key farmers that received training. The germination rate is low, as planting occurred late in the season and the rains did not come as hoped; a significant harvest is unlikely. Completed training on turmeric production and post-harvest handling practices to 325 farmers in Pursat province 31% of 325 turmeric farmers have adopted the improved practices Purchased 20 tons of fresh turmeric and processed 3.4 tons for export to Vietnam
Cambodia Microfinance Association (CMA)*	<ul style="list-style-type: none"> Registered and signed memoranda of understanding (MoUs) with 6 MFIs for participation in CAFE training program Completed training on Training of Coaches (TOC) to 51 MFI staff from 5 MFIs. CMA's five MFI partners implemented client coaching programs
Husk Ventures (Cambodia) Co., Ltd.*	<ul style="list-style-type: none"> Developed 5 videos (including from farm to table and carbon farming) Biochar products value of 1,675 have been sold in Harvest II ZOI Signed an MoU with FAEC for nationwide distribution agreement of biochar products with 72 AC members, 62,000 farmers in 7 provinces across Cambodia Increased sales of biochar to approximately 5 tons due to increasing demands from input dealers and farmers, especially in Kandal province
SPIEN*	<ul style="list-style-type: none"> Signed contract agreements with eco-farm suppliers, in cooperation with GRET Cambodia, and with Khmer Organic Cooperation (KOC) for product supply Provided training on post-harvest management to 19 farmers (9 women) Purchased 3 tons from eco-farm members at 10% premium over market price

Grantee closed	Accomplishments
	<ul style="list-style-type: none"> Partnered with KOC market retailer to sell products Completed consumer survey to 180 samples (including 60 observations and 120 individual survey) at KOC market retailer Completed final report including survey findings and commercial viability summary
East-West Seed (Cambodia), Co., Ltd., second grant*	<ul style="list-style-type: none"> Formed 65 core farmers' groups Selected and set up 125 demonstration farms (40 demos from key farmers), following PERSUAP and key farmer selection criteria Developed 4 videos for social media to demonstrate at EWS's input dealers in Harvest II four target provinces 335 farmers received production trainings at field days Collected farm-level sales of 784,131 from 46 farmer suppliers; and firm-level sales of 1,011,317 generated by EWS's vegetable collectors who sourced vegetables from these farmers
Twin AgriTech Co., Ltd.*	<ul style="list-style-type: none"> Purchase a generator in Cambodia Recruited 11 new, local staff this quarter Completed procurement of bio-digester machinery, and successfully installed it for operation in FY21Q2. Made investment of installed equipment and machinery at the facility, accounting for 213,860. After completing installation, Twin Agri achieved initial compost sales of 43,169 in FY21Q2.
DT Enterprise Co., Ltd. *	<ul style="list-style-type: none"> Completed initial workplan. Processing facilities have been ordered, plan to install in next quarter. DT's investment plan for mango processing facility has been put on hold due to the lack of capital investment from their shareholder(s) in 2021.
East-West Seed (Cambodia), Co., Ltd., third grant*	<ul style="list-style-type: none"> EWS cannot issue tax invoice with VAT because it would be inconsistent with how they handle other grants. The alternative, for Abt to withhold taxes, is also inconsistent with how they view their work under grants.
Hyundai Agro (Cambodia) Co., Ltd.*	<ul style="list-style-type: none"> Hyundai Agro's investment plan for Vapor Heat Treatment (VHT) expansion has been put on hold and an alternative investment plan in dried mango facility is unlikely to be made within this year.
KiU (Cambodia) Co., Ltd*	<ul style="list-style-type: none"> Completed simplifying and localizing point of sales to attract MSMEs to use this digital business management platform Partnered with AMK to introduce special product packages for existing and potential clients who can eventually access AMK financing through KiU's credit scoring system Completed introductions on KiU's BMP and POS to 47 MSMEs and farmers This quarter, KiU continued introducing their digital system through online platforms to MSMEs and farmers in the four provinces Trained an additional 13 SMEs on KiU BMP this quarter, bringing the total to 282 Trained an additional 21 micro-merchants and farmers on KiU POS, bringing the total to 282 100 micro-merchants and farmers signed up for KiU POS application 114 SMEs signed up for KiU BMP
AMK Microfinance Institution PLC (2 nd grant)*	<ul style="list-style-type: none"> Completed recruitment of 3 staff and formed structure Completed SCF models and submitted for review and approval from Harvest II team Provided training on SCF models to AMK staff Completed the development of SCF promotion materials

Grantee closed	Accomplishments
	<ul style="list-style-type: none"> • Prepared the event to introduce SCF to at least 15 private sector actors • Identified 63 prospective MSMEs and organized market event to 16 MSMEs • Disbursed 1,340,022 financing to four market actors through SCF model • Disbursed loan to three market actors through SCF model which generated financing of 305,000 • Disbursed loan to one MSME in this quarter
Azaylla Cambodia Co., Ltd (1 st grant)*	<ul style="list-style-type: none"> • Created five new jobs to support cold chain operation • Generated farm-level sales of 139,795. • Generated firm-level sales of 187,250 from mixed vegetables, mixed fruits, orange, and mango • Azaylla was not able to reach investment plan due to the reluctance of international shareholders to invest as they originally agreed • Azaylla is not able to seek new investors and expand capital investment to establish new equipment on current cleaning and packaging facility. • Azaylla shifts the investment plan to increase working capital to source products from current partners and new processors to distribute their products to supermarkets and retail markets in Phnom Penh.
Agribuddy Co., Ltd.*	<ul style="list-style-type: none"> • Completed initial workplan and recruited 12 staff this quarter • Provide technical training to 20 producers. • Installed drip irrigation system on 21 hectares chili production for 18 producers. • 3 partnerships agreements were signed between mango buyers and suppliers via Agribuddy platform. • 21 farmers – 16 chili and 5 mango farmers – adopted improved business practices with the support from Agribuddy. • Generated 88,645 in farm-level sales. • Generated 109,575 in firm-level sales.
Cambodia Agriculture Cooperative Corporation Plc (CACC)	<ul style="list-style-type: none"> • Completed development of supply chain model to supply organic cashew from agricultural cooperatives • Completed development Internal control system for organic cashew traceability • Completed development organic certification system guidance • Exported Cambodian cashew to Netherlands about 12,632 kg, valued at 95,649 • 132 cashew producers adopting improved supply chain management practices in compliance with organic certification and post-harvest handling management • Generated farm-level sales of 67,110 from purchasing of organic cashew. • Generated additional firm-level sales of 59,400 from sales of processed organic cashew to international market.
Chey Sambo Cashew Nut Processing Handicraft (CSC)	<ul style="list-style-type: none"> • Kicked-off this investment accelerator grant • Recruited 43 new, local staff this quarter • Made investment of \$151,739 including factory facilities to support in processing cashew • Processed existing inventory and generated \$225,311 in firm-level sales
AgriOn Cambodia	<ul style="list-style-type: none"> • Kicked-off this investment accelerator grant • Recruited 38 new staff by FY21 Q3 • Completed procurement of 221,469 in FY21 Q2 such as cold-storage facilities • Made contract agreement to ensure sustain supply at farm level, AgriOn supported vegetable producers by advancing cash of 50% to 18 ACs valued 25,427

Grantee closed	Accomplishments
Song Mouy	<ul style="list-style-type: none"> Completed initial workplan Completed development technical training and extension material Made investment of 234,500 from sales of input credit and to expand warehouse Provided supply credit to input retailers and vegetable collectors of 90,763 Provided 45 technical trainings to farmers in total. Conducted exposure visits to demonstration farm. 27 vegetable collectors adopted improved supply chain management. Generated 810,361 in farm-level sales. Generated 974,531 in firm-level sales.
Husk Ventures (Cambodia), second grant	<ul style="list-style-type: none"> Completed initial workplan and recruited new staff this quarter Selected 25 producers (as control and treatment group) to test product Developed IEC materials and distributed to relevant stakeholders and farmers Registered carbon-based fertilizer and wood vinegar Developed technical dossier regarding CBF and wood vinegar Provided one online training to farmers, collectors and other stakeholder who are 81 interested in participating Hosted exposure visits to 7 demonstration farms Produced 3 promotional videos for new products – carbon-based fertilizer and wood vinegar Provided technical training for 141 farmers.
Richfarm Asia Co., Ltd.	<ul style="list-style-type: none"> Completed initial workplan Procured equipment to equip in demonstration farm Completed 340,805 investment on setting up irrigation system and install solar panel-battery on 40 hectares mango plantation. Recruited 40 new full-time and over 100 part-time workers. Generated 223,135 in farm-level sales of mango.
LaeY Baitong	<ul style="list-style-type: none"> Completed initial workplan and recruited 2 staff this quarter Formed 4 PGS farmer groups to comply with organic standards Signed purchase agreements with 40 PGS farmers 116 PGS farmers received training Purchased 16 tons valued at 12,288 resulting in sales of 16,382 Establish one small-scale post-harvest facility for cleaning, packaging, and pre-cooling storage managed by franchisee Set up 100 demonstration farms with PGS standards Conducted additional 10 trainings on organic/PGS requirements Organized 6 marketing campaigns Established 4 outlets to sell organic vegetables using franchise model. Signed contract agreement with 8 retail outlets to sell organic vegetables using franchise model.
Kirirom Food Production Co., Ltd. (KFP)	<ul style="list-style-type: none"> Kicked-off this investment accelerator grant Purchased 50,000 tons valued at 813,551 resulting in sales of 1,923,500 generated from processed mango to Thailand, and Philippines Generated 216,900 in farm-level sales and 2,892,522 in firm-level sales in the FY2021Q3. Completed \$479,000 investment to establish mango kernel processing line and cold storage facility Created 40 new FTE jobs
Yamato Green Co., Ltd.	<ul style="list-style-type: none"> Completed initial workplan Invested \$114,392.24 on machinery.

Grantee closed	Accomplishments
	<ul style="list-style-type: none"> • Constructed 3 new greenhouses in Mondulkiri province • Created 8 new FTE jobs.
Leang Leng Enterprise	<ul style="list-style-type: none"> • Completed initial workplan and recruited 10 staffs. • Invested 99,600 on new chili processing equipment and machines. • Signed purchasing agreements with 2 new collectors in Battambang. • 70 staff trained on Cambodia Standard compliance, marketing strategy, and sale techniques. • Registered the new chili sauce products to Cambodia Quality Products standard. • Signed purchasing agreements with 6 distributors to distribute LLE's products all over the country. • Conducted training with 64 chili farmers in Battambang • Organized tour to the Leang Leng enterprise for chili producers and a business workshop with distributors • This quarter generated \$22,514 which accumulated to \$101,562 in total farm-level sales. • This quarter generated \$182,011 which accumulated to 672,023 in total firm-level sales.
Hung Hiep (Cambodia) Co., Ltd.	<ul style="list-style-type: none"> • Completed initial workplan • Recruited 3 staff.
Banhji FinTech Co., Ltd.	<ul style="list-style-type: none"> • Completed initial workplan and recruited 10 staffs • Signed partnership agreements with 3 banks/MFI • Conducted software trainings for 84 MSMEs. • Conducted financial literacy trainings for 29 MSMEs. • Registered 86 MSMEs to Banhji's financial software and provided a one-year financial statement report.
K.C.C.V. Plantation Co., Ltd.	<ul style="list-style-type: none"> • Kicked-off this Investment Accelerator Grant. • Created new 52 FTE jobs.
Aliments	<ul style="list-style-type: none"> • Completed initial workplan and recruited 16 staffs. • Identified and recruited 50 farmers who were interested in trainings and signing agreements with Aliments. • Established 5 new greenhouses equipped with drip irrigation system in Battambang. • 134 farmers attended PGS trainings conducted by Aliments. • Signed contract farming agreements with 25 farmers. • Supported 30 farmers to adopt PGS. • Created packaging for 5 new products • Increased online sales by 30% • Linked with 17 local buyers including schools, HoReCa, and retail outlets to supply vegetable. • Generated \$425,131 in farm-level sales. • Generated \$716,690 firm-level sales for both fresh produces and processed products.
Ringacam	<ul style="list-style-type: none"> • Completed initial workplan. • Conducted a strategic meeting with producers to discuss project activities. • 121 turmeric farmers were trained on CamGAP. • Signed purchasing agreement with 60 producers. • Conducted lab testing on soil nutrient and turmeric seed quality. • Provided post-harvest handlings for 120 turmeric farmers. • Supported 60 farmers to apply for CamGAP certificate.

Grantee closed	Accomplishments
	<ul style="list-style-type: none"> • Invested more than \$20,000 in processing equipment to comply with HACCP and GMP standards. • Supported 80 turmeric producers to adopt climate smart agriculture practices. • Hosted a product launching event for buyers and consumers in Phnom Penh. • Generated \$88,732 in farm-level sales. • Generated \$130,000 in firm-level sales.
Navita Healthy Food & Beverages Co., Ltd. (Navita)	<ul style="list-style-type: none"> • Completed initial workplan • Signed purchase agreement with two collectors • Signed agreement with marketing service provider firm • Produced marketing strategy and materials to promote products. • Sent product samples to 2 new international buyers. • Applied for Chor Bor Phor certificate for 4 new products. • Increased over \$100,000 in working capital. • Generated \$13,828 in purchases of fruits and tomato from farmers. • Generated 48,847 of sales of longan in syrup and dried products.
SHE Agrocarn Products Co., Ltd.	<ul style="list-style-type: none"> • Purchased over \$80,000 from local manufacturers. • Provided trainings/workshops for 30 agro-processing SMEs. • Signed purchasing agreements with 35 producers/ACs. • Assisted 9 agro-processing SMEs with product development. • Aided 5 agro-processors in products registration. • Provided export facilitation services to 3 agro-processing SMEs. • Promoted Cambodian SMEs' products and brands via tradeshows or exhibitions and marketing campaigns. • Linked local agro-processors to 3 potential international buyers. • Placed SHE Agrocarn's repacked products at 8 local international markets. • Facilitated agro-processing SMEs to sell their products and achieved over \$50,000 in value. • Achieved more than \$100,000 in firm-level sales generated by SHE Agrocarn
Peng Seng Doctor Water Co., Ltd.	<ul style="list-style-type: none"> • Completed initial workplan and provided list of potential buyers and partners • Signed contract agreements with five service providers to build Peng Seng's capacity to provide labeling and packaging services • Expanded business to 30 new clients who placed purchase orders for Ecomizer and Biomizer water. • Generated \$67,457 of sales on Ecomizer and Biomizer water. • Generated \$17,867 of sales on Labeling and packaging services.

* As of the end of March 2022, Harvest II has closed 40 grants (13 Investment Accelerator and 3 Logistics and Export Facilitation) because their activities have been completed.

ANNEX D: SUCCESS STORIES

PROJECT SNAPSHOT

An agriculture cooperative advances skills to establish enterprise

Training, diversification, and investment strengthens a Cambodian cooperative



Photo: Harvest II

Ponleu Thmey Pichenda AC representative provided a tour of the new factory site in Battambang. Factory construction will be completed shortly.



Photo: Harvest II

Employees at Phorseen Enterprise worked with Harvest II's processing expert to improve their processing practices.

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Ponleu Thmey Pichenda Agricultural Cooperative (AC) “Pichenda AC” is a Battambang-based cooperative comprised of 284 farmer members. The AC has worked closely with Feed the Future Cambodia Harvest II “Harvest II” to improve its production, explore new market opportunities, and diversify its product offerings using transformative strategies. The tactical approach has resulted in the AC’s steady growth and development during the pandemic.

The AC initially contacted Harvest II inquiring about technical services to upgrade their production practices and improve product quality. Harvest II introduced them to Khmer Angkor Farmer, an agri-input supplier, to provide training on longan production techniques such as fertilizing, pruning, and integrated pest management. Building on the training, the AC launched an agri-input store for its members that provides on-site technical assistance.

Meanwhile, to help Cambodia’s horticulture sector meet the demand for higher-value products, Harvest II awarded Cambodia’s Agricultural Cooperative Association (CACA) a grant to promote the adoption of Cambodia Good Agricultural Practices (CamGAP) to improve production practices. CACA partnered with local government officials to provide CamGAP training to 304 longan farmers from Battambang and Pailin. Seventeen Pichenda AC members attended the training and received CamGAP certification, helping them receive premium prices and access new market opportunities.

A producer who attended the CamGAP training, Mr. Keung Ty, shared, “The GAP standard training supported by Harvest II presented good agricultural practices that are very important in improving longan production quality to meet market requirements for domestic and export markets.”

Continuing to work with partners to strengthen and adapt to the market systems, Harvest II organized two exposure visits for SMEs and ACs to connect and learn about supplier requirements/expectations from high-value markets including Lucky, TELA, and Agro-Nature Mart, and processing techniques from CSL Enterprise and KCCV Plantation. Following the exposure visit, several participants launched processing enterprises, including Pichenda AC, SKOPA, Thupbo Enterprise, Horyman Enterprise, and YBT Enterprise.

Pichenda AC invested \$100,000 to construct a new processing factory named “Phorseen Enterprise” to process dried fruits, and in the first step they are working on dried longan. Harvest II connected CFMA with Pichenda AC to assist in business registration and provide additional support on product registration and packaging solutions.

Mr. **Hun Vutha**, Pichenda AC representative, and co-founder of Phorseen Enterprise said, “Thanks to Harvest II continuous supports, we improved our product quality, connecting to new markets, and establishing our own factory.”

Phorseen Enterprise is working with Harvest II’s processing experts, receiving technical assistance and direct coaching to build capacity and meet both domestic and export market standards. The new factory has created 15 new jobs and estimates the creation of 100 new jobs when the processing factory is complete.

Harvest II has worked with Pichenda AC, using technical training, exposure visits, investment, and networking events, to capture development and growth opportunities. With Harvest II’s support, Pichenda AC is building capacity in Cambodia’s horticulture sector, applying transformative strategies to create employment opportunities, promote improved production practices, and adopt new approaches to strengthen the market system.



PROJECT SNAPSHOT

Capacity building unlocks export opportunities for Cambodia's horticulture actors

Harvest II's export development activities facilitate export market expansion



Photo: Harvest II

Ms. Bun Sieng from Natural Agriculture Village presents her company's products to the Minister and representatives from Cambodia's Ministry of Agriculture, Forestry, and Fisheries.



Photo: Harvest II

Harvest II and CPSF hosted a training to assist selected companies with meeting export requirements.

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Cambodia's established horticulture actors are beginning to explore export market opportunities as an avenue to increase sales and profitability. Harvest II has been working closely with key market actors to assist project partners to invest, build capacity, and develop high-value products, facilitating entry into export markets.

The Cambodia Pepper and Spices Federation (CPSF) unlocks access to premium markets for partners using training, export preparation, and sample selection. Feed the Future Cambodia Harvest II recently awarded CPSF a Horticultural Solutions grant to assist the federation support 25 Cambodian small and medium enterprises (SMEs) to prepare for and participate in the digital Middle East Organic and Natural Products Expo in the United Arab Emirates (UAE). CPSF worked with the participants to develop export action plans, learn about and implement Good Manufacturing Practices (GMP), Hazard Analysis Critical Control Point (HACCP) food safety standards, and apply for the Certificate of Conformity – a mandatory customs clearance document. The expo served as a channel to introduce and promote Cambodian products to the Middle East and North Africa (MENA) region and provided an opportunity for SMEs to connect with buyers and unlock export opportunities.

Harvest II grantee Ringacam Enterprise is a Cambodian processor with considerable experience developing processed horticultural products. Interested in expanding its current domestic market, Ringacam worked closely with Harvest II to diversify products, scale-up production, and strengthen its network. Harvest II linked Ringacam with CPSF to begin exploring export opportunities, and the processor participated in the digital expo.

With Harvest II's support, CPSF assisted Ringacam to develop digital marketing materials, establish a digital platform to generate leads, and introduce their products to the MENA market. The expo provided Ringacam with the knowledge and experience to work with buyers in the MENA region and the processor is now working with three interested buyers in Dubai. After receiving samples, one buyer is already working with Ringacam to register its products in the UAE to begin selling in the country.

Ringacam's Managing Director Mr. Vannak Heu shared, "The MENA program allowed Ringacam to have an opportunity to deal with many buyers, and in the future, we expect to successfully export our processed turmeric and other products to the Middle East."

Harvest II also linked fruit and vegetable wholesaler Natural Agriculture Village (NAV) with CPSF to introduce their products in the MENA market and participate in the expo. Continuing to build export capacity, NAV also participated in Harvest II's Enterprise Export Development Project (EED). Collaborating with the Asia Society for Social Improvement and Sustainable Transformation (ASSIST), the training program worked closely with Cambodia's agricultural SMEs to develop sustainable access to export markets. The integrative program worked with selected participants, including NAV, to develop an export marketing plan, build capacity, establish an understanding of legal and regulatory requirements, and guide the SMEs as they entered the export market.

Applying the knowledge gained from the MENA expo and EED training, NAV is working with Harvest II to implement an export plan: setting international pricing, negotiating with buyers, designing marketing materials, and establishing international logistics channels. Following a recent meeting with a buyer in Dubai, NAV has submitted pricing information and the parties are exploring partnership opportunities. NAV is also working with buyers in Taiwan to formalize a sales contract with initial exports estimated to begin in 2023.

Harvest II's EED and MENA expo programs focused on building capacity and comprehensively strengthening the market system for Cambodia's horticulture actors. The programs have resulted in successfully unlocking access to export markets for project partners and continue to yield results as participants establish fruitful relationships with international buyers.

ANNEX E: FINANCIAL REPORT (PROVIDED SEPARATELY)