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USAID PRIVATE SECTOR ACTIVITY (PSA)

Quarterly Progress Report

Year 4. Quarter 2: January 1 – March 31, 2023



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USAID Private Sector Activity (PSA)

Quarterly Progress Report

January 1 – March 31, 2023

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ACRONYMS

AAS	Agricultural Advisory Services
ABA	Azerbaijan Banks Association
AERC	Agro Economics Research Center
AFSA	Azerbaijan Food Safety Agency
AHEC	Azerbaijan Hazelnut Exporters Consortium
AHPEA	Azerbaijan Hazelnut Producers and Exporters Association
AIRCA	Association of International Road Carriers of Azerbaijan
AKIA	Agrarian Credit and Development Agency
AmCham	American Chamber of Commerce in Azerbaijan
AMFA	Azerbaijan Microfinance Association
ARWA	Azerbaijan Rural Women's Association
ASA	Agrarian Service Agency
ASAP	USAID Agricultural Support to Azerbaijan Project
ASAU	Azerbaijan State Agricultural University
ASI	Azerbaijan Standardization Institute
ASMA	Azerbaijan State Maritime Academy
ATB	Azerbaijan Tourism Board
ATTF	Automated Transit Tariff Formulation
AWEDA	Azerbaijan Women's Entrepreneurship Development Association
AWiS	Association of Women in Science
AZN	Azerbaijani Manat
AzPromo	Azerbaijan Export and Investment Promotion Foundation
B2B	Business to Business
B2C	Business to Consumer
BMSB	Brown Marmorated Stink Bug
BSU	Baku State University
CabMin	Cabinet of Ministers
CBAR	Central Bank of the Republic of Azerbaijan
CESN	Connecting to the Electricity Supply Network
CHE	Center of Hygiene and Epidemiology
CI	Community Investments
CIPE	Center for International Private Enterprise
CLDP	Commercial Law Development Program
CMA	Center of Municipality Affairs
CMR	Convention on the Contract for the International Carriage of Goods by Road
CN	Concept Note
CNFA	Cultivating New Frontiers in Agriculture
COR	Contracting Officer's Representative
DAIM	State Agrarian Development Centers of the Ministry of Agriculture
DFACA	Department of Farmers, Associations and Cooperatives Affairs
DFC	Development Finance Corporation
DMO	Destination Management Organization
EBRD	European Bank for Reconstruction and Development
EDGE	USAID Economic Development, Governance, and Enterprise Growth in Europe and Eurasia Project
EGP	USAID Georgia Economic Governance Program
EPPO	European Plant Protection Organization
ERC	Environmental Review Checklist
ESC	Export Support Center
EU	European Union
FAO	Food and Agriculture Organization of the United Nations
FCL	Full Container Load

FDA	U.S. Food and Drug Administration
FEDN	Free Economic & Democracy Network
FFAA	Freight Forwarders Association of Azerbaijan
G-HIP	Georgia - Hazelnut Improvement Project
GIRCA	Georgian International Road Carriers Association
GIS	Geographic Information System
GIZ	Deutsche Gesellschaft für Internationale Zusammenarbeit
GLOBALG.A.P.	Global Good Agricultural Practices
GMO	Genetically Modified Organism
GoAz	Government of Azerbaijan
GS	German Sparkassenstiftung
GSC	Grant Selection Committee
GUC	Grants Under Contract
Ha	Hectares
HQ	Headquarters
IAMU	International Association of Maritime Universities
ICT	Information and Communications Technology
IELTS	International English Language Testing System
IFA	Index Funds Advisors
IFC	International Finance Corporation
IPM	Integrated Pest Management
ISO	International Organization for Standardization
IT	Information Technology
JBCP	Joint Border Crossing Point
KOBSKA	Association of Small and Medium Business Enterprises and Clubs
LCL	Less Container Load
LLC	Limited Liability Company
M&E	Monitoring and Evaluation
MASHAV	Israeli Agency for International Development Cooperation
MCGF	Mortgage and Credit Guarantee Fund
MEL	Monitoring, Evaluation and Learning
MoA	Ministry of Agriculture
MoDDT	Ministry of Digital Development and Transport
MoE	Ministry of Economy
MoES	Ministry of Emergency Situation
MoF	Ministry of Finance
Moj	Ministry of Justice
MOU	Memorandum of Understanding
MSME	Micro, Small and Medium Enterprise
MT	Metric Ton
NBCO	Non-Banking Credit Organization
NFA	National Food Agency of the Republic of Georgia
NGO	Non-Governmental Organization
OJSC	Open Joint Stock Company
OSU	Oklahoma State University
PMP	Performance Monitoring Plan
POA	Power of Attorney
PSA	USAID Private Sector Activity
PSI	Private Sector Investments
PY	Project Year
RATC	Regional Agrarian Training Center
RFA	Request for Applications
RFP	Request for Proposals
RFQ	Request for Quotations

ROC	Record of Compliance
RSTCA	Revenue Service of Tax and Customs Administration of Georgia
RUB	Russian Ruble
SCC	State Customs Committee
SCFWCA	State Committee on Family, Women and Children Affairs
SCRP	State Cadastral and Register of the Property Public Legal Entity
SEA	State Employment Agency
SER	Studying of Economic Resources Public Union
SERF	Simplified Environmental Review Form
SMB	Small and Medium Business Development Agency
SME	Small and Medium-Sized Enterprise
SOW	Scope of Work
SSACMS	State Service for Antimonopoly and Consumer Market Supervision
SSPI	State Service on Property Issues
STA	State Tourism Agency
STS	State Tax Service
STTA	Short-Term Technical Assistance
TA	Technical Assistance
TCA	USAID Trade Central Asia activity
TCP	Technical Certificate Program
TEC	Technical Evaluation Committee
TIR	International Road Transport
TPD	Ministry of Economy Tarif and Pricing Department
TRACECA	Transport Corridor Europe Caucasus Asia
TTF	Technology Transfer Fund
UAE	United Arab Emirates
UN	United Nations
UNDP	United Nations Development Program
U.S.	United States
USACC	United States-Azerbaijan Chamber of Commerce
USAID	United States Agency for International Development
USD	United States Dollar
USDA	United States Department of Agriculture
USG	United States Government
VAT	Value-Added Tax
VC	Value Chain
WCO ROCB	Regional Office for Capacity Building World Customs Organization Europe Region
WNBA	Women's National Business Agenda
WRC	Women's Regional Center
YAPU	Young Accountants Public Union

EXECUTIVE SUMMARY

In the second quarter (Q2) of Project Year (PY) 4, the USAID Private Sector Activity (PSA) continued its work in line with the following three overarching objectives. The Activity's highlights are briefly described here, and the report will address the major achievements and activities of Q2.

Objective 1: Develop a more diversified non-oil economy, is dedicated to increasing private sector competitiveness of agriculture and related sectors, such as agritourism.

In PY4 Q2, PSA continued its activities in agritourism, berry, hazelnut, orchard, perishable vegetable, pomegranate/persimmon, and grain value chains. Across its seven value chains under Component 1, PSA conducted 72 group trainings and provided 26 sessions of technical assistance. USAID also conducted a series of monitoring trips to PSA-supported farmers, Technology Transfer Fund (TTF) recipients, entrepreneurs, and women's groups in the agritourism, berry, hazelnut, and pomegranate/persimmon value chains. In the second quarter, PSA held 14 training sessions for the Hazelnut Technical Certification Program (TCP) and the Perishable Vegetable TCP. PSA held graduation ceremonies for two Strawberry TCPs and one Pomegranate TCP with over 110 TCP participants.

PSA continued to combat the Brown Marmorated Stink Bug (BMSB) infestation in Azerbaijan's hazelnut value chain. PSA presented a BMSB action plan to the Government of Azerbaijan representatives, which included the development and dissemination of informational materials, engagement of international consultants, assistance with the development of the strategy and plan to control the infestation, and development of the data tracking, monitoring, coordination, and analysis mechanism. On February 7, PSA held a seminar on combatting invasive BMSB with over 80 participants from five government institutions, local associations, the private sector, and farmers.

In the second quarter, PSA also concluded planting a five-hectare intensive and semi-intensive demonstration plot at Azerbaijan State Agricultural University (ASAU), with 3,400 apple, pomegranate, cherry, peach, and nectarine trees in a 2.5 ha area. PSA held a tree-planting ceremony at the ASAU demonstration plot for more than 150 participants, including ASAU students, staff members and representatives from public institutions. This initiative is a collaboration between ASAU, PSA, the Israeli Embassy in Azerbaijan through its Agency for International Development Cooperation (MASHAV), and Coca-Cola Azerbaijan. PSA will manage the demonstration plot's fertilization and pest and disease control for two years with ASAU students and employers, before ASAU students and employees take over management of the five demonstration plots.

PSA organized a successful conference on "Prospects for the development of alternative financial markets in Azerbaijan" with the Small and Medium Business Development Agency (SMB) held on March 2, 2023. A total of 200 people, including representatives of local and international institutions and the private sector in finance and banking, participated in the event. Participants discussed the financing options for SMEs, alternative financial instruments and international experience in this field, and possibilities of applying alternative financing mechanisms in Azerbaijan. Panel discussions featured invited guests from Türkiye, Italy, and Georgia, representing organizations like European Bank for Reconstruction and Development (EBRD), International Finance Corporation (IFC), and Bank Associations of Türkiye.

PSA elaborated and submitted a work plan for the new grain value chain for the next two years of project implementation. The work plan includes five proposed interventions to improve Good Agricultural Practices (GAPs) among wheat growers and enhance irrigation practices and soil quality in grain production areas, and value chain aggregation to foster better business practices. PSA sub-contracted SEEDEV, a Serbian agricultural research and consulting company, to develop a Bumper's Analysis and Grain Value Chain GAP Assessment. After the completion of these reports, PSA shared both Analyses with USAID. These assessments identified critical gaps in the value chain and were crucial to developing the work plan for the grain value chain. In the next quarter, PSA will hire a Grain Value Chain Agronomist to put PSA's work plan into action.

Objective 2: Improve the business environment for micro, small, and medium businesses, is devoted to removing regulatory barriers and improving policies and laws supporting micro, small, and medium enterprises (MSME).

PSA's coordination efforts on the Middle Corridor continued in the second quarter. PSA participated in the Commercial Law Development Program's (CLDP) conference on "Trans-Caspian Trade Route Enhancement: Private Sector Perspective for Viable Multimodal Trade Route Scenarios" in Batumi, Georgia, from March 5 to 7, 2023. The event included the private sector TIR (International Road Transport) national association representatives from all five Central Asian countries, Georgia, and Azerbaijan, and logistics and freight forwarding companies. Conference participants collaborated to identify the most viable trade route scenario for transporting goods along the Trans-Caspian corridor. Following the conference, PSA organized meetings to continue coordination on the integration of an information system for Caspian Sea ports and the Caucasus, Transport Corridor Europe Caucasus Asia (TRACECA)'s upcoming "Digital Corridor" conference, removal of transit barriers, simplified transit customs procedures along the Middle Corridor, and other capacity building and cooperation opportunities.

Through PSA-SMB Working Group's work on the removal of regulatory barriers, PSA successfully removed the Customs Administration Barrier (Administrative Barrier 10, 11) during the second quarter. PSA continues to work on removing the additional barriers. For more details, please see Component 2 on PSA-SMB Working Group Activities.

Objective 3: Empowering women entrepreneurs to better access resources to start or grow firms, is aimed at increasing the capacity of associations and groups to expand the access of women entrepreneurs and business owners to resources and services.

PSA continued the implementation of the capacity development program by supporting associations and business organizations with training and mentorship sessions. In the second quarter, PSA conducted two How-To Sessions on Developing a Great Message as well as Traditional and New Approaches to Sustainability. PSA continued its mentorship program throughout the quarter with seven organizations: Association of Small and Medium Business Enterprises and Clubs (KOBSCA), Azerbaijan Rural Women's Association (ARWA), the Ganja Women's Regional Center (WRC), Association of Women in Science (AWiS), Mektebim, Young Accountants Public Union (YAPU), and Azerbaijan Women's Entrepreneurship Development Association (AWEDA).

PSA contracted Mehmet Kuzu, a Turkish expert on cooperatives, to conduct two one-day trainings for newly established cooperatives with 51 female participants. PSA and Mr. Kuzu additionally met with five organizations to discuss successful cooperatives practices, the main principles of cooperatives management, and opportunities for cooperation between Azerbaijani and Turkish cooperatives.

Under Component 3, PSA continued to advocate for recommendations outlined in the Women's National Business Agenda (WNBA). PSA organized meetings with the Ombudsman's Office, the Central Bank, the State Tax Services, and the State Service for Antimonopoly and Consumer Market Supervision under the Ministry of Economy (SSACMS) to discuss key priority areas for reform. PSA convened regular meetings of the Steering Committee of the WNBA to discuss the implementation of the WNBA's advocacy and media plan.

Additionally, PSA presented the WNBA to the High-Level Advocacy Group (HLAG) of the Gender Equality and Women's Empowerment (GEWE) platform. GEWE was established by like-minded ambassadors and the UN Resident Coordinator as a platform for cohesive and consistent high-level advocacy on gender equality, women's empowerment, and the prevention and response to gender-based violence. Additionally, PSA presented the key priorities of the WNBA at FemAct Azerbaijan Women's Fund's forum, "Women's Agenda: National Dialogue Platform."

During this quarter, PSA assisted ARWA, AWEDA, and KOBSKA in finalizing the implementation of the projects with small material assistance as a part of activities started in 2022. Eight organizations submitted concept notes to develop awareness and advocacy campaigns to implement WNBA recommendations: AWEDA, ARWA, KOBSKA, Mektebim, YAPU, Ganja RWC, Femmes Digitales, and AWiS.

OPERATIONS

Office

PSA welcomed a new staff member for the reception and office manager position. PSA's Grants and Procurement Specialist departed the project. Two staff members of the grants and procurement team took on additional responsibilities to make up for those of the departing staff member. PSA moved into its new office space and purchased related equipment for meeting rooms and individual workstations. In January, PSA welcomed its full team back to in-person work following earlier Covid restrictions.

Short-Term Technical Assistance (STTA)

During PY4 QII, PSA utilized the following STTA assignments:

Name	Position Title	Start date	Finish Date
Luigi Catalano	Hazelnut Nursery Consultant	11/03/2023	17/03/2023
Mehmet Kuzu	International Cooperatives' Expert	01/01/2023	15/02/2023

Legal Registration

During PY4 QII, the PSA program continues to await project registration.

Document and Deliverables Submission

PSA submitted the following deliverables and other documents to USAID during the quarter.

Table 1: Documents Submitted to USAID

Document	Submission Date	USAID Approval/Acknowledgement
Project Year 4, Quarter I Report	January 13, 2023	Approved
Banks' Lending to Businesses Report	January 20, 2023	Acknowledged
Non-oil Export of Azerbaijan	January 31, 2023	Acknowledged
February Monthly Report	March 4, 2023	Acknowledged
PSA MEL Plan	March 31, 2023	Approved
Middle Corridor Work Plan	February 28, 2023	Acknowledged
Grain Value Chain Gap Assessment and Bumpers Analysis	January 26, 2023	Acknowledged
Grain Value Chain Work Plan	March 14, 2023	Acknowledged
Administrative Barriers Status Update Table	March 13, 2023	Acknowledged

PROGRAM ACTIVITIES

This section addresses planning and implementation progress to date against the **PSA PY 4 Work Plan** and is divided into sections covering each of the Project's three components.

Component I: Develop A More Diversified Non-Oil Economy

Agritourism and Ecotourism

Tourism is a priority area in the development of Azerbaijan's non-oil sector, and there are opportunities to complement tourism with agriculture through agritourism. Given the many disparate activities in the tourism space that are being launched in Azerbaijan, PSA will continue to liaise with public and private organizations to better coordinate, avoid overlap, and leverage resources, including working closely with the *State Tourism Agency (STA)*, *Azerbaijan Tourism Board (ATB)*, and *Destination Management Organizations (DMOs)*.



Figure 1: Handover of equipment for TTF recipients

Technology Transfer Fund (TTF):

- PSA handed over two agritourism projects in January 2023. PSA installed and tested a sprinkler irrigation system for *Gazangul Tea Growers Community* in Zagatala and dried fruit equipment for *BioGarden* in Sheki.
- PSA completed the procurements for *Old Kish Women's Group's* TTF project which will be submitted for USAID approval in April 2023. *Old Kish Women's Group* consists of ten women members that offer gastrotourism and agrotourism-related activities involving the Kish Community. PSA is supporting gastrotourism in the *Old Kish Women's Group's* café by providing them with the necessary kitchen appliances and equipment in Sheki.
- PSA received a verbal request from Giyas Aghmaliyev to take back three glamping houses in the Goygol district. Aghmaliyev received this equipment in the summer of 2022, but has not utilized the equipment as he wants to focus on other businesses he owns. PSA visited the implementation site with the vendor to retract the equipment and made preliminary arrangements with a past TTF recipient, Iftikhar Huseynov, who works in the same geographic area and engages in agritourism through kitchen and accommodation services. Transfer of this equipment to Iftikhar Huseynov will ensure the equipment is well utilized for the promotion of tourism in the district. Huseynov developed the TTF application and PSA developed the Environmental Review Checklist (ERC). The handover of equipment is planned to occur in the next quarter.

PSA and the **USAID Economic Security Program in Georgia** met to discuss its tourism experience and recent campaign in Georgia. The *USAID Economic Security Program* shared its experience in increasing global awareness about significant tourism sites and assets in Georgia, and PSA would like to apply similar experience in Azerbaijan. *USAID Economic Security Program's* campaign in Georgia was designed as an international event, bringing together an elite team of 16 travel influencers and creators and tasking them with creating a portrait of the significant tourism assets of Georgia in 24 hours through the Steller platform, the world's largest travel storytelling platform. A key objective was to

reach and motivate future travelers throughout North America and Europe to travel to Georgia. PSA is currently discussing possible opportunities for conducting similar activities in Azerbaijan with USAID, and PSA is currently working to develop an approximate budget for conducting the activity in Azerbaijan.

The **USAID Georgia Representative** and the *STA* of Azerbaijan held a meeting to discuss plans for 2023, including tourism strategies, legislation, regulations, and communications between relevant stakeholders in Azerbaijan and Georgia. They also discussed PSA and *Economic Development, Governance, and Enterprise Growth in Europe and Eurasia Project's (EDGE)* work, including inviting an expert from the U.S. to conduct a seminar for Georgian and Azerbaijani Destination Management Organizations (DMOs). PSA participated in an online session organized by USAID Georgia, which served as a discussion platform on how to collaborate on tourism activities between Azerbaijan and Georgia.



Figure 2: USAID monitoring visit

USAID’s Monitoring Trip: USAID conducted a monitoring trip with PSA to agritourism sites in Sheki and Zagatala, including *BioGarden*, *Kish Equestrian Community*, *Gazangul Tea Growers Community*, *Old Kish Women’s Group*, and *Bash Kungut Women’s Group*. Furthermore, they conducted a monitoring trip to agritourism sites in Lankaran, including *Lankaran Vocational Lyceum* and *Lankaran Women’s Group*. USAID representatives also met with food blogger Nusrat Salimov, a PSA recipient.

Berry Value Chain

Over the past five years, CNFA has worked closely with berry growers in Azerbaijan, first through the USAID Agricultural Support to Azerbaijan Project (ASAP) and now with PSA. As a result, Azerbaijan is now one of the top 30 strawberry-producing countries. PSA conducted a total of 15 **group trainings** during PY4 Q2:

Table 2: Group Training for Berry Producers

Topic	Location	Village/DAIM/RATC	Number of Participants
Irrigation	Jalilabad	Demonstration Plot	9
Irrigation	Lankaran	Vilvan	7
Pest and disease management	Lankaran	Boladi	7
Cultivation	Lankaran	Vilvan	11
Irrigation	Masalli	Old Alvadi	8
Soil related fertility	Jalilabad	Demonstration Plot	10
Soil related fertility	Jalilabad	Demonstration Plot	9
Pest and disease management	Lankaran	Vilvan	10
Pest and disease management	Lankaran	Boladi	7
Fertilization	Jalilabad	Demonstration Plot	7
Fertilization	Masalli	Old Alvadi	8
Fertilization	Lankaran	Boladi	6
Fertilization	Jalilabad	Goytapa	10
Fertilization	Lankaran	Vilvan	10
Pest and disease management	Jalilabad	Demonstration Plot	9
Total			128

On February 28, PSA held a **Strawberry Technical Certificate Program (TCP) Graduation Ceremony** for its two Strawberry TCPs in Lankaran. More than 80 participants were awarded certificates for passing the TCP exams, and prizes were presented to the 12 participants who scored the highest on the final exams. The two-month-long TCPs consisted of practical and theoretical training sessions where participants obtained technical knowledge and skills for cultivating high-quality strawberries, including the key parts of the strawberry production processes and cutting-edge equipment used for production. *Lankaran State University, Lankaran Vocational Lyceum, Lankaran Regional Training Center, and Jalilabad State Vocational Education Center* worked with PSA to conduct the TCPs.



Figure 3: Graduation Ceremony of Technical Certificate Program on Strawberry Production



Figure 4: PSA's Chief of Party hands a certificate to a TCP participant

PSA visited **Ibrahim Abiyev**, a former TTF recipient, who established a cold storage facility in the Masalli district. After the successful completion of the cold storage TTF project, Ibrahim Abiyev expanded his business and established a new plastic crate line for strawberries with a 3,500-piece per day capacity and a warehouse. He created four new jobs in these new facilities.



Figure 5: Meeting of Berry Association



Figure 6: Berry Association members meet to discuss Strawberry Festival

The first meeting of the **Berry Association** took place in Lankaran with fifteen members. Berry Association members discussed plans for the upcoming year, including the next strawberry festival in Jalilabad in May 2023. The Association will send seven members to Saudi Arabia for a trade mission after the month of Ramadan.

PSA's Strawberry agronomist, **Adalat Nahmatov**, traveled to Israel for a one-week field study on monitoring biological control and the use of predators. Conducted by *Pollination Services Yad-Mordechai (Polyam)*, the training discussed the use and control of beneficial predators in strawberry fields against the red spine mite. PSA's growers will be able to use the same techniques and methods in Azerbaijan.

USAID conducted a monitoring trip to berry production sites including *Fedek HM LLC*, *Rug Fruit*, and *Fresh Garden*. USAID discussed new project concepts with strawberry producers, which may have a positive impact on the export and processing of strawberries.

Hazelnut Value Chain

Over PY4 Q2, the price of hazelnuts (buying price in shell from the farmer) increased significantly, resulting in market changes affecting hazelnut producers working with PSA. Hazelnut prices increased from 1.8 – 2 AZN/kg to 3 – 3.3 AZN/kg for the Atababa variety and from 2.8 – 3 AZN/kg to 4.1 – 4.30 AZN/kg for Khachmaz variety in February. According to information from the exporters, this increase stems from changes in several market factors:

- Türkiye, as the world's largest producer and exporter of hazelnuts, has a significant influence on the market and price formation. At the beginning of February, the *Turkish Grain Board* purchased a large quantity of hazelnuts from the growers at a higher than market value and stopped releasing this volume to the market. This decision constrained supply and thus increased prices. Türkiye reportedly kept this supply of approximately 400,000 tons of hazelnut out of the market, which accounts for a sizable portion of the global supply.
- The difference between the export price of hazelnut kernels from Türkiye and Georgia compared to the export price of hazelnut kernels from Azerbaijan increased. Currently, a kilogram of hazelnut kernels of Turkish origin is sold for 6-6.50 USD upon European delivery, and Georgian hazelnuts are sold at the price of 5.50-6 USD/kg. Hazelnut kernels of Azerbaijani origin are sold for 5-5.50 USD. According to the *State Statistics Committee*, the average export price of hazelnut kernels in Azerbaijan decreased by 12% between 2021 and 2022, falling to 5.06 USD/kg in 2022. In addition, *Ferrero*, the world's largest hazelnut buyer, has reduced its purchases from Azerbaijan, citing aflatoxin as the primary reason.
- Khachmaz hazelnuts, whose primary market is Russia, have experienced slower growth than Atababa in recent weeks. Due to the depreciation of the ruble, it is more expensive for Russian companies to import hazelnuts at the previous dollar price. For this reason, they demand cheaper products from hazelnut factories.

PSA conducted 18 **group trainings** and provided 11 sessions of **technical assistance (TA)** during Q2 of PY4:

Table 3: Group Training for Hazelnut Producers

Topic	Location	Village/DAIM/RATC	Number of Participants
Irrigation	Khachmaz	Khaspoladoba	10
Fertilization	Khachmaz	Mollaburhan	5
Pest And Disease Management	Khachmaz	Kohnakhachmaz	0
Pest And Disease Management	Guba	Guba RATC	9
Cultivation	Sheki	Sheki RATC	13
Pest And Disease Management	Gakh	Tasmali	12
Fertilization	Khachmaz	Gadashoba	12
Pruning	Khachmaz	Gamilgishlag	12
Fertilization	Guba	Guba RATC	12
Pest And Disease Management	Zagatala	Ashaghi Tala	35
Pest And Disease Management	Zagatala	Aliabad	11
Pest And Disease Management	Balakan	Sharif	14
Pest And Disease Management	Zagatala	Gozbarakh	13
Pest And Disease Management	Gakh	Gakh DAIM	17
Pest And Disease Management	Balakan	Kortala	17
Pest And Disease Management	Khachmaz	Mollaburhan	12
Pest And Disease Management	Guba	Guba RATC	14
Pest And Disease Management	Khachmaz	Mirzamammad	13
Total			242

Table 4: Technical Assistance for Hazelnut Producers

Practices	Location	Farmer/Host	Number of participants
Pruning	Khachmaz	Mammadova Zarina	2
Cultivation	Khachmaz	Mammadov Bahadir	2
Irrigation	Khachmaz	Badalov Alim	3
Fertilization	Zagatala	Muradov Emin	1
Pest and disease management	Khachmaz	Mammadova Zarina	2
Pruning	Khachmaz	Mustafayev Zulfugar	2
Pest and disease management	Khachmaz	Mukhtarov Oruj	3
Pest and disease management	Khachmaz	Isayev Elchin	3
Fertilization	Zagatala	Ulukhanov Jabir	2
Pest and disease management	Khachmaz	Mammadov Bahadir	3
Fertilization	Zagatala	Omarov Rustam	1
Total			24

In PY4 Q2, PSA conducted eight sessions of the **Hazelnut TCP** in collaboration with *Ferrero* and *Azerbaijan State Agricultural University (ASAU)*. The Hazelnut TCP brings together training modules in hazelnut production to improve both the quantity and quality of commercial hazelnut production in Azerbaijan. A total of 33 junior and senior students at the university signed up for the program, including 13 female students. The TCP included field visits to the hazelnut-growing regions of Zagatala and Gabala. In Zagatala, the classes were held at the *Azerbaijan Hazelnut Producers and Exporters Association (AHPEA)* training room. Participants also visited the *Hazelnut Research Center* under the *Ministry of Agriculture (MoA)* and *Azerbaijan Hazelnut Exporters Consortium (AHEC)*'s hazelnut processing plant where the students witnessed the process of hazelnut procurement, analysis, calibration, sorting, and packaging. Ismail Orujov, the founder of AHEC, shared business strategies for hazelnut exporting with TCP students. In Gabala, the TCP participants attended practical presentations in a two-day training event on productive orchard management, which included sessions on pruning, tree shape, rejuvenation of old orchards, and traditional and mechanized hazelnut harvesting technologies. Program instructors were Giuseppe Genova, R&D Lab specialist at *Soremartec Italia*, Domenico Manfredi, Senior Agricultural Specialist at *Ferrero*, and Ziyaviddin Aliyev, PSA Hazelnut Agronomist.



Figure 7: Seminar on Combatting Invasive Brown Marmorated Stink Bug (BMSB) in Azerbaijan

PSA supported the *Ministry of Ecology and Natural Resources* and the *MoA* in their fight against the **Brown Marmorated Stink Bug (BMSB)** infestation. PSA drew on *CNFA*'s experience in Georgia, where it has been combatting BMSB since 2016, contacting staff from the *Georgia-Hazelnut Improvement Project (G-HIP)* and *USAID Agriculture Program* to learn from their experiences and identify ways to tap into *CNFA* Georgia's resources to be better equipped to support the *GoAz*. PSA also contacted international entomologists, *Ferrero*, *Trécé*, and local organizations who may join the BMSB action group together with the designated *GoAz* agencies. PSA presented BMSB action plan to the *GoAz* representatives, which included the development and dissemination of informational materials, engagement of international consultants, assistance with the development of the strategy and plan to control the infestation, and development of the data tracking, monitoring, coordination, and analysis mechanism.

PSA organized a seminar with government partners to contribute to the development of a partnership between Azerbaijani, the U.S., and international scientists. Held on February 7, 2023, the seminar attracted over 80 participants from five different government institutions, associations, the private sector, and farmers. A scientific mission comprised of scientists from the *Pennsylvania State University* and *National Food Agency of the Republic of Georgia (NFA)*, as well as other international and local experts joined the seminar to share their experiences and knowledge on monitoring and management of the BMSB with representatives from the *GoAz*, academia, and guests. Following the seminar, PSA, the scientific mission, and government stakeholders held consultations and training with the local public and private sector representatives at the hazelnut association in Zagatala and visited the BMSB monitoring headquarters in Balakan. Upon their return, PSA and scientists met with the leaders of the *Azerbaijan Food Safety Agency (AFSA)*, *Agrarian Services Agency (ASA)*, and the *Ministry of Ecology* to provide a summary of the findings and recommendations for the next steps.

USAID's Monitoring Trip: PSA facilitated a USAID monitoring trip to the Zagatala and Balakan regions. USAID visited PSA recipients in the hazelnut value chain in Zagatala that work with the *AHEC* and *AHPEA*. These visits included:

- Ismail Orujov's hazelnut processing plant in Aliabad (*AHEC*);
- Jaarchi Hajiyev's hazelnut processing and roasting operation in Tala (*AHEC*);
- *AHPEA*'s hazelnut association's training facility in Ashaghi Tala;
- Asadulla Yekabashov's nut and seed oil extraction facility in Ashaghi Tala (*AHPEA*); and
- *Northwest Agricultural Machinery Center* located in Mukhakh village (*AHPEA*).

PSA also introduced the USAID team to Vusal Huseynov, a young entrepreneur from Zagatala who produces hazelnut cream paste under his new "Shanbal" brand. USAID was impressed with Huseynov's start-up and Huseynov later submitted a concept note to obtain industrial processing and packaging equipment through TTF of PSA. During the same trip, USAID and PSA visited women's development groups such as *Novruz* and *Ashig Sanam* in Balakan and *Chinar* in Zagatala.

At the request of *MoA*, **PSA consultant, Luigi Catalano** reviewed and provided recommendations to the draft National Seed and Sapling Certification Law to harmonize it with the *European Plant Protection Organization (EPPO)* standards. The recommendations contain information about the structure of the national certification service, approval of the plant material to be submitted for certification, and establishment of a national registry of certifiable cultivars, clones, and selections. These recommendations constitute the basis for organizing certification activities in Azerbaijan and can provide local operators with export standards for propagation materials.

PSA conducted a four-day **certification course on seedling management and certification** at the Shamakhi Grape Seedling Center from March 13 to March 16, 2023. Scientists from the *Scientific Research Institute of Viticulture*, employees of the *Shamakhi State Agrarian Development Center (DAIM)*, and representatives of private companies (*Azgranata*, *Agro-Azerinvest*, and others) attended. Experienced specialists from Italy, Luigi Catalano and Pierfederico La Notte, taught course participants

how to plant gardens and make sustainable use of land, manage new cultivars and varieties, and apply effective methods of combating diseases and pests. On March 16, PSA organized a **training program on the European plant certification system** for employees of the MoA's ASA. The event trained nursery operators and approbators, who are MoA employees that conduct training, inspections, and audits at nursery operators interested in certificates. The training was focused on seedling production using modern practices and nursery farm monitoring methods for grapes, nuts, and stone fruit. These two training programs are critical in increasing the theoretical and practical knowledge of Azerbaijani experts working in viticulture, nuts, and stone fruit, as well as in the practical organization of the new certification system that will be established in Azerbaijan soon.

Orchard Value Chain

PSA's work in the Orchard value chain continued this quarter, with a focus on group training, TA, and TTF projects. PSA also completed work on ASAU's intensive and semi-intensive orchard demonstration plots this quarter, which is discussed in greater detail in the section on University Cooperation and Support to Youth in Component I Cross-Cutting Activities.

PSA conducted 19 **group trainings** and provided 7 sessions of **TA** during Q2 of PY4:

Table 5: Group Training for Orchard Producers:

Practices	Location	Village/DAIM/RATC	Number of participants
Soil related fertility	Guba	Alpan	12
Pest And Disease Management	Shabran	Shabran DAIM	11
Soil related fertility	Shabran	Rahimli	12
Cultivation	Guba	Garachay	12
Irrigation	Shabran	Rahimli	12
Pruning	Shabran	Gandab	13
Pruning	Guba	Ashaghi Khuj	11
Pest And Disease Management	Guba	Alpan	11
Pruning	Shabran	Gandab	11
Cultivation	Khachmaz	Gusarchay	12
Fertilization	Tovuz	Tovuz DAIM	20
Pest And Disease Management	Guba	Alpan	11
Export Promotion	Shabran	Shabran DAIM	12
Cultivation	Shabran	Rahimil	13
Pruning	Ganja	ASAU demonstration plot	10
Fertilization	Ganja	ASAU demonstration plot	11
Fertilization	Gadabay	Gadabay DAIM	17
Pruning	Shamkir	Kechili	8
Pruning	Shamkir	Shamkir DAIM	16
Total			235

Table 6: Technical Assistance for Orchard Producers:

Practices	Location	Farmer/Host	Number of participants
Pruning	Guba	Ruslan Aliyev	3
Cultivation	Guba	Bahadir Ahmadow	5
Soil related fertility	Shabran	Ruslan Hasanov	3
Pest And Disease Management	Khachmaz	Rasul Khasimov	2
Pest And Disease Management	Guba	Ali Aliyev	2
Pruning	Ganja	ASAU Demonstration Plot	1
Fertilization	Samukh	Shamil Jahangirov	1
Total			17



Figure 8: Ayaz Alakbarov's TTF project's handover - Fruit Sorting Line Facility



Figure 9: Ayaz Alakbarov's TTF project's handover – apples in the sorting line

Technology Transfer Fund:

- PSA completed the procurements for Shohrat Farzaliyev's cold storage project which will be submitted for USAID approval in April 2023 after receiving the COR's approval.

- PSA took part in the final test phase of Ayaz Alakbarov's fruit sorting line and carried out the equipment handover process. The sorting line equipment for sorting apples, nectarines, and peach were installed successfully at the farm site.
- PSA completed the handover of the hydrocooler for the TTF recipient, Azer Hakhtari in Guba.
- Jabbar Heybatov, a prospective TTF applicant from the Guba district, completed his sorting and packaging line project based on PSA's recommendations and submitted his application. PSA provided the farmer support in developing financial statements for his submission.
- PSA reviewed the TTF project from *El Fruits LLC*, conducted the pre-award assessment, and began the procurement process.



Figure 10: Azer Hakhtari's TTF project handover in Guba

Perishable Vegetable Value Chain

PSA conducted 8 **group trainings** and provided 3 sessions of **TA** during Q2 of PY4:

Table 7: Group Training for Perishable Vegetable Producers:

Practices	Location	Village/DAIM/RATC	Number of participants
Pest And Disease Management	Samukh	Samukh DAIM	14
Pruning	Tovuz	Govlar (Asgarov Chingiz)	21
Pest And Disease Management	Shamkir	Shamkir DAIM	16
Pest And Disease Management	Gazakh	Gazakh DAIM	15
Pest And Disease Management	Shamkir	Gadimgala (Musayev Seymur)	16
Pest And Disease Management	Tovuz	Hummatov Yalchin	10
Pest And Disease Management	Tovuz	Govlar (Asgarov Chingiz)	16
Fertilization	Shamkir	Akbarov Sahil	14
Total			122

Table 8: Technical Assistance for Perishable Vegetable Producers:

Practices	Location	Host/Farmer	Number of participants
Fertilization	Balakan	Gabagchol, Novruz WG	1
Cultivation	Zagatala	Murad Ramazanov	1
Pest And Disease Management	Gazakh	Chayli (Ashurov Nusrat)	2
Total			4



Figure 11: PSA visit to the premises of Shafa Women Group

Shafa Women's Group received a tractor and lorry through TTF support to start AgriServices operations. PSA visited the premises of the Shafa Women's Group to monitor the arrival of the tractor and the lorry. Group will offer harvesting services to farmers. Final payments on this procurement were made, and the project is completed.

During this reporting period, PSA conducted the third, fourth, fifth, sixth, seventh, and eighth sessions of the **Perishable Vegetable TCP**. In addition, PSA implemented the third session on nursery development, open field general production, and soil preparation and analyses at *Tovuz State Social Economical College* in Govlar City. PSA's fourth session of the TCP on pest and disease control was successfully conducted through an interactive session with questions and comments from trainees and a presentation on pest control traps on innovative tools by Farmais Kazimov, an expert from *AgroElm LLC*. The fifth session consisted of presentations on soil analyses, fertilization, and seedling production at *Tovuz State Social Economic College*. The sixth session discussed comparative analyses of soil and soilless tomato production in greenhouses at *Vatan Az LLC*'s facilities in Shamkir. TCP participants also visited a cold storage facility established with PSA support, where Mobil Aliyev, the manager of the facility, provided information on cold storage management and post-harvest handling. In the seventh session, 34 trainees toured the tomato production area, fertigation hall, and storing room at *Art Green LLC*'s greenhouse facility in Istixhana village of the Samukh region. Farid Nuriyev, the manager of *Art Green LLC*, provided detailed information about the cultivation methods and demand-driven marketing strategy of the company. The TCP trainees then visited the intensified demonstration plot at *ASAU*. In the eighth session, trainees visited the tomato and cucumber greenhouse in Shamkir to learn about the harvest and post-harvest process. Trainees also learned about open-field cultivation methods at Vahid Rzayev's broccoli, carrot, and potato fields in Unanlar village of Tovuz. PSA will hold the last session of the TCP, the final exam, and the award ceremony in April.



Figure 12: Seventh Session of Perishable Vegetable TCP



Figure 13: TCP Participants at Art Green LLC's greenhouse facility

Pomegranate/Persimmon Value Chain

PSA conducted 12 **group trainings** and provided 5 sessions of **TA** during Q2 of PY4:

Table 9: Group Training for Pomegranate and Persimmon Producers:

Practices	Location	Village/DAIM/RATC	Number of participants
Pruning	Goychay	Hungutlu	7
Pruning	Kurdamir	Kurdamir DAIM	14
Pruning	Tovuz	Tovuz DAIM	14
Pruning	Goychay	Garabaggal demonstration plot	9
Pruning	Goychay	Garabaggal demonstration plot	11
Fertilization	Goychay	Bighir	11
Fertilization	Tovuz	Tovuz DAIM	23
Pruning	Shamkir	Shamkir DAIM	8
Pruning	Goychay	Ilham Mammadov	7
Fertilization	Goychay	Mehdiyev Eynulla	6
Pruning	Goychay	Magsudov Murad	5
Fertilization	Goychay	Garabaggal demonstration plot	12
Total			127

Table 10: Technical Assistance for Pomegranate and Persimmon Producers:

Practices	Location	Host/Farmer	Number of participants
Pruning	Goychay	Ilham Mammadov	3
Cultivation	Agdash	Ilham Karimov	1
Cultivation	Goychay	Rza Yusunov	3
Fertilization	Shamkir	Zelman Suleymanov	2
Irrigation	Agdash	Ilham Karimov	4
Total			13



Figure 14: Closing Ceremony of the Technical Certificate Program on Pomegranate Production

Through its WhatsApp group, PSA provided recommendations on pest and disease problems that several persimmon growers faced in their orchards.

PSA held the **closing ceremony of the Pomegranate TCP** at *Goychay State Management and Technology College*. The Director of the college made an opening speech and congratulated the participants on the successful completion of the TCP program. Twenty-nine trainees were awarded TCP completion certificates. PSA also awarded seven TCP participants with monetary prizes based on their exam results.

PSA delivered an air conditioner to Zaur Hajiye's training center in Garabagall village, Goychay. Zaur Hajiye is currently providing training at his demonstration plot.

USAID's Monitoring Trip: The USAID team visited the *Arzu Women's Group* in Sumaghalli, Ismailly to monitor the fruit drying facility. During the visit, the *Arzu Women's Group* shared their achievements as a result of their TTF project and shared their future goals.

PSA's engineering consultant visited the **Chinar** and **Unikal Women's Groups** to identify the technical requirements of the proposed TTFs. *Unikal Women's Group* recently revised and resubmitted their TTF application, as their first TTF budget of required equipment exceeded the approved USAID budget. *Chinar Women's Group* is in the process of deciding on their main activities of either fruit drying or canning based on PSA and USAID feedback, following which they will resubmit their TTF application with updated information.

PSA conducted an **annual production and sales survey on the pomegranate and persimmon value chain** in February 2023. The survey collected data about sales values, production figures, applied improved practices, and technologies for the pomegranate and persimmon season starting in October 2022 and ending in February 2023. PSA conducted visits to Elnur Beydullayev's and Ahmad Rahimov's orchards to collect pomegranate and persimmon value chain for TTF recipient reports, which included sales and production data of respective firms for the period from October 2022-February 2023.

Grain Value Chain

SEDEV, a Serbian agricultural research and consulting company, performed research and analysis on the grain value chain, interviewed the main stakeholders, and traveled to Azerbaijan to present the initial research findings to PSA. SEDEV submitted the **Bumper's Analysis** and **Grain Value Chain**

Assessment to PSA, and these reports were shared with USAID. This assessment identified critical gaps in the value chain and will serve as input for the Value-Chain Action Plan for the sector.

PSA began activities in the grain value chain and identified new recipients and partners to upscale the assistance efforts in this area. PSA conducted several meetings with the large grain growers and processors in the Sheki, Ismaili, and Zagatala regions. PSA discussed the possibility of collaboration with the ASA for joining efforts in performing GAP practices in wheat fields in the Sheki, Barda, Bilasuvar, and Salyan regions. These will be additional demonstration plots in collaboration with the ASA.

PSA elaborated and submitted a **work plan** for the new grain value chain for the next two years of project implementation. The work plan includes five proposed interventions aimed at GAP practices among wheat growers, and enhance irrigation practices and soil quality in grain production areas, and value chain aggregation to foster better business relationships and improve storage and logistics. PSA will hire a **local agronomist in the grain sector** to implement these activities. PSA received a dozen CVs from grain agronomists and has conducted four interviews. PSA will continue interviews in April 2023 before selecting a successful candidate.

Component I Cross-Cutting Activities

University Cooperation and Support to Youth

On March 1, 2023, PSA held a **tree-planting ceremony at the ASAU demonstration plot** for more than 150 participants, including ASAU students, staff members and representatives from public institutions. This project is a collaboration between ASAU, PSA, the Israeli Embassy in Azerbaijan through its *Agency for International Development Cooperation (MASHAV)*, and Coca-Cola Azerbaijan. This ceremony marked the completion of five intensive and semi-intensive demonstration plots, with 3,400 apple, pomegranate, cherry, peach, and nectarine trees planted in a 2.5 ha area. In addition, the orchard plots were provided with special trellis systems and modern drip irrigation systems. These components together with compact plant spacing, plastic mulching, and other advances demonstrate intensive techniques in orchard fruit production. ASAU students and staff received guidelines for cultivating orchards, pruning and irrigating fields and applying appropriate pesticides and pest control measures to enhance their technical skills and knowledge on how to grow high-quality crops.



Figure 15: Tree planting ceremony in ASAU Demonstration Plot



Figure 16: Tree planting at ASAU

Following the ceremony, PSA sprayed the peaches and nectarine against “curly leaves” with a bordel-mix fungicide. Furthermore, PSA provided TA to ASAU students and orchard workers on pruning trees in intensive and semi-intensive orchards and tying trees to wire in intensive orchards and stakes in semi-intensive orchards to protect them from the wind. PSA will manage the demonstration plot’s fertilization and pest and disease control for two years with ASAU students and employers. Following this two-year period, ASAU will take over control of the demonstration plots.

As part of its work on collaboration between **Baku State University (BSU)-Oklahoma State University (OSU)**, PSA created and submitted a letter of visa support to the U.S. Embassy in Azerbaijan for two BSU staff members. In cooperation with United States-Azerbaijan Chamber of Commerce (USACC), PSA drafted a memorandum of understanding (MOU) for BSU and OSU. BSU and PSA staff members plan to visit the U.S. in May 2023, and BSU will provide specific dates to PSA soon.

PSA facilitated a **collaboration between BSU and the University of Missouri (Mizzou)**. Both universities agreed to sign an MOU, enter into dual-degree partnerships, and collaborate on summer research opportunities. BSU is interested in dual degree programs, particularly master’s programs specializing in biochemistry, biotechnology, microbiology, molecular biology, and relevant fields. BSU plans to invite the Mizzou faculty to travel to Azerbaijan and teach a course in Baku, as well as to create opportunities for Azerbaijani students to visit Mizzou research labs and projects during the summer. PSA currently is organizing a trip for Elchin Babayev, Rector of BSU, with some of his staff to the United States. BSU and Mizzou are currently planning the specifics of the visit, including whether the MOU signing ceremony will take place in Missouri in May 2023 or later in Baku this fall. PSA hosted a Zoom videoconference where technical staff discussed the specifics of future student exchange and cooperation in the life sciences. BSU will decide whether to visit on May 15, 2023, or postpone the visit to a later date. Meanwhile, Mizzou continues to review the general cooperation agreement between the institutions.

As a component of the **ASAU-OSU Dual Degree Program**, PSA visited ASAU and met with Agil Mustafayev, the Director of the ASAU Master’s Training Center, and with Vice-Rector, Azad Ibrahimov. The parties discussed the preparation process for the International English Language Testing System (IELTS) exam, hosting the OSU team in ASAU, and the status of financing the program by USAID. PSA, Mustafayev, and Ibrahimov agreed to meet with Rector Zafar Gurbanov to update him about the dual degree with OSU and to clarify which party will cover students’ expenses. PSA organized an online follow-up meeting between the new team of ASAU and USACC. During the meeting they discussed the obligations under the dual-degree program with OSU and requested ASAU to solve the financial gap issue for students traveling to OSU. Zafar Gurbanov, the Rector of ASAU, promised to meet with the MoA and the Ministry of Education and Science to solve this issue before the OSU team travels to ASAU.

Export Promotion and Marketing Assistance

PSA met with Miraga Hasanov, the owner of **Fedek HM LLC**, to discuss export opportunities for the company. PSA checked the *Fedek HM LLC's* export-oriented strawberry production and packaging capacity because a representative of *BinDawood Holding*, a Saudi fresh fruit importer, will visit Azerbaijan to explore export opportunities with *Fedek HM LCC* and other growers.

PSA engaged with Tural Hajili, the advisor to the Executive Director at **Azerbaijan Export and Investment Promotion Foundation (AzPromo)**. During the meeting, PSA and Hajili discussed future participation in international exhibitions and trade missions to develop alternative markets and promote Azerbaijani products outside the country, such as the Saudi Food Expo 2023 and ANUGA 2023. *AzPromo* can support PSA exporters by covering 50% or up to 10,000 AZN of booth renting and fair exhibition expenses. PSA will also support *AzPromo* in developing a network with the Israeli Ministry of Agriculture and Rural Development.

PSA met with Aykhan Gadashov, the Head of the **Azexport.az website** operated by the *Center for Analysis of Economic Reforms and Communication*. They discussed exporting Azerbaijan's products to foreign markets as well as *U.S. Food and Drug Administration (FDA)* requirements and other certification procedures required to ship food products from Azerbaijan to the U.S. PSA and Gadashov also discussed improving mechanisms to support local companies. The *Azexport.az* portal is currently implementing a pilot project with local companies to export canned foods, confectionery products, fruit juices and other "Made in Azerbaijan" brand products to New York, California, and Washington. Gadashov expressed interest in the Trade Mission to Washington organized by USAID. The next step will be organizing site visits to local companies to support them in procuring the necessary certifications and other information to begin exporting their products.

PSA met with Rashad Hajiyeu, the export promotion department of **Zagma LLC**. During the meeting, PSA and Hajiyeu discussed the plans for 2023, especially participating in international exhibitions and trade missions to develop alternative markets. Hajiyeu mentioned that the company plans to participate in Gulfood 2023, Saudi Food Expo 2023, and ANUGA 2023. They also plan to develop their packing capacity according to the requirements of alternative markets. PSA and Hajiyeu agreed to work on supporting the company with certifications, export promotions, and procurement processes from the U.S. for packing equipment.

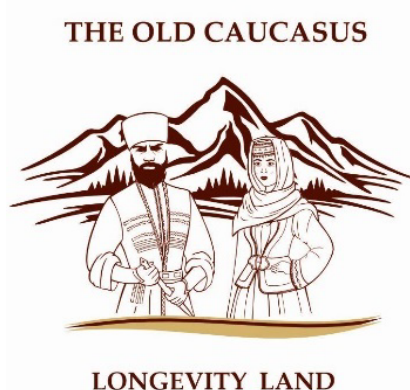


Figure 17: Old Caucasus Trademark

PSA supported Vagif Tagiyev, the owner of **Mabat LLC**, in opening an e-store on Amazon. PSA started the "The Old Caucasus" trademark registration process by finding a legal company based in

the U.S. that specializes in trademark registration, helped with the agreement signing process, and supported filling in the trademark registration process.

PSA held a **roundtable** with the "One Stop Shop" Export Support Center, Kapital Bank, and fifteen exporters. The roundtable led to a fruitful discussion with the bank and the "One Stop Shop" Export Support Center representatives. The parties agreed to work together on one pilot factoring deal. PSA invited bank representatives to attend one of the Trade Missions to meet importers and exporters when discussing trade terms.

In cooperation with Azexport.az, PSA met with Yashar Taghiyev, the head of the export department at **Konfirom LLC** (trademark: Shirin), to discuss opportunities to diversify their export market access. PSA checked Konfirom LLC's export production and packaging capacity. PSA noted that Konfirom LLC's current export packaging lacked critical information that must be on exported products from Azerbaijan to some of their target markets. PSA will support Konfirom LLC with information vital to their successful sale of goods in alternative export markets in order to help Azerbaijani companies to continue to diversify their export markets.

PSA continues to work on organizing the **trade mission to Saudi Arabia and Qatar** by providing a letter to the Saudi Arabia embassy in Azerbaijan, arranging meetings with Gulf companies, and requesting offers for ground transportation, accommodation, and flight options. The trade mission was initially planned for March 2023 but PSA decided to postpone the trade mission until after Ramadan.

USAID Pavilion at Caspian Agro 2023

PSA is preparing for the USAID pavilion at the *16th Azerbaijan International Agriculture Exhibition (Caspian Agro 2023)*. PSA solicited procurements and responded to questions about the U.S. pavilion booth from potential vendors and current bids are under evaluation by PSA. PSA expects participation at Caspian Agro 2023 from the following U.S. Participants:

- GOWAN Co;
- Rooted Leaf Agritech;
- Transparent Path;
- Nelson Irrigation; and
- Hexas Biomass.

The following U.S.-based companies will be attending through local representation:

- Trécé Inc. (through Export Agro Services);
- CoolBot (through Arca Concepts);
- Grow More (through Vatan Az); and
- BRANDT Inc. (through Vatan Az).

Facilitating Linkages with U.S. Agribusinesses

PSA began planning its trip to **EastPack**, the East Coast's most significant design and manufacturing event. This event is geared toward reaching a global audience, with over 4,000 attendees, 300 exhibitors, and free educational sessions. This six-in-one design and manufacturing expo is designed to provide a comprehensive view of the product lifecycle from prototype to production. Currently, there are approximately 20 participants interested in joining the trip to New York City in the middle of June 2023, the majority of whom are representatives of Azerbaijan's packaging industry and members of Azerbaijan's Packaging Association. PSA has also written a visa support letter to the U.S. Embassy to expedite the visa application process. Simultaneously, PSA is informing participants about the exhibition and arranging future B2B meetings in New York.

PSA continued facilitating communications with representatives of **Trécé Inc., Expert Agro Service (EAS)** and AFSA representatives. The GoAz is soliciting pest control products from *Trécé* to combat the BMSB invasion in Azerbaijan. PSA introduced *Trécé Inc.* to the ASA to establish a business relationship to use *Trécé's* products to monitor the level of BMSB infestation and analyze pest migration paths, as well as use pheromone traps and lures to control the spread. All product registration documents have been submitted to AFSA in Baku. After PSA furnished EAS with the Certificates of Origin, seven PHEROCON® products were released from customs and submitted to the laboratory for final analysis. EAS is still having challenges registering two products of *Trécé*. The U.S. company will be represented in the *Caspian Agro Expo* via EAS.

PSA worked with **Vatan Az** to order **Grow More** products regularly and as an alternative to schedule LCL (Less Container Load) shipments to maintain a satisfactory inventory level at their warehouse. *Vatan Az* has faced difficulty in clearing one product from the recent shipment due to a minor discrepancy between the product certificate registered with AFSA and the shipment. PSA is trying to assist *Vatan Az* with registering a new product with AFSA so that customs release the products. *Grow More* will be represented in the *Caspian Agro 2023* via *Vatan Az*.

BRANDT Inc. and *Vatan Az* recently signed a distribution agreement, and *Vatan Az* will place their first order shortly. *BRANDT* is a leading manufacturer selling over 70 sustainable crop inputs, with a large portfolio of adjuvants and application aids, proprietary foliar nutrients, and nutrient efficiency enhancers. *BRANDT's* products are sold in over 50 countries and used on over 300 different crops. *Vatan Az* will present *BRANDT* products along with the *Grow More* products at the *Caspian Agro 2023*.

PSA arranged three discussions between **Aquacare Environment, Inc.** and **Nemes Trade LLC**. *Aquacare Environment* specializes in designing and commissioning RAS systems for intensive aquaculture of cold-water fish species. *Nemes Trade* is one of the biggest fish suppliers in the local market. PSA shared trade data on seafood product imports with both companies to encourage *Nemes Trade* to invest in the energy- and water-efficient recirculating aquaculture system (RAS) from *Aquacare Environment, Inc.* PSA expects that *Aquacare Environment* will participate at *Caspian Agro 2023* to be introduced to other potential businesses. PSA had previously introduced *Aquacare Environment* leadership to three Azerbaijani companies, including *Nemes Trade LLC*, *Absheron-M*, and *Agrarco LLC*. In addition, PSA will meet with the company representatives in person at RAS Tech trade show in Orlando, FL. PSA and USACC also engaged with Faig Mammadkhanov, CEO of *Nemes Trade*, to discuss developing combined fish-vegetable growing technology, such as growing salmon in parallel with cucumber, fresh pepper, and tomato. At the end of the meeting, Mammadkhanov committed to providing water analysis results and a detailed plan of the premises for the calculation of the capacity of aquaponics systems.

PSA continued its support to **Symbiotic Aquaponic Inc.**, an Oklahoma company specializing in designing and manufacturing aquaponic food production systems. The company participated at *Caspian Agro* in 2022 where *Symbiotic Aquaponic* negotiated a contract with *Lu Mun Holding, LLC*. *Symbiotic Aquaponic* agreed to supply a small containerized system and educate the local workforce in its operation. The shipment is expected to occur in May 2023. If the pilot project meets the *LuLu Mun Holding's* expectations, the company is planning a large-scale greenhouse purchase order for a one-hectare system to allow *Lu Mun Holding* to produce organic food for domestic consumption and export market. *Symbiotic Aquaponic* also held meetings with *BSU* and discussed the installation of aeroponic food production systems for education and research purposes. PSA assisted *Symbiotic Aquaponic* in submitting a proposal to the *BSU* procurement department for these systems.

PSA continues supporting **Arca Concepts**, an Azerbaijani company specializing in designing and commissioning commercial kitchens and walk-in coolers for small-scale foodservice businesses and producers. *Arca Concepts* represents **Store It Cold, LLC**, a U.S. company and owner of the *CoolBot* brand name. The Director of *Arca Concepts* recently visited the U.S. where PSA arranged meetings and visits with U.S. companies specializing in restaurant and other foodservice equipment, including

Restaurant Depot, Capitol Iron Works, and Mimar Construction. Mimar Construction works with Arca Concepts on the design of mobile commercial kitchen units intended for small scale food production in Azerbaijan. Arca Concepts wants to bid on a government contract to build and supply those mobile units in Lachin and Djabrayil rayons of Azerbaijan. Arca Concepts requested PSA support to participate at Caspian Agro under the CoolBot brand name to showcase modular walk-in units. PSA assisted Arca Concepts in sourcing materials and equipment onsite, in-store, and online mainly through its website, webrestaurantstore.com. The total value of the purchases was \$29,347. After all ordered goods arrive at the warehouse in Norfolk, VA, the container is expected to depart the U.S. by the end of April 2023.

PSA established communication with **Transparent Path**, a provider of cellular sensor devices to track produce conditions during transportation by monitoring temperature and humidity in real-time. The U.S. company requested PSA's assistance in arranging B2B meetings in Baku and confirmed participation in the *Caspian Agro 2023*. The company has also requested PSA's assistance in arranging meetings with companies in Georgia prior to their Baku visit.

The *Washington State Department of Commerce* introduced PSA to **SolarXWorks**, a provider of sustainable solar solutions for individuals and farmers. In January 2023, the company expressed interest in participating in the *Caspian Agro* event this year. However, PSA has not received a definite confirmation of their participation yet.

PSA continued facilitating meetings and communications between EAS and **Gowan**, which specializes in the development, marketing, and processing of agricultural inputs, crop protection products, seeds, and fertilizers. PSA established communication with Gowan and facilitated a meeting where EAS agreed to assist with product registration of eight products and local representation of the brand. Gowan confirmed participation in the *Caspian Agro* this year.

PSA established communications with **Nelson Irrigation Corporation**, a provider of irrigation systems (sprinklers and pivot) for large crops (stone fruits). The company confirmed participation in the *Caspian Agro 2023* and is in the process of preparing a shipment of exhibit materials.

The *Washington State Department of Commerce* introduced PSA to **Hexas Biomass**, a manufacturer of patented grass for the purposes of fiber production to replace fossil fuels, wood, and animal feed. The company expects to participate in the *Caspian Agro 2023*. PSA is also working with Hexas on holding a webinar to showcase Hexas Biomass' business model to farmers in Azerbaijan, especially increase their work with women farmers. The proposed title for the webinar is "Hexas' Farm-to-Fiber™: Dedicated Non-wood Biomass Production for Energy and Products."

PSA engaged with **Rooted Leaf Agritech**, a manufacturer of carbon-based fertilizers and regenerative solutions for sustainable agriculture. *Rooted Leaf* leadership confirmed interest in participating in *Caspian Agro 2023* and requested another meeting to discuss the itinerary for their visit to Baku. *Rooted Leaf* is interested in meeting with local manufacturers and potential investors who are open to investing in co-manufacturing. The company is open to field trials of its existing product lines with institutions and private businesses.

PSA met with **Pollen Systems** several times in the reporting period. The company specializes in agricultural analytical systems (satellite and aerial devices) to monitor orchards and other types of crops. Additionally, facilitated a meeting with *ADN Global*, a company based in Türkiye with a presence and multiple projects in Azerbaijan. PSA also suggested arranging a meeting with the MoA to see if the government would be interested in *Pollen Systems* technology.

PSA continues working on identifying potential partners for **ECORoads Terrafusion International, Inc.**, a manufacturer of a liquid substance used to build roads in rural areas. PSA introduced the company to *Absheron – M, Target MTK, PMD Group, and Baku Gardens*. All companies are engaged in construction projects in the Karabakh region.

During this reporting period, EAS placed small-ticket orders with seed (**Johnny's Seeds, TrueLeaf Market**) and produce packaging (**A-Roo Co.**) suppliers with a total value of \$7,698 USD.

PSA assisted **Ramin Badirzada**, an individual entrepreneur engaged in the trade of computers and electronics, with the purchase, consolidation, and shipment of consumer goods with a total value of \$206,414. PSA's assistance helped Badirzada to join PSA's market-entry facilitation program, communicate with eBay's international team, visit two warehouses in Delaware, negotiate better rates for annual storage, consolidate incoming orders, and coordinate regular scheduled shipments from 'sales tax' free zone in Delaware to *Silkway Airlines West's* warehouse in Chicago to the Baku airport.

PSA assisted **Nizami Qarayev**, an individual entrepreneur engaged in trading auto parts, original equipment manufacturers (OEMs), aftermarket spare parts, and used cars, with the purchase, consolidation, and shipment of goods with a total value of \$69,421 for purchases and \$16,838 for cargo shipping. PSA assisted Qarayev through PSA's market-entry facilitation program and helped Qarayev to optimize air cargo routes and establish direct communication with U.S. ecommerce platforms such as eBay, IAAI, and COPART. Nizami Qarayev also requested PSA assistance in establishing communication with **Rivian Automotive Inc.** to order a custom-built pickup truck from an American electric vehicle manufacturer and automotive technology company.

Ehtiram Zairov requested PSA's assistance in locating U.S. seed suppliers that could offer hybrid tomato seeds for processing purposes. Zairov intends to grow and supply local food processors with tomatoes that could be used for tomato paste, ketchup, and canning production. PSA shared information obtained from **Johnny's Seeds** and **High Mowing Seeds** and expects to receive Zairov's feedback on seed variety, pricing, and quantity.

PSA held a zoom meeting with Roman Dudkov, CEO of **RDL Group**, a logistics event management firm based in Dnipro, Ukraine. *RDL Group* held previous events in Georgia, Türkiye, Poland, Germany, Kazakhstan, and Ukraine. PSA mentioned its recent activities regarding the Middle Corridor and invited the *RDL Group* to collaborate with PSA. Furthermore, *RDL Group* is interested in exploring opportunities of co-hosting another event in Baku with PSA support.

PSA met with Anar Jumshudov, the Business Support Director at **Veysaloglu Group of Companies**, a local food importer, distributor, and owner of the biggest supermarket chain (*Araz Supermarket, Spar, Oba, and Veysaloglu-Rossmann*). Veysaloglu is planning a business trip to the U.S. in the first half of June 2023. During the visit, Veysaloglu representatives plan to create a "U.S. products" corner inside the *Araz Supermarket* and will use the trip to meet and negotiate with hypermarkets and distribution companies. PSA will also organize a meeting with companies from the Index Funds Advisors (IFA) portfolio that may be interesting for Veysaloglu.

Transparent Path provided the specifications sheet for the four trackers and sensor devices (cellular devices that monitor temperature, humidity, and GPS location) that will be demonstrated at *Caspian Agro 2023*. *Transparent Path* also requested clarification on customs restrictions from PSA.

PSA continued to support other linkages during the quarter, and a table with the detailed status of each activity or completed linkages can be found in **Appendix B**.

Technology Transfer Fund

The TTF is PSA's Grants-Under-Contract (GUC) mechanism, which provides matching funding on an in-kind basis (funds are provided to vendors, not recipients) for investments in new technologies and capacity building. Applications for support undergo a multi-stage process, starting with a concept note to propose the basic outline of a project idea under one of two mechanisms: Private Sector Investments (PSI) and Community Investments (CI). While significant financial contributions are required by recipients in each case, Community Investments, which are targeted at community groups,

associations, and other entities that are not for profit or have modest resources, and lower recipient contribution requirements.

Applicants whose concept notes are favorably evaluated by both PSA's Grant Selection Committee (GSC) and USAID are then provided with a Request for Application (RFA) inviting them to proceed to draft a full Investment Proposal in collaboration with the PSA Team. Upon completion of evaluation and procurement, this full TTF package is submitted to USAID for final approval. Recently, based on discussions with USAID and CNFA it was agreed to skip the concept note stage for some projects that are considered low risk.

During PY4 Q2, PSA shared five Request for concept notes and one Request for Application and received four completed concept notes in all and one completed application for a low-risk project for which concept note stage was skipped: four in the Orchard Value Chain and one in the Hazelnut Value Chain.

PSA also provided support in developing financial statements for recipients applying for TTF investments:

- Tural Gasimli, Cold Storage;
- *Old Kish Women's Group*, Kitchen Facility;
- *Barakat Taravaz Tokhumchuluq Kooperativi*, Tractor and Grass Baler;
- Shohrat Farzaliyev, Cold Storage;
- *El Fruits LLC*, Cold Storage;
- *Unikal Women's Development and Enterprise Group*, Bakery Equipment; and
- Jabbar Heybatov, Sorting and Packaging Line.

Five TTF projects are under implementation now:

- Elnur Hasanov, Cold Storage;
- *Bahar Women's Development and Enterprise Group*, Tailor's Workshop;
- *Gizyurdu Women's Development and Enterprise Group*, Tailor's Workshop;
- Javid Shirinov, Cold Storage; and
- Eyvaz Abiyev, Cold Storage.

During Q2, three projects were completed, and final payments are made:

- Ayaz Alakbarov, Sorting Equipment;
- Azer Hakhtari, Hydrocooler; and
- *Shafa Women's Group*, Tractor and dump wagon.

In addition, two projects were completed at the end of FY 2022 and handed over in January 2023:

- Ehtibar Nuriyev (*BioGarden*), Fruit Drying Equipment; and
- Gazangul Community, Sprinkler Irrigation System.

PSA has completed the procurements for two TTF projects which will be submitted for USAID approval in April 2023 after receiving COR's approval of the final budget:

- *Old Kish Women's Group*, Kitchen Facility; and
- Shohrat Farzaliyev, Cold Storage.

A table with the detailed status of each TTF Project can be found in **Appendix C**.

Access to Finance

On March 2, 2023, PSA organized an **Alternative Finance Conference** on "Prospects for the development of alternative financial markets in Azerbaijan" with the *Small and Medium Business Development Agency (SMB)*. A total of 200 participants attended the conference, including representatives of local and international institutions and the private sector in finance and banking. Attendees discussed the financing options for small and medium-sized enterprises (SMEs), alternative financial instruments and international experience in this field, and possibilities of applying alternative financing mechanisms in Azerbaijan. Panel discussions featured invited guests from Türkiye, Italy, and Georgia, representing the organizations like *European Bank for Reconstruction and Development (EBRD)*, *International Finance Corporation (IFC)*, *Bank Associations of Türkiye*, and others. The panel discussions focused on topics such as Islamic banking and microfinance, SME support tools (guarantee, asset-based financing, and leasing), and the importance of developing the start-up ecosystem.



Figure 18: Conference on Prospects for the Development of Alternative Financial Markets in Azerbaijan



Figure 19: Conference on Prospects for the Development of Alternative Financial Markets in Azerbaijan

PSA coordinated with ASAU teachers and ASA to plan **two financial literacy training** for farmers. From January 17-19, 2023, 73 farmers attended the first financial literacy training in the Shamkir, Samukh, Goy-Gol, and Tar-Tar Regional Agrarian Training Centers (RATC) under ASA. From March 14-16, 2023, PSA conducted a second financial literacy training for 65 farmers in the Sheki, Gakh, Zagatala, and Gabala RATCs and DAIMs.

Importance of i) planning; ii) farm accounting; iii) basics of savings and loan products; iv) roles and working principles of financial institutions; v) alternative financing options for farmers; vi) relationship-building with financial institutions; vii) financial projections; viii) external funding and timing; ix) estimation of future cash flow; and x) profitability were covered in the training. Farmers also discussed real cases, challenges, and previous experiences with loan officers from *Kapital Bank* and *Express Bank*. Farmers received a banking booklet, monthly budget sheets and profitability analysis for activities. The training provided farmers an incentive to keep their budget and make better and informed financial decisions. Most of the participants had a follow-up meeting after the training. As a result, ten farmers from those regions, including training participants and other farmers whom they visited while evaluating applicants, received loans totaling 117,000 AZN, or about \$68,800 USD.



Figure 20: Financial literacy training session

PSA conducted a survey with banks and submitted an **analytical report** to USAID about the current situation of lending to businesses. The report briefly summarized the business loans currently being offered by banks and major non-bank financial institutions in Azerbaijan as of January 2023. Although interest rates have not changed significantly, several banks, including *Bank of Baku*, *Express Bank*, and *TuranBank*, have slightly decreased their rates, increased the maximum loan amounts, and extended the duration of their loan products since PSA's last banking review in June 2022. In general, banks have increased marketing materials and campaigns for both business and consumer loans and are actively competing for good business borrowers. Bankers, small and medium-sized business owners, and reviews of advertisements for loan products report increased competition for reliable customers in the marketplace.

PSA submitted an **analytical report** to USAID about Azerbaijan's non-oil export statistics for 2022, focusing on export volumes and destinations. Azerbaijan's non-oil exports in 2022 increased by 30.9% compared to 2021. The value of Azerbaijan's exports in 2022 was \$38.1 billion and the share of non-oil exports in this total was \$3.05 billion. The growth in non-oil exports for 2022 was 12.4% in comparison with the previous year. The top five destinations for non-oil exports in 2022 were: Russia (\$928.6 million); Türkiye (\$713.1 million); Georgia (\$228.4 million); Switzerland (\$198.5 million); and Kazakhstan (\$102.7 million). Russia has replaced Türkiye as Azerbaijan's leading destination for non-oil exports.

PSA engaged with a representative of the website **EnterpriseAzerbaijan.com** to coordinate and share innovative projects in agriculture fundraising issues. The portal was created in September 2018 to attract alternative financing sources to Azerbaijan to ensure the development of entrepreneurship. The website also implements new ideas, start-ups, investments, or business projects, serve as a mediator for projects posted on the website to both local and foreign investors, and supports businesses and start-ups in the efforts to improve their projects in line with global standards.

PSA prepared and submitted the application of a newly founded company in hazelnut processing and export business for the **U.S. International Development Finance Corporation (DFC) loan initial assessment**. The presented project for the DFC loan is the carbonization of hazelnut shells.

Food Quality and Safety

ISO 22000 Certificates: Two hazelnut producers obtained ISO 22000 certificates in February:

- *Azerstar*, a hazelnut producer, obtained an ISO 22000 certificate.
- *Esder LLC*, a hazelnut producer in Zagatala that PSA supported with TA and training on food safety, has successfully passed the audit and obtained the ISO 22000 certificate.

Technical Assistance:

- **Guba Agro LLC**, an apple producer in Guba that PSA supported with TA and training on Global Good Agricultural Practices (GlobalG.A.P), has successfully implemented a calibration procedure for equipment. PSA conducted the second monitoring stage and delivered recommendations to *Guba Agro LLC*'s manager.
- PSA visited **Shamil Jahangirov**'s dried fruit facility to carry out an initial ISO 22000 audit. PSA developed and delivered the first stage recommendation to the company's manager after the first audit. The implementation of the second stage is on hold because Jahangirov has not finished implementing the first package of recommendations.
- PSA visited **Azer Amiraslanov**'s cold storage facility, which collects, stores, and freezes raspberries. PSA developed and delivered the first stage recommendation on ISO 22000 to the company's manager.
- PSA conducted TA on ISO 22000 for *Zagma LLC* and *Zira Natural*, two companies that produces dried fruits in Zagatala and jams in Baku, respectively. The second package of recommendations will be delivered in the next quarter.
- PSA conducted TA on GlobalG.A.P. for *Fedek HM LLC*, a company engaged in strawberry production in Jalilabad. The second package of recommendations will be delivered in the next quarter.

Component Two: Improved Business Environment for MSME

Middle Corridor Initiative

From March 5-7, 2023, PSA participated in the **Commercial Law Development Program's (CLDP)** conference on “Trans-Caspian Trade Route Enhancement: Private Sector Perspective for Viable Multimodal Trade Route Scenarios” in Batumi, Georgia. *CLDP* is a legal and technical assistance office within the *United States Department of Commerce* that assists in trade facilitation and economic connectivity in and among Central Asian countries. The event included the private sector TIR (International Road Transport) national association representatives from all five Central Asian countries, Georgia, and Azerbaijan, and logistics and freight forwarding companies. Conference participants collaborated to identify the most viable trade route scenario for the transport of goods along the Trans-Caspian corridor. PSA invited Azerbaijani logistic companies such as *Ramtrans Group*, *Sara Logistics*, and *Ece Logistics* as representatives of the private sector, and *CLDP* invited the *Association of International Road Carriers of Azerbaijan (AIRCA)*.



Figure 21: CLDP conference on Trans-Caspian Trade Route Enhancement

On the **first day of the conference (March 5, 2023)**, PSA joined the study tour at the Sarpi border crossing point between Georgia and Türkiye and observed live border formalities, customs clearance procedures, bottlenecks, and traffic flow of cargo across the border. The *Revenue Service of Tax and Customs Administration (RSTCA)* of Georgia informed attendees that the *RSTCA* launched a pilot project with the *Azerbaijani State Customs Committee (SCC)* to build a new Joint Border Crossing Point (JBCP) near Red Bridge. The project plans to provide a one-stop custom checkpoint of transportation documents for border crossings, and the *RSTCA* and *SCC* are currently working on technical aspects of the project.

On the **second day of the conference (March 6, 2023)**, PSA observed expert presentations and recommendations on *TIR Digitalization in Central Asia and Beyond* and *Trans-Caspian Corridor Development Updates* that were provided by *USAID Trade Central Asia activity (TCA)*, *Central Asia Road Carriers Associations*, and *GIZ*. Further, participants discussed lessons learned from the feasibility studies and assessment reports on the enhancement of the Trans-Caspian trade route and recommendations for priority topics, issues, and best practices to help accelerate the use of the Trans-Caspian trade route among the participating countries. Representatives from *AIRCA* and *Ramtrans Group* served as panelists at the third and fourth sessions of the conference and shared recommendations on the main issues and constraints to the movement of trade and transport along the Trans-Caspian trade route.

On the **third day of the conference (March 7, 2023)**, PSA participated in a workshop on the *Development of Actionable Recommendations to Advance TIR System Implementation Along the Trans-Caspian Trade Route* and observed the presentation of recommendations by International Road Carriers Associations of Azerbaijan, Georgia, and Central Asia countries on the implementation of e-CMR, e-TIR, e-Permit, and TIR-EPD. In the final session of the conference, the attendees discussed areas of common concern and set forth recommendations for the respective government officials’

consideration for TIR digitalization and other regional priorities to enhance the Trans-Caspian trade route.

In the scope of the conference, PSA held a short discussion with the *USAID Georgia Economic Governance Program (EGP)* on establishing cooperation for the promotion of the Middle Corridor initiatives in Georgia and Azerbaijan. The main objective of the cooperation is identifying common goals and providing experiences on customs, transit barriers, and port management.

To continue discussion and work from the Batumi *CLDP* Conference on Trans-Caspian Trade Route Enhancement, PSA moderated a joint meeting between *USAID TCA*, PSA, and *EGP* about the enhancement of regional cooperation on the promotion of the Middle Corridor initiatives after the *CLDP* Conference. Parties held discussions on the following issues:

- **Integration of the information systems of the Caspian Sea ports (Kazakhstan, Azerbaijan, Turkmenistan) and Caucasus (Black Sea):** *USAID TCA* informed participants about the integration of the information systems of the Caspian Sea ports (Kazakhstan, Azerbaijan, Turkmenistan) and Caucasus (Black Sea) and asked for PSA's support on coordinating activities in Azerbaijan with *Port of Baku*, *Azerbaijan Railways*, and the *Ministry of Digital Development and Transport (MoDDT)*. PSA requested more background information from *TCA* about the status of the project in order to define relevant counterparts and participants.
- **Discussing the Transport Corridor Europe Caucasus Asia (TRACECA) "Digital Corridor" on May 2023:** PSA discussed *TRACECA*'s plan to organize a two-day "Digital Corridor" conference in Baku in May 2023. *USAID TCA* and *USAID EPG* expressed interest in participation and asked for the draft agenda. *TRACECA* will share the draft agenda, participants list, and other conference details with PSA soon. This event is discussed in greater detail below in this section.
- **Capacity Building and Cooperation between Central Asian Republics Transport and Logistics Associations, Georgian International Road Carriers Association (GIRCA), and AIRCA:** *TCA* highlighted that these associations should continue to provide technical assistance to International Road Carriers and Freight Forwarders Associations. Associations can also propose digital solutions for accelerating the process of cargo transitions across countries.
- **Joint work on identifying and removal of the transit barriers for the Middle Corridor countries:** During the discussions, PSA highlighted the importance of regional coordinating activities for removing barriers related to cargo moving along the Middle Corridor, including barriers related to customs service. *EPG* emphasized that the *Georgian Customs Service* eliminated most transit barriers, and *EPG* may assist PSA in transferring Georgian experience to the *SCC* of Azerbaijan. *TCA* broadly focuses on the elimination of barriers related to transport documentation and the process of their digitalization. The Parties will share information on removing these barriers.
- **Simplified Transit Customs procedures along the Middle Corridor and Georgia-Azerbaijan pilot project on establishing a new Customs Cross-Border Control Point System:** *TCA* Regional Trade Facilitation Advisor Parviz Kamoliddinov discussed an initiative to simplify transit customs procedure along the Middle Corridor from the Regional Customs Multilateral meeting. This pilot project will create a portal to improve the exchange of transit information between the countries along the Middle Corridor, particularly in (Kyrgyzstan, Kazakhstan, Uzbekistan, Turkmenistan, Tajikistan, Azerbaijan, and Georgia). Preliminarily Azerbaijani Customs Service initiative was approved by regional customs services for furthermore consultations and follow-up actions. The proposed Portal is visualized at www.mc-transit.org. The portal will include the following operations:
 - Exchange customs declaration data, TIR, CMR (Convention on the Contract for the International Carriage of Goods by Road), SMGS (railway shipment data), results of customs inspection, seals, weighing information, and risk analysis;

- Exchange files in XML, JSON, and PDF formats;
- Exchange transit information for maritime, railway, and road shipments;
- Share risk analysis information according to pre-declared data; and
- Create a Management Board as a structure for administering operations. The Board will consist of one representative from each signatory country.
- **Establishing a working platform to discuss achievements, challenges, plans, and activities:** Parties agreed to establish an active working platform for information exchange, meet twice a month, and create a common folder for sharing reports and joint files.

PSA held a meeting with the **Freight Forwarders Association of Azerbaijan (FFAA)** and discussed challenges and obstacles related to cargo transportation across the Middle Corridor. The *FFAA* was established on June 30, 2021, and consists of 25 members. The main mission of the *FFAA* is to develop the logistic market of Azerbaijan. To fulfill this mission, the association has set the following broad goals:

- Inform logistics and freight forwarders companies on the latest amendments to legislation and procedures regulating cargo transportation;
- Cooperate with the local and international freight forwarder companies to accomplish common goals;
- Protect the interests of the *FFAA*'s members and remove administrative barriers related to logistic business; and
- Build capacity of its members through vocational training.

PSA and *FFAA* agreed to cooperate on the identification and removal of administrative barriers related to freight forwarding services. Further, *FFAA* is being considered as a partner and stakeholder of PSA's Middle Corridor Initiative. *FFAA* is eager to participate in all regional events related to the Middle Corridor and provide presentations on Freight Forwarders' opportunities and challenges in Azerbaijan.

Coordinating Council on Transit Freight (CCTF), PSA drafted a Scope of Work (SOW) for an assessment of required components for a comprehensive Automated Transit Tariff Formulation (ATTF) system. Currently, exporters, logistics and freight forwarder companies cannot obtain tariff data within Azerbaijan to calculate these costs. The system will only allow logistics companies to calculate route costs for railway, marine, and road cargo transportation across Azerbaijan. During the meeting, *CCTF* also discussed PSA establishing a coordination group of officials from railways, ports, and other relevant government bodies to speed up cooperation and information exchange from other Middle Corridor countries. PSA is investigating the availability of this type of system in Central Asian countries and in collaboration with *CCTF* hire a consultancy company to construct this system, and PSA will publish the SOW soon.

PSA and the **TRACECA** Initiative are collaborating on the follow activities:

1. **Logistics Conference:** PSA and *TRACECA* plan to hold a two-day "Digital Corridor" logistics digitalization conference in Baku on May 22-23, 2023. The conference aims to have participants exchange experiences and study of best practices in transport digitization, including initiatives and projects envisaged by the *Digital Concept of the International Transport Corridor*. *TRACECA* will share the draft agenda, participants list, and other conference details with PSA soon. The *MoDDT* is also collaborating with *TRACECA* to have a logistic digitalization conference this June 2023. Realizing that PSA wanted this to happen sooner than June, and jointly with *TRACECA* and *MoDDT*, the General Secretary of *TRACECA*, Asset Asavbayev, is negotiating with parties to see if combining the conferences is feasible.
2. **Administrative barriers:** Jointly with the *CCTF*, *TRACECA*, and *FFAA*, PSA identified two barriers related to Middle Corridor: 1) Absence of an ATTF System for the railway, sea transportation, port operations, and other applicable fees; and 2) Requirement from *SCC* to provide short customs declarations during the cargo transition passing through Azerbaijan.

PSA started work on the first barrier with the CCTF and agreed with TRACECA to provide joint activities on the second barrier.

3. **Training:** TRACECA contacted ports along the Middle Corridor to learn more about training needs. The ports expressed interest in participating in training courses on port control and other issues related to port activities (exclusively for representatives of state bodies exercising control functions). The *Barcelona Training Center* expressed its readiness to conduct training courses on port activities, either by bringing trainers from *Barcelona Training Center* and conducting the training locally, or by holding the trainings at the *Barcelona Training Center*. PSA will investigate similar training offerings from Türkiye as well.

TCA invited PSA to visit a round table discussion with the Middle Corridor stakeholders in Tashkent on April 26-27, 2023. TCA requested PSA to ensure the participation of the CCTF and *Port of Baku* representatives in the discussions.

PSA and **USACC** Executive Director Natig Bakhishov discussed logistics and shipping related missions from the U.S. to the Caucasus and Central Asia, as well as from Azerbaijan to the U.S. PSA and USACC agreed that missions could be helpful for delegation staff of transport policy government agencies, representatives of national associations of road carriers, logistics companies and freight forwarders, seaports, and shipping companies. These missions would allow participants to study different ports' pricing policies, review processes, and see digitization initiatives to further simplify procedures in each country.

PSA engaged with **Azerbaijan State Maritime Academy (ASMA)** to learn about their degree courses and training programs. ASMA was established on the base of *Baku Sea Routes School* in 1996, and ASMA is a member of the *International Association of Maritime Universities (IAMU)*. Since 2014, the Training Centre attached to the Academy has trained and certified offshore specialists. ASMA's Training Centre trains ship crews, specialists, and sailors per the requirements and standards of the International Convention on Training. As the shipping fleet is refitted with new and modern ships, the teaching process at ASMA provides new simulators and its laboratory network is expanding. PSA and ASMA will continue to cooperate on Middle Corridor initiatives.

Report on Azerbaijan's Investment in its Transportation Infrastructure: PSA submitted a report on Azerbaijan's investment in its transportation infrastructure in the scope of the Middle Corridor for the last 10 years to USAID. The report consists of two parts: 1) Azerbaijan's major investments to strengthen all elements of its transportation infrastructure; and 2) Azerbaijan's direct investments in the Middle Corridor. The report includes information on GoAz's investment plan in the Middle Corridor infrastructure and contains some information regarding the North-South Transportation Corridor development.

Regional Office for Capacity Building World Customs Organization Europe Region (WCO ROCB): In the meeting with the newly appointed Acting Director of the WCO ROCB, PSA discussed the possibility of establishing a Working Group from representatives of customs, including Central Asian countries, Azerbaijan, and Georgia, for the improvement of customs procedures in cargo transportation across the Middle Corridor. The ROCB requested that PSA submit a short description of PSA and proposals on the Working Group activities. The ROCB will discuss PSA's initiatives with the WCO European Office and the SCC and provide feedback on future cooperation.

Executive Summary and Cooperation Letters for the Ministry of Economy (MoE): PSA submitted an executive summary of activities related to the Middle Corridor for the last three months of 2022 to the COR prior to final submission to the MoE. The MoE informed PSA that the document is under consideration by the *Department of Economic Policy*, and they will inform the project regarding the format and date of a proposed meeting. PSA also submitted the draft of the cooperation letters on the Middle Corridor for the USAID Mission Director's signature. The letters were requested by

the SCC and MoE to discuss cooperation issues and the appointment of the SCC and MoE's representatives for joint activities with the Activity.

PSA engaged with the Head of the **Transportation Policy Department at the MoDDT**. A brief introduction to the project was provided by focusing on recent work related to the Middle Corridor Initiative and mentioned ongoing assessments and comparative analyses. The Head of the Department informed PSA that they requested reports from its departments and agencies regarding their engagement in the promotion of the Middle Corridor initiatives in Azerbaijan and MoDDT will follow up with suggestions for areas of cooperation. According to the findings of the reports, the Ministry will draft a work plan to coordinate all Middle Corridor activities and accelerate the implementation process.

PSA engaged in discussions with the *Baku International Sea Trade Port (Port of Baku)* regarding support for a feasibility study for a Center of Excellence. PSA began soliciting bids for this, but it has been put on hold at the request of USAID.

President Ilham Aliyev participated in a panel discussion on "Eurasia's Middle Corridor: From Pathway to Highway" within the framework of the **World Economic Forum in Davos, Switzerland**. Based on his remarks, the President stated that he expects an increase in the volume of trade relations and further growth in the flow of goods from Central Asia. He proposed the establishment of a steering committee for the Middle Transport Corridor connecting the countries of Asia and Europe through the Caspian Sea and the Caucasus to promote this project, increase cargo transportation, foster closer cooperation between countries, and develop customs administration to have a single window approach and tariff policy.

Azerbaijan and Turkmenistan have acceded to the **e-CMR protocol** to digitalize goods transport further and boost trade and connectivity. By eliminating paperwork, e-CMR lowers handling costs, eliminates administrative and invoicing delays, and reduces discrepancies at delivery sites. The protocol also enhances transparency and security across the entire logistics chain, providing more accurate data to trace shipments with real-time access to pick-up and deliver information. Given that e-CMR is digital, transport companies can easily integrate it with other services.

PSA participated in **training on International Conventions** that regulate air, railway, marine, and road cargo transportation. The *Eurasia Training and Assessment Center* provided the training to build capacity of logistics and freight forwarders companies' specialists. The training program included the interpretation and explanation of general provisions of the Montreal Convention for the Unification of Certain Rules for International Carriage by Air; Hague-Visby Rules for the Carriage of Goods by Sea; Convention concerning International Carriage by Rail; and CMR Convention on the Contract for the International Carriage of Goods by Road.

PSA met with a representative of **Albayrak Holding**, one of the largest holdings in Türkiye which includes more than 50 companies. *Albayrak Holding* has started work on its first investment plan worth \$20 million for the *Port of Baku* in the Alat settlement. In the first stage, equipment will be used to improve the technical capabilities of the *Port of Baku*, attract more cargo, and speed up cargo transshipment. The new cooperation agreement aims to improve the logistics and supply chain conditions for cargo carriers and increase the volume of cargo transportation from China and Central Asian countries to Europe and Türkiye in transit through Azerbaijan. PSA discussed its related activities and agreed to have a follow-up meeting to further discuss points of cooperation.

PSA organized an **Alat Port visit** for the representatives of the *USAID Office of Economic Growth of the Georgia Mission*. During the meeting, the port management introduced the USAID representatives to the work of the grain, ferry, and cargo terminals and shared information regarding the port development plans. The parties discussed the challenges of the cargo transitions across the Caspian Sea.

PSA received an invitation from the FFAA to participate in the 20th Anniversary Caspian International Transport, Transit and Logistics exhibition (TransLogistica Caspian) and in the **First Azerbaijan International Transport and Logistic Forum**. Between May 31 - June 2, 2023, the *Baku Expo Center* will host the 20th Anniversary, which will bring together railway, marine, and aviation sectors, and commercial transportation and freight and logistic services. On the third day of the event (June 2, 2023), the first Azerbaijan International Transport and Logistic Forum will be held at the *Baku Congress Center*. The Participants of the conference will include state agencies, the *International Federation of Freight Forwarders Associations* and *Trans-Caspian International Transport Route*, freight forwarder associations from different countries, and various experts of the cargo transportation industry.

PSA-SMB Working Group Activities

Registering Agricultural Land as Property (Administrative Barrier 1).

In the meeting with the Deputy Director of the *State Cadastral and Register of the Property Public Legal Entity (SCR)*, PSA discussed the activity of SCR's regional offices. PSA highlighted that after the dissemination of the guidelines on Registering the Municipality Agricultural Land Plots as Property among the regional municipalities, the regional offices will obtain several applications for registering land. Due to the complexity of the legislation and procedures for registering municipality lands, PSA requested SCR to support municipalities in registering their agricultural land plots through its regional offices. SCR highlighted that the Entity is interested in registering the lands and support the process of registering all types of land in Azerbaijan. The *Center of Municipality Affairs (CMA)* discussed the Guidelines with SCR and provided the latest amendments. CMA approved SCR's inputs to the document and requested PSA to submit a new version of the guidelines for revision before printing and distribution.

Connecting to Electric Lines (Administrative Barrier 2).

The PSA-SMB Working Group discussed the proposal for mitigation of the barrier at the *Cabinet of Ministers' (CabMin)* Working Group on Connecting to the Electricity Supply Network (CESN). The *Ministry of Energy*, as a leading member of the CESN Working Group, informed PSA that the proposed initiative requires amendments to the legislation (letter received on February 7, 2023). The Presidential decree issued on February 8, 2023, obligated the *MoE* and *Ministry of Energy* to provide amendments to the legislation regarding the SMEs connecting to the electricity network. According to *CabMin's* decree, the *Ministry of Energy* must revise existing service fees and procedures for SMEs connecting to Electricity Network and coordinate it with the *MoE*. Therefore, the Working Group will submit a new proposal for the mitigation of service fee payment requirements and submit it to the *MoE*. The PSA-SMB Working Group also discussed the implementation of the Presidential Decree with the *Ministry of Economy Tariff and Pricing Department (TPD)*. The Working Group familiarized the TPD with its proposals and requested to include TPD in a new procedure. According to *MoE*, drafting the concept note for the new procedure was assigned to the *Ministry of Energy*, but it must also be approved by the *MoE*. TPD proposed the Working Group to consider the concept note after receiving it from the *Ministry of Energy* and continue the discussions on including the Working Group's proposals in the document.

Use of Agricultural Land for Construction (Administrative Barrier 3).

Mr. Gürsel Küsek, a Turkish Land Legislation consultant, submitted provisions of the Turkish land legislation that regulate the construction of structures and facilities on the agricultural lands in Türkiye to the *MoA*, the *State Service on Property Issues (SSPI)*, and PSA. The SSPI included the recommendations of Mr. Küsek in amendments for the development of the Land Legislation of Azerbaijan. The amendments have positive feedback from *MoE* and *MoA*. SSPI submitted the amendments to *CabMin* for approval. PSA continues to wait for *CabMin's* approval of the amendments.

Public Procurements (Administrative Barrier 4).

PSA submitted a two-page document about the Activity, a summary of *State Service for Antimonopoly and Consumer Market Supervision under the MoE (SSACMS)* and PSA joint activities for the past two years, and the agenda of the meeting to the Office Head of the SSACMS. In a meeting with the Head of the Public Procurement Control Department of SSACMS, PSA discussed the status of the PSA-SMB Working Group's three proposals: i) reimbursement of public procurement tender participation fee in case of cancelation ; ii) decreasing complaint considerations from 30 days to 10 days by the State Authority in case of dispute or conflict between the Customer (State Agency) and Vendor (SMEs); and iii) enhancing the SSACMS authority mandate for resolving disputes or conflicts between the Customer (State Agency) and Vendor (SMEs) before applying to arbitral court. The Procurement Control Department of SSACMS explained that all three proposals are considered in the new concept of the law on "Public Procurement," which was recently approved by the *CabMin* and will be submitted to Parliament soon.

ASI – Standards for Construction of Small Production Facilities (Administrative Barrier 5).

The *Azerbaijan Standardization Institute (ASI)* informed PSA that, after a series of technical consultations with the *Ministry of Emergency Situation (MoES)*, MoES and the *Center of Hygiene and Epidemiology (CHE)* provided positive feedback on registering the proposed *Standard for Food Premises* in Azerbaijan. The *Australian Standard AS4647-2004* was translated and adopted to the requirements of Azerbaijani legislation due its similarity in requirements to local legislation. PSA and ASI specialists adopted these requirements to establish new standards for food premises. ASI started the process of registration which will be finalized early in the next quarter.

Tax Reporting, Audit and Procedures (Administrative Barriers 6, 7, 8).

Fam Group Audit LLC submitted 16 proposed amendments to PSA and held a presentation on the 16 amendments for the PSA-SMB Working Group. During the presentation, the *FAM Group Audit LLC* specialists remotely connected to the *State Tax Service (STS)*'s e-system and demonstrated the existing challenges in the tax reports section. PSA shared the proposals with the STS for follow-up discussions and to receive recommendations before the official submission on behalf of the PSA-SMB Working Group. The STS approved all 16 proposed amendments for the Group's official submission to the Tax Service. The *EKVITA Company* (the largest consulting company in Azerbaijan) joined the PSA-SMB Working Group and submitted six additional proposals to PSA related to the Tax Administration. The Chairman of SMB signed and submitted 25 proposals on Tax Administration to the Deputy Minister of Economy, including 11 proposals on tax reporting, 8 proposals on tax audit, and 6 proposals on tax procedure.

VAT on Fertilizers and Pesticides (Administrative Barrier 9).

PSA, *Agro Economics Research Center (AERC)*, and *Azagromila LCC* (a mineral and orgomineral fertilizers producer in Azerbaijan) identified 17 components in a joint meeting that are used in the production of mineral and orgomineral fertilizers and need to be exempted from VAT. The AERC indicated that the main difficulty is the dual purpose of some components which are used in other industries as raw materials. According to the MoA requirements, AERC should draft a short report on the aforementioned components so that the Ministry may submit an official appeal to the STS. The AERC will submit the list for the STS's for the *Ministry of Finance's* approval. The AERC forecasts that the list of components will be approved for exemption from VAT in May-June 2023.

Customs Administration (Administrative Barrier 10, 11).

In the meeting with members of the *CabMin's* Working Group on Foreign Trade, PSA received an update on the status of seven proposals on customs procedures submitted by PSA-SMB Working Group to SCC on August 29, 2022. The SCC improved and mitigated the process of SMEs obtaining [Green Corridor permission](#) through setting up e-apply procedures and [uploading the manual](#) on its website. The Working Group completed work on this barrier which has been removed.

Cooperation with Other Stakeholders

The *CabMin* approved a PSA initiative on implementation of **solar-powered artesian pumps** in Azerbaijan. The *MoA*, *Azersu Open Joint Stock Company (OJSC)*, and *Azerbaijan Amelioration and Water Farm OJSC* agreed with PSA's initiative to install two pumps as technical demonstrations of new technologies. According to the request from the *U.S. Equipment Producer Companies*, PSA obtained and submitted the technical specifications of artesian pumps used in Azerbaijan to *WCC International*. PSA is working with *WCC* to identify a source for solar-powered sub-artesian pumps, and requested quotes including equipment, installation, maintenance, and transportation costs. PSA identified and contacted *Grundfos* (the largest pump manufacturer in the world) as a potential supplier of submersible water pumps for deep artesian wells.

PSA conducted monitoring and evaluation of the **six-month accounting training** for 23 SME accountants through the collaboration of the *Young Accountants Public Union (YAPU)* and *SMB* in the Ganja region. PSA noted good practice test results, attendance rates, and interest from participants. *YAPU* finalized the first stage of professional accounting training, which included 81 hours of training on International Finance Reporting Standards (F7 Level). The *State Examination Center* appointed the first level exam for the accountants on May 5-7, 2023.

Construction and Development of PSA Assisted Websites

- AERC held a presentation on www.azagroinvest.az website at the Donor Coordination Meeting organized by *FAO Azerbaijan* and *Agrarian Credit and Development Agency (AKIA)*. AERC appreciated USAID's valuable contribution to the development of the aforementioned website and shared with the participants of the meeting the Center's plans for the extension of www.azagroinvest.az data content.
- PSA agreed with the newly appointed Head of the *MoA Department of Farmers, Associations and Cooperatives Affairs* to continue joint work on developing information and content on www.agroasscoiation.az.
- "One Window" Export Support Center (ESC) posted Export Statistics of Azerbaijan related to January and February 2023 on www.myexport.az. Data related to March 2023 will be posted within the next two weeks. ESC posted all news related to its activities for January-March 2023.

Other Cooperations

PSA engaged with **Azerbaijan Microfinance Association (AMFA)** to discuss the project on what means the Azerbaijani associations can effectively serve and deliver greater value to local businesses and entrepreneurs. Under this project, the applicant association may receive financial support for drafting its development strategy and provide training/capacity building for its members. During the meeting, PSA suggested that *AMFA* could engage with agro-associations that match the requirements of the project, including *AHPEA*, *Azerbaijan Berry Producers and Exporters Association*, and *Azerbaijan Packaging Association*. *AMFA* distributed the application forms to the aforementioned associations to apply. The *Azerbaijan Berry Producers and Exporters Association* and the *Azerbaijan Packaging Association* applied to *AMFA* for technical assistance on associations' professional development.

PSA met with **DFACA** to discuss joint activities for supporting local agricultural associations. *DFACA* and PSA agreed to hold a joint meeting with the chairmen of agricultural associations in the *MoA* to discuss associations' challenges and obstacles. *DFACA* highlighted their interest in organizing a forum as a continuation of the agroassociations dialogue with the *GoAz*.

Component Three: Women in Associations

This section addresses planning and implementation progress to date against the PSA Component 3 Project Year 4 Work Plan. Activities completed during this reporting period are summarized in the sections below based on their contribution to various project results.

Objective 1: Enhanced, Locally Driven Advocacy by Women's Business Associations and Women Entrepreneurs

Capacity Building

PSA Component 3 continued the series of “How-To” sessions to build the capacity of local women's organizations in an incremental manner.



Figure 22: How-To Session on developing a great message

PSA organized a **How-To Session on developing a great message** and effective advocacy methods with sixteen participants. This topic was selected to support local women's organizations to design and implement advocacy campaigns under the Women's National Business Agenda (WNBA). Participants discussed the key components of successful advocacy campaigns, development of strong messages, and how to tailor the message to the correct audience. Steering Committee members, including the Association of Small and Medium Businesses and Clubs (KOBSCA) and the Azerbaijan Rural Women's Association (ARWA) agreed to incorporate this methodology in their advocacy campaigns to increase their campaign's impact.

PSA conducted a **How-To Session on Traditional and New Approaches to Sustainability** with fourteen participants from local women's organizations. Participants discussed how the concept of sustainability has changed over time, how PSA defines sustainable organizations, and how to take advantage of the new trends and concepts in sustainability to support their organizations. Representatives from Azerbaijan Women's Entrepreneurship Development Association (AWEDA), Mektebim, YAPU, AMFA, American Chamber of Commerce in Azerbaijan (AmCham), the Ganja Women's Regional Center (Ganja WRC), Women in Tech, ARWA, and Azerbaijani Women in Science (AWiS) attended the session.



Figure 23: Mentorship Session with Mektebim

PSA continued its mentorship program throughout the quarter with seven organizations: **KOBSKA**, **ARWA**, the *Ganja WRC*, **AWiS**, **Mektebim**, **YAPU**, and **AWEDA**. The mentorship program provides opportunities for organizations to receive technical assistance and address specific organizational issues in dedicated sessions, where they could openly discuss their weaknesses, share their strategic plans, and request advice, support, or guidance.

PSA facilitated three internal training sessions for **Mektebim's** staff. Training sessions provided guidance on developing clear messages, presenting these messages to different audiences, and identifying donor opportunities. Through the training sessions, *Mektebim* developed a promotional brochure to raise awareness of membership and a tiered payment system for members.



Figure 24: Mentorship Session with KOBSKA

PSA facilitated one mentorship session with **KOBSKA's** association leadership and staff, including the Founder and President, Project Manager, and the Chairmen of the *Odlar Yurdu Youth Public Association*, a long-term partner of **KOBSKA**. Accomplishments included clearer guidance on proposal development for international donors, and clearer guidance on the benefits of paid membership.

PSA conducted one mentorship session with **AWiS** leadership. Accomplishments included brief videos about individual experiences of young women in science and how policy change would enable girls and women to pursue careers in tech. The mentorship session also provided clearer guidance

on human resources topics, including how to attract new talents in the organization, appropriate expectations from staff, and the balance between vocation and occupation in team building.



Figure 25: Mentorship Session with AWEDA

PSA conducted two mentorship sessions with **AWEDA** leadership. AWEDA created three standing Committees for Digital Economy, Programs and Services, and Marketing and Promotion. The newly appointed Chairs must structure their committee, build Committee membership, design a purpose and a work plan for each committee, and submit these documents to the Board for approval. AWEDA is working to synchronize the committees within AWEDA. AWEDA has 11 dormant committees that need to be consolidated for a clear purpose. PSA worked with AWEDA on the main elements of standing committees, potential challenges, and relationships with the Board and staff.

Associations in Azerbaijan must enhance their capacity to compete with their peers for international support. Donors' contributions provide important resources that enable local organizations to implement their strategies and accomplish their mission. Yet, in many cases, organizations in Azerbaijan are not able to articulate in a professional manner their goals and objectives compared to organizations in other countries. To improve the knowledge and capacity of local teams to develop competitive proposals, PSA used two real life grant opportunities to train local organizations on the bidding process.

PSA shared **two competitive grant opportunities from CIPE** with project associations. The first opportunity is issued by the Free Economic & Democracy Network (FEDN) at CIPE and invites associations to submit concept notes targeting one of the following issues:

- 1) collective action: defending civic space, building bridges across sectors, and empowering local actors;
- 2) preparing for change: fostering democratic and market transitions and averting democratic backsliding;
- 3) countering corruption and upholding the rule of law; and
- 4) telling the story of democracy. The second opportunity is issued by CIPE's Global team and is focused on democratic and economic resilience, especially in the post-pandemic context.

The following associations expressed interest in submitting proposals in one or both tenders: *Mektebim*, *YAPU*, *KOBSKA*, and *Ganja WRC*. PSA worked with each individual team and guided them through the entire process, from analyzing the grant elements, understanding the donors' expectations, identifying the key components, spotting the critical elements that are only implicitly presented, and then developing a concept note that matches the donors' interests. Another element of the hands-on training was developing a budget that aligns with the proposal narrative, as PSA identified that this can be challenging for the local organizations. PSA advised associations during several sessions, revised the draft concept notes, and provided extensive feed-back and

recommendations for improvement. As a result of the hands-on training in proposals development, four associations submitted a total of six projects, as following:

- *Ganja WRC*
 - Let's Talk About Democracy: submitted to CIPE Free Enterprise and Democracy Network (FEDN)
- *YAPU*
 - The Digital Economy and the Future: submitted to CIPE Global
 - Young Democracy Essay Contest: submitted to CIPE Free Enterprise and Democracy Network (FEDN)
- *Mektebim*
 - Building Business Resilience through Digital Education Opportunities: submitted to CIPE Global
 - Fostering Democratic and Market Transition Through Promotion of Women Socio-Economic Engagement: submitted to CIPE Free Enterprise and Democracy Network (FEDN)
- *KOBSKA*
 - Democracy Hour for Economic Actors: submitted to CIPE Free Enterprise and Democracy Network (FEDN)

Cooperatives Training

During Mehmet Kuzu's visit to Azerbaijan as the international cooperatives' expert and prior to the training on cooperative management for rural associations, PSA held several meetings with various stakeholders to discuss the enabling environment for cooperatives in Azerbaijan.

PSA and Kuzu engaged with representatives of **AKIA** to discuss Kuzu's assessment of Azerbaijan's cooperatives framework. **AKIA** noted the importance of cooperatives' sustainable development, shared information on **AKIA**'s support to cooperatives in Azerbaijan and subsidies they can provide, and emphasized that **AKIA** currently works on new projects to direct private sector investment to agriculture. **AKIA** is willing to support the establishment of formal cooperatives in Azerbaijan. Kuzu requested that **AKIA** share information on the number of farmers and their lands to develop pilot projects for cooperatives and to provide recommendations for the improvement of the enabling environment for cooperative development.

PSA and Kuzu engaged with **ARWA**'s Chairwoman to discuss working mechanisms for cooperatives in Azerbaijan and legislative issues in the field. Cooperative representatives shared some practical problems and noted the challenges in acquiring land from municipalities for the cooperative's activities. Kuzu agreed to connect relevant women cooperatives in Azerbaijan with counterparts from Türkiye.

PSA and Kuzu met with representatives of **DFACA** from the MoA to discuss issues related to cooperative development in Azerbaijan. MoA representatives highlighted the legislation on cooperatives and discussed its advantages and disadvantages. MoA representatives also stated that problems emerge on financing the cooperatives as **AKIA** requires that all lands used by cooperatives shall be owned by cooperatives rather than the farmers. If the land is not owned by cooperatives, **AKIA** rejects the crediting. However, farmers are not willing to give the ownership of their lands to the cooperatives. The Department and PSA discussed how a pilot project can be organized in one of the regions with new regulations to create incentives for farmers to join cooperatives.

PSA and Kuzu engaged with representatives of the **Azorganik Cooperative** to learn more about the enabling environment for cooperatives in Azerbaijan. The Chairman of **Azorganik** briefed PSA on their management board and activities. The Chairman also shared information on their production in Goranboy, Agdash, and Goychay regions. Kuzu shared experiences on best practices of cooperative management from Türkiye and connected **Azorganik** with Turkish cooperatives so they could share their experiences. In addition, PSA and Kuzu organized a seminar for representatives of the **Azorganik**

Cooperative and DFACA to brief participants on the advantages of cooperatives and share best practices on cooperative management.



Figure 26: Trainings on Cooperative Development

PSA conducted two one-day **trainings on cooperatives** organized for newly registered women's cooperatives and informal women's groups in Barda on January 24 and Zagatala on January 26. The objective of the training was to introduce the concept of cooperatives to women entrepreneurs, highlight the goals and benefits of cooperatives, and share international best practices, including experience from Türkiye. The training also addressed how joining cooperatives could lead to economic opportunities and expand economic growth in the regions of Azerbaijan. The training covered cooperative concepts, models, principles, and values, as well as governance, generation of business plans, and international best practices in the cooperative field. During the training, participants discussed different models of effective cooperative governance. Fifty-one female entrepreneurs from Barda, Goranboy, Tovuz, Gadabay, Aghdam, Beylagan, Aghstafa, Zagatala, Balaken, and Gakh participated in the trainings in Barda (23 participants) and Zagatala (28 participants).

PSA and Kuzu met with the Chairman of **Eko Sud Cooperative** in Aghdam to learn more about the enabling environment for cooperatives in Azerbaijan. The Chairman of Eko Sud briefed PSA on their management board and activities, and their operations in Banovshalar settlement in the Aghdam region. Cooperatives face issues with accessing finance and they expect state support on this issue. The cooperatives' expert shared points on best practices on, and suggested cooperation between Eko Sud and Turkish cooperatives. PSA and EkoSud will exchange more information for future collaboration.

Objective 2: Improved Business and Workplace Enabling Environment for Women

Women's National Business Agenda

During Q2, PSA also engaged with several organizations to discuss the implementation of the WNBA as part of the advocacy process and to identify potential areas of cooperation.



Figure 27: Meeting with PSA, Azerbaijan's Commissioner for Human Rights, and Ombudsman's Office

PSA met with the Head of Apparatus of the **Ombudsman's Office** and the *Ombudsman's Office* expressed interest implementing key reforms outlined in the WNBA and supporting women's economic and social advancement. The *Ombudsman's Office* committed to participate in regional events and offered the support of their four regional offices. The *Ombudsman's Office* expressed an interest to discuss broader collaboration opportunities with USAID. Both USAID Mission Director and PSA Chief of Party (COP) met with Sabina Aliyeva, Azerbaijan's Commissioner for Human Rights, to discuss opportunities for collaboration. PSA will continue to communicate with the *Ombudsman's Office* to strengthen social and economic rights for women entrepreneurs.

PSA met with the **SSACMS** under the MoE to share key recommendations outlined in the WNBA that would increase women entrepreneurs' access to finance. SSACMS noted there is a need to raise awareness of the current incentives that Azerbaijani legislation provides for SMEs on public procurements for women entrepreneurs. Representatives of the SSACMS stated that they are ready for any cooperation on supporting women entrepreneurs and they can participate in roundtable discussions which will also help to inform the entrepreneurs on the relevant legislation.

PSA met with **AmCham's** Executive Director and chairs of its Committee on Sustainable Development and Corporate Impact to discuss organizing a joint roundtable event on supporting women in the workforce. PSA and *AmCham* agreed to hold the roundtable on May 2, 2023 and PSA and *AmCham* will draft the agenda.

PSA met with the Executive Director, Head of Prudential and Methodology Policies Department, and the Head of Department on International Cooperation of the **Central Bank of the Republic of Azerbaijan (CBAR)** to discuss implementation of the WNBA. Executive Directors from *AMFA* and *Azerbaijan Banks Association (ABA)* also attended the meeting. *AMFA's* Executive Director identified barriers in access to finance for family farmers who lack tax documentation. *CBAR's* Executive Director emphasized that the Central Bank currently implements certain measures to support women in the workforce and promote women's representation on executive boards. *CBAR* will support initiatives to establish relevant working groups to discuss the topic further and to create a Women's Fund or a similar entity to stimulate better access to finance for women entrepreneurs.

PSA discussed with Sadagat Gahramanova, Deputy Chairperson, Head of the Department on Legal Protection, representatives from the Department on Women and Gender Issues, and representatives of the Department on International Cooperation. **State Committee on Family, Women and Children Affairs (SCFWCA)** representatives suggested organizing pilot projects to promote female employment in sectors where women have historically been underrepresented (such as

construction or transportation). SCFWCA also noted its willingness to participate in roundtable discussions and meetings organized by PSA within advocacy of the WNBA.

PSA and AMFA's Executive Director met with representatives of the **Mortgage and Credit Guarantee Fund (MCGF)** to discuss implementation of the WNBA regarding increasing women entrepreneur's access to finance. AMFA Executive Director stated that there is a need to simplify the loan rules of the MCGF. The Director emphasized that the relevant rules shall be also applicable not only to banks, but also to non-banking credit organizations (NBCOs) which will eventually increase access to finance opportunities for MSMEs including women entrepreneurs. MCGF representatives highlighted that MCGF has adopted new guarantee mechanisms in two directions. MCGF also mentioned that there are ongoing negotiations with AKIA to introduce guarantees to loans allocated by AKIA. PSA shared that the Activity plans to organize roundtable discussions on WNBA's priorities in Baku and other regions that it would be very useful if MCGF representatives will participate in such events. PSA also noted that per outcomes of the Women's Business Survey, there is lack of information on MCGF's loans among women entrepreneurs. MCGF representatives responded that they agree with this statement, and they will cooperate with the SMB on raising awareness among entrepreneurs.

PSA representatives and the Chairperson of YAPU had a meeting with representatives of the **STS** (Tax Policy Main Department, and International Taxation and Tax Monitoring) to discuss the implementation of the WNBA as a part of the advocacy process and possible cooperation. PSA informed the STS on the activities and WNBA recommendations. PSA also informed the participants about the PSA-SMB working group, which also includes STS representative as a member. STS representatives emphasized their willingness to participate in roundtable discussions and meetings organized with the participation of relevant stakeholders and women entrepreneurs in Baku and other regions.

PSA met with the YAPU chairperson to discuss organizing two roundtables to advocate for reform on behalf of the WNBA. YAPU agreed to organize roundtables to focus on taxation and employment issues on April 25 and May 3, 2023.

PSA attended the **Gender Equality and Women's Empowerment High Level Advocacy Working Group** meeting hosted by the British Embassy and UN office in Baku. The working group consists of the representatives of the Embassies of the EU, Sweden, Switzerland, UK, Germany, Denmark, representatives of USAID, the *World Bank*, and *GIZ*. The group continued discussions on the success factors and lessons learned. During the meeting, representative of *FemAct* shared with the audience an initiative on developing women's agenda in Azerbaijan. The representatives of the Gender Equality and Women's Empowerment High Level Advocacy Working Group confirmed their attendance at the event to join the discussion on the Women's Agenda in Azerbaijan.

PSA participated in the **Conference on Women's Agenda: National Dialogue Platform** organized by the *FemAct* Azerbaijan Women's Fund. The conference brought together (state institutions, diplomatic corps, women and gender organizations, government officials, and international partners to discuss gender equality, women's empowerment, and leadership) as well as women's representation in decision-making processes in political, economic, social, and cultural issues. Nigar Alasgarova, chair of *KOBSKA* and a member of the WNBA Steering Committee, participated in the panel and informed the audience about the WNBA's recommendations and solutions for women's economic empowerment, the expansion of entrepreneurial activities, and removal of the barriers they face in the workplace.

Steering Committee



Figure 28: WNBA Steering Committee

Under PSA's guidance, the WNBA Steering Committee is becoming a stronger informal network with the addition of three organizations: *Ganja WRC*, *AWiS*, and *Femmes Digitales*. PSA facilitated a Steering Committee meeting to discuss the advocacy campaigns under the WNBA. Thirteen participants from *AmCham*, *AWEDA*, *ARWA*, *Femme Digitales*, *Ganja WRC*, *KOBSKA*, *YAPU*, and *AMFA* discussed their advocacy plans and media plan initiatives to promote the WNBA.

In the next reporting period, the Steering Committee and PSA will start preparing the transition as a standalone network.

Objective 3: Improved Livelihoods and Income Generation in Targeted Sectors

PSA supports women's associations with assistance opportunities and technical support programs to help women entrepreneurs launch their own businesses or increase their incomes. During PY4 Q2, PSA continued to support Azerbaijani associations and organizations to establish linkages with their international peers to define the potential for collaboration and joint projects in the future.

Partnerships and Linkages

Building regional partnerships and connecting with regional organizations is another way to increase cooperation and international exposure of Azerbaijan associations. PSA introduced *AWiS* to three fast growing associations in Georgia which contribute to community development and shape the professional, social, and economic ecosystems in Georgia. The Georgian associations have a strong reputation in supporting women's contribution to the economy. Through PSA, *AWiS* is now connected with *The Institutional and Capacity Development Center*, *HR Professionals Association*, and *HOME - People and Organizational Development Ecosystem*.

Peer Learning Session on Coalition Building

Gulbeniz Gambarova, *ARWA*'s President and member of the WNBA Steering Committee, represented Azerbaijan in an international peer learning session facilitated by *CIPE*'s Jordan office. The session brought together independent associations, other civil society actors, and leading businesswomen's coalitions representatives from (Jordan, Romania, Azerbaijan, Kyrgyzstan, Kazakhstan, Tajikistan, and Uzbekistan) to exchange ideas, lessons learned, and best practices. More than sixty participants exchanged ideas on how to manage coalitions, the critical aspects of building sustainability and ownership, how to maintain flexibility while keeping their identity, and other important aspects of formal and informal coalitions. Gambarova presented the Azerbaijani model of the Steering Committee and its accomplishments so far. According to *ARWA*'s chairperson, one of the most important takeaways is that the women's coalitions that developed the WNBA are already part of an international movement. A Kyrgyz representative affirmed this, saying, "Don't do it for women, do it together with women." *ARWA* will add this phrase on the list of messages and key phrases to be used in *ARWA*'s advocacy campaign for the WNBA in Azerbaijan.

Continuing Small Material Assistance to Organizations

During this quarter, ARWA, AWEDA, and KOBSCA finalized the implementation of the projects within small material assistance as a part of activities started in 2022.

AWEDA's small material assistance project implementation: PSA attended the “Networking Meeting with Women Entrepreneurs” organized by AWEDA in Lankaran. More than 50 women from Astara, Bilasuvar, Masallı and Lankaran joined the meetings. The event was focused on raising awareness on association membership and uniting women entrepreneurs. A majority of the female participants were engaged in micro, small, or medium-sized businesses in the fields of commerce, services, baking, and tailoring. PSA assisted in facilitating the workshop on main challenges for women entrepreneurship in the represented fields. Most of the women entrepreneurs identified high interest rates for credit as their main barrier in expanding their business. The event series was highlighted in local media outlets.

KOBSCA's small material assistance project implementation: PSA supported KOBSCA with establishing a coworking center for women entrepreneurs. The center provides free training opportunities, attracts new residents, and provides women entrepreneurs with access to an office facility.



Figure 29: ARWA Directory Presentation Event

ARWA's small material assistance project implementation: As a part of small material assistance project, PSA supported ARWA to develop and launch the association's catalog “From Whispers to Voices” with information about activities and achievements of 50 Women's Development and Enterprise Groups, involving 700 women in 23 districts of Azerbaijan. The deputy chairperson of SCFWCA and more than 25 associations' members from different regions attended the launching event. Participants shared their experiences and success stories as members of ARWA. The event emphasized the role of Women's Development and Enterprise Groups not only as a business opportunity provider, but as a strong partner for social development in the communities. The catalog was also presented to the audience in Barda with engagement from women's groups representatives and local authorities. Approximately 60 representatives from 50 women's groups representing 23 regions of Azerbaijan participated at the event.

New Small Material Assistance to Organizations

The Small Material Assistance Projects in 2023 are dedicated to support advocacy campaigns to raise awareness and implement the priorities and recommendations in the WNBA. The individual campaigns have multiple scopes: they will complement the collective advocacy campaign conducted by PSA with support and participation of members of the WNBA Steering Committees, build the capacity of the local organizations to advocate, encourage collaboration between organizations in implementing local campaigns, and build a good reputation and notoriety as strong advocates. PSA supported the program participants to develop concept notes to raise awareness and advocacy campaigns for the priorities and recommendations in the WNBA. The participants received tailored assistance to design a proposal

concept and budget that is clear, comprehensive, and in line with the expectations of promoting the WNBA priorities and recommendations.

The Small Material Assistance Program also offered a venue for cooperation between organizations. During the Steering Committee meetings, several organizations expressed their views that alignment and coordination between individual organizations' advocacy campaigns is necessary to create synergy and higher impact. Eight organizations submitted concept notes to develop awareness and advocacy campaigns for the implementation of WNBA recommendations: AWEDA, ARWA, KOBASKA, Mektebim, YAPU, Ganja RWC, Femmes Digitales, and AWiS.

During this quarter, PSA selected the consultancy company that will train women entrepreneurs in rural areas on improving their digital skills. The 36-hour program will include five in-person sessions and one online session. Modules will cover topics to enhance IT skills, online communication, and marketing.

Component 3 Cross-Cutting Activities

On January 30, 2023, PSA attended the **"Power of Women in Business" Project Launching** presentation on the joint projects of SMB, Rabitabank, and AWEDA. This initiative will provide support to increase the role of women entrepreneurs in the country's economy, their business activity, raise awareness, and expand access to financial resources. In the opening event, SMB Chairman, Chairman of Rabitabank, and Chairwoman of AWEDA informed participants about the importance of the project and the measures to be implemented within the framework including trainings, mentorship, and networking events for women entrepreneurs.

On January 31, 2023, PSA attended a **National Forum on Agricultural Advisory Services (AAS)** that was organized in the framework of the EU-funded and FAO-implemented "*Strengthening of Agricultural Advisory Services*" project. With support of the MoA, the forum brought together AAS actors to improve their understanding, shared vision, and engagement in the process of strengthening and modernizing the AAS in Azerbaijan. PSA made presentations within two sessions:

- Farm management, entrepreneurship, and agribusiness where PSA presented on experience with support to farmers and entrepreneurs with developing their businesses, extending current markets, strengthening capacity of local agriculture advisory service providers, and ensuring better services for farmers; and
- Women and youth, social entrepreneurship, and nature-based sustainable solutions where PSA presented on the WNBA and included sets of recommendations for ensuring an enabling the environment for women in business and the workplace in Azerbaijan. PSA also shared recommendations for better engagement of women entrepreneurs in the agricultural sector and ensuring access to resources, including agriculture advisory services.

On February 1, 2023, PSA attended the **Agribusiness Development Forum** organized by AKIA. The forum emphasized importance of developing agriculture as a major area in the non-oil sector of the Azerbaijani economy. Participants of panel discussions shared the latest updates on strengthening the agrifood systems, applying innovative technologies, ensuring food security within global changes, improving access to better agriculture services and consultancies, and creating an enabling environment for investment.

PSA met with the USACC Executive Director to discuss the concept note for the **USACC-HP Project: Sustainable Development for Rural Women Entrepreneurship**. Further, provided input and comments on the concept note. Based on the available preliminary information, PSA proposed components to be included in the potential project.

PSA attended the **International Agro Business Forum** organized by KOBASKA. The main objective of the exhibition was to increase the sales opportunities of MSMEs operating in the field of agriculture, to expand cooperation between Azerbaijani and Turkish SMEs, as well as to promote services and

products. More than 45 local and foreign companies operating in the agriculture sector demonstrated their products in the exhibition part of the Forum. B2B and B2C meetings were also held during the event.

PSA attended **AmCham Members' March Luncheon** that featured the Head of the STS as a main guest speaker. He noted that these meetings play an exceptional role in developing partnerships between tax authorities and business structures and further increasing the level of taxpayers' compliance with tax legislation. The Head of the STS also informed the participants about the main directions of tax policy and trends in the field of tax legislation and administration in the upcoming periods. The meeting was followed by an interactive question and answer session, where the STS considered recommendations from business representatives and addressed all questions.

PSA continues to support *Giz Yurdu* and *Bahar Women's Groups* through **TTF implementation**. During this quarter, PSA had a field visit to Masalli to witness progress in the venue preparation and to introduce the vendor to *Giz Yurdu* and *Bahar Women's Groups*. Procurements were approved and project implementation is underway for the recipients and the selected vendors. PSA will define potential partners and markets for both groups once they launch tailoring workshops.

PSA Cross-Cutting Activities

Monitoring, Evaluation, and Learning

According to the latest modification of contract between CNFA and USAID Azerbaijan effective January 20, 2023, seven out of eight contract technical deliverables (indicators) in the **Monitoring, Evaluation, and Learning (MEL) Plan** have been increased.

Previous and current contract totals are listed in the table below:

Table 11: Changes in MEL Indicators from Previous to Current Contract

No.	Indicator	Previous contract's total	Current contract's total
1	Dollar value of grantee contributions cost-share leveraged from grant Recipient organizations	\$7 million	\$11 million
2	Increased agricultural exports to developed markets in Eastern Europe, Gulf states, and Asia	30%	40%
3	Percentage increase in sales by assisted enterprises	52%	66%
4	Improved rural livelihoods in targeted regions 60% increase in income of Recipient households engaged	50%	60%
5	Increased value of US exports to Azerbaijan in targeted sectors	\$15 million	\$15 million
6	Number of farmers using new agronomy and business practices	21,385	25,385
7	Amount of business loans to private sector facilitated under the Activity	\$5.1 million	\$6.1 million
8	Number of economic administrative barriers removed	10 barriers	15 barriers

During Q2, PSA incorporated new contract deliverables mentioned above into its MEL plan. Further, PSA identified targets for the grain value chain and the Middle Corridor which is reflected in the Performance Monitoring Plan (PMP) table of the project MEL plan.

On March 3, 2023, based on the request of USAID, PSA added three new indicators to its MEL plan:

- PSE-1: Number of USG engagements jointly undertaken with the private sector to achieve a U.S. foreign assistance objective.
- PSE 2: Number of private sector enterprises that engaged with the USG to support the U.S. Foreign Assistance objectives.
- PSE-3: Number of private sector enterprises with improved participation in the local economy as a result of USG assistance.

PSA will report on the above-mentioned indicators starting from PY4 during the annual reporting period. PSA submitted PPR templates of PSE 1, 2, and 3 indicators with targets for FY2023, FY2024, and FY2025. The target for FY2023 was forecasted based on PSA PY4 work plan. PSA submitted the amended MEL plan to USAID on March 31, 2023, which was approved by COR.

Communications and Outreach

This quarter, PSA prepared two press releases to distribute to the media agencies and both was approved by USAID and cleared with the partnering organizations (Table 14). Following the events, partnering organizations' staff members shared the press releases with the media. Media coverage through well-known media agencies including *Trend*, *AzerTag*, and *Report News Agency* reached a wide audience. *Space*, a local Azerbaijani TV channel, broadcasted a summary video from the ARWA directory presentation event on February 16, 2023. The USAID Mission Director attended the “Prospects for the Development of Alternative Financial Tools in Azerbaijan” conference and engaged in a media interview. Three media agencies published the Mission Director’s interview (*Ses Information Agency*, *Trend* and *Report*) and 3 local TV channels (*AzTV*, *ATV*, *CBC TV*) aired it.

Table 12: Press Releases Developed in PY4 Q2

No.	Events	Date
1	“From Whispers to Voices” ARWA directory presentation	February 16, 2023
2	“Prospects for the Development of Alternative Financial Tools in Azerbaijan” conference	March 2, 2023

PSA supported the DFACA of MoA in developing the *agroassociation.az* website (Figure 24). The website has a USAID Private Sector Activity section, where PSA agricultural activities can be uploaded. PSA started adding information about its activities to the website during this quarter.



Figure 30: Agroassociation.az Website

USAID, the Israeli Embassy in Azerbaijan through its *Agency for International Development Cooperation (MASHAV)*, and Coca-Cola Azerbaijan jointly established demonstration plots on the Education-Experimental Farm of ASAU. In March 2023, tree planting on the demonstration plots was completed and three partner organizations developed a joint post about the overall project. The post has been published on the Facebook page of the organizations.

PSA continued to use *issuu.com*, a digital publishing platform that enables creators to distribute publications to a global audience. On the platform, manuals have been uploaded and new ones will be added as well. PSA publications are accessible to farmers, students, and other interested individuals through the platform’s links shared by PSA. A blog post on the Azerbaijan Agricultural Trade Mission to Washington was published on the Medium platform. Medium is among the most popular publishing platforms in the U.S., which enables PSA to reach the U.S. market.

Facebook is the primary tool for distributing PSA initiatives to a larger audience. The page began in May 2020 and through this page, posts about PSA’s activities were shared to reach a wider audience. From October 2020 to October 2022, the page grew to have over 10,000 followers. In the summer of 2022, the Facebook page experienced some unforeseen intermittent technical issues causing some security concerns in terms of accessibility of the page. PSA informed USAID and following a discussion with USAID on the path forward, CNFA’s HQ Communications Department recreated a new page transferring all content from the old to the new page.

Additional security measures have been put in place on the PSA Facebook page. As a further measure, CNFA HQ Communications Department now holds monthly meetings to discuss ongoing updates and social media management plans along with guidance and training to the PSA Communications specialist. For the remainder of the Activity, they will play a consulting role as the Page Administration to safeguard the account.

PSA looks forward to increasing the number of followers in each of the upcoming months through well-told stories of the project impact and an ongoing role in organizing and promoting the stakeholders of its programmatic activities.

Environmental Management and Monitoring

From January to March 2023, PSA was mainly engaged in the preparation process of new Environmental Review Checklists (ERC) and Simplified Environmental Review Forms (SERF) PSA also provided Health, Safety and Environmental trainings to various construction and installation crews as well as pesticide applicators within PSA Projects. Nine ERCs/SERFs were approved out of ten submitted. One ERC is under internal review and one ERC is in preparation. Four Records of Compliance (ROCs) are still under USAID’s review. Below is the current status of ERCs and ROCs:

Table 13: Status of Current ERCs

No.	Project Name	Value Chain	Status	Date
1.	Establishment of a Modern Sewing/Tailor's Workshop for Bahar Women Development and Enterprise Group in Masalli rayon	Women's group	ERC approved	January 13, 2023
2.	Establishment of a Modern Sewing/Tailor's Workshop for Gizyurdu Women Development and Enterprise Group in Masalli rayon	Women's group	ERC approved	January 13, 2023
3.	Provision of Air Conditioner for Zaur Hajiye's Training Room in Goychay rayon (SERF)	Orchard	SERF approved	January 27, 2023
4.	Provision of semi-automatic suction candy line for Hijran Bayramova in Zagatala rayon	Other	ERC approved	March 1, 2023
5.	Purchase and Installation of Cold Storage Equipment on Eyvaz Abiyev's Project Site in Sabirabad rayon	Orchard	ERC approved	March 14, 2023
6.	Purchase and Installation of Cold Storage Equipment on Javid Shirinov's Project Site in Shamkir rayon	Orchard	ERC approved	March 14, 2023
7.	Improvement of Fruit Production at Ilham Maharramov's Fruit Farm in Guba rayon	Orchard	ERC approved	March 9, 2023
8.	Procurement of Kitchen Equipment for Old Kish Women's Group in Sheki Rayon	Tourism	ERC approved	March 14, 2023
9.	Purchase and Installation of Cold Storage Equipment on Shohrat Farzaliyev's Project Site in Gusar rayon	Orchard	ERC approved	March 28, 2023
10.	Purchase and Installation of Cold Storage Equipment on El Fruits's Project Site in Gusar rayon	Orchard	ERC submitted to USAID	March 13, 2023
13.	Purchase and Installation of Cold Storage Equipment on Tural Gasimli's Project Site in Shamkir rayon	Orchard	ERC is under internal review	March 29, 2023
14.	Establishment of Glamping Tourism at İftikhar Huseynov's Tourist Site in Goygol Rayon	Tourism	ERC preparation is under preparation	March 27, 2023

Table 14: Status of Current ROCs

No.	Project Name	Value Chain	Status	Date
1.	Installation of Cold Storage Equipment on ASAU in Goygol rayon	Orchards	ROC submitted to USAID	November 21, 2022
2.	Installation of Cold Storage Equipment on ATA Agro's Farm in Samukh rayon	Mixed value chain	ROC submitted to USAID	November 21, 2022
3.	Installation of Cold Storage Equipment on Elnur Beydullayev's Land in Goychay rayon	Persimmon	ROC submitted to USAID	November 21, 2022
4.	Procurement of a motor-driven irrigation pump and "motoblock" (hand-propelled cultivator) for Zarina Mammadova's farm	Hazelnut	ROC submitted to USAID	November 21, 2022

APPENDIX A: RESEARCH REPORTS

1. [Are Banks Lending to Businesses?](#)
2. [Azerbaijan's Non-Oil Exports in 2022](#)

Are Banks Lending to Businesses?

January 2023

Introduction

This report briefly summarizes the business loans currently being offered by banks and major non-bank financial institutions in Azerbaijan as of January 2023. PSA's survey shows that all banks are actively lending now. Although interest rates have not changed significantly, several banks, including Bank of Baku, Express Bank, and TuranBank have slightly decreased their rates, increased the maximum loan amounts, and extended the duration of their loan products since PSA's last banking review in June 2022. In general, banks have increased marketing materials and campaigns for both business and consumer loans and are actively competing for good business borrowers. In talking to bankers, reviewing advertisements for loan products, and talking to small and medium-sized businesses, there is clearly increased competition for reliable customers in the marketplace, which is always good for business and for borrowers.

BANK	CURRENT LENDING STATUS
Access Bank	<p>The bank offers the following types of loans to agribusiness:</p> <ul style="list-style-type: none"> a) Fast microbusiness loans: up to 10,000 AZN, up to 36 months, starting from 24% b) Unsecured microbusiness loans: up to 50,000 AZN, up to 48 months, starting from 17% c) Microbusiness loans (Max support): up to 100,000 AZN, up to 60 months, from 16% d) Seasonal microbusiness loans for seasonal agricultural activities: up to 15,000 AZN, up to 12 months, starting from 12% e) Credit card for microbusiness: up to 15,000 AZN, 60 months, starting from 22% f) SME loans: 50,000-3,000,000 AZN, up to 60 months, interest is negotiated based on loan amount, duration, collateral, financial situation, and credit history of the borrower g) Entrepreneurship Development Fund of the Republic of Azerbaijan (EDF) loans: <ul style="list-style-type: none"> • Concessional loan: up to 3,000,000 AZN, up to 60 months, up to 5% • Guaranteed loan: up to 3,000,000 AZN, up to 36 months, up to 15% • Equipment loan: up to 3,000,000 AZN, up to 60 months, up to 9% • Concessional equipment loan: up to 10,000,000 AZN, up to 120 months, up to 5% h) Agrarian Credit and Development Agency (AKIA) loans: <ul style="list-style-type: none"> • Microloans with no collateral: 5,000-15,000 AZN, 12-36 months, 12% interest • Regular loans with collateral: 5,000-200,000 AZN, 6-36 months, 7% interest • AKIA loans for equipment and cattle: up to 1,000,000 AZN, 60 months, 7% interest <p><i>The bank also offers overdrafts, letters of credit, and bank guarantees to business customers.</i></p>
AFB Bank	<p>The bank offers the following types of loans to agribusiness:</p> <ul style="list-style-type: none"> a) Agricultural loans: 300-30,000 AZN, 3-36 months, starting from 22% b) Micro loans: 500-30,000, 3-36 months, interest rate 18% c) Microloans: 500-30,000 AZN, 3-36 months, starting from 21% d) SME loans: 30,000-250,000 AZN, 6-36 months, interest rate 17-18% e) Fast business loans: up to 300,000 AZN, interest rate 12% f) Corporate loans: more than 250,000 AZN, 6-36 months, interest rate 15-16% g) EDF loans h) AKIA loans <p><i>The bank also offers letters of credit and bank guarantees to business customers.</i></p>

BANK	CURRENT LENDING STATUS
Aqrar Kredit (Joint Stock Credit Organization)	<p>The state-owned non-bank credit organization offers the following types of loans to agribusinesses:</p> <ul style="list-style-type: none"> a) Micro loans: 500-5,000 AZN, interest rates 21-24%, up to 60 months b) Business loans: starting from 5,000 AZN, interest rates 18-21%, up to 60 months c) EDF loans d) AKIA loans
ASB Bank	<p>The bank offers the following types of loans to agribusiness:</p> <ul style="list-style-type: none"> a) Business Support Loans: up to 36 months, interest rates 14-22%, starting from 5,000 AZN/USD. The maximum amount of the loan is determined individually. b) EDF loans <p><i>The bank also offers letters of credit and bank guarantees to business customers.</i></p>
Azer-Turk Bank	<p>The bank offers the following types of loans to agribusiness:</p> <ul style="list-style-type: none"> a) Startup loan: up to 50,000 AZN, up to 60 months, interest rates start from 7% b) Entrepreneur credit card: 500-5,000 AZN, interest rate 20%, 40-day grace period c) Business credit line: both AZN and USD. Terms are negotiated individually with borrowers and depend on the borrower's business plan and credit history/rating d) SME loans: up to 200,000 AZN, up to 42 months, interest rates 13-19% e) Large business loans: more than 100,000 AZN, 3-36 months, interest rates start from 13% f) EDF loans <p><i>The bank also offers letters of credit and bank guarantees to business customers.</i></p>
Bank Avrasiya	<p>The bank offers the following types of loans to agribusiness:</p> <ul style="list-style-type: none"> a) Business loans: up to 200,000 AZN, up to 48 months, interest rates 14% for AZN, 6% for USD loans <p><i>The bank is in EDF's correspondent bank list, but it is not actively marketing EDF supported loans and subsidy mechanisms. The bank also offers letters of credit and bank guarantees to business customers.</i></p>

BANK	CURRENT LENDING STATUS
Bank BTB	<p>The bank offers the following types of loans to SMEs and to agribusiness:</p> <ul style="list-style-type: none"> a) SME loans: up to 1,000,000 AZN, 3-48 months, interest rates from 16% for AZN, 7% for USD b) Micro loans: up to 50,000 AZN, up to 48 months, interest rates 18-26% for AZN, 12-16% for USD loans c) Corporate loans: terms are negotiated upon application d) ICT Fund¹ loans: 10,000-5,000,000 AZN, up to 120 months, interest rate is 5% e) AKIA loans <p><i>The bank is in EDF's correspondent bank list, but it is not actively marketing EDF-supported loans and subsidy mechanisms. The bank also offers letters of credit and bank guarantees to business customers.</i></p>
Bank of Baku	<p>The bank offers the following types of loans to agribusiness:</p> <ul style="list-style-type: none"> a) Micro loans: 500-50,000 AZN, 3-36 months, interest rate 24-25% b) SME Business loans: 500-300,000 AZN, interest rates start from 12%, 3-48 months c) SME Production loans: 500-300,000 AZN, interest rates start from 12%, 3-48 months d) SME Tourism loans: 20,000-300,000 AZN, interest rates start from 12%, 3-48 months e) Large project loans: 300,000+ USD or AZN, interest rate 4%, 3-120 months f) AKIA loans g) Vocational loans: up to 10,000 AZN, interest rate starting from 27%, up to 36 months <p><i>The bank is in EDF's correspondent bank list, but it is not actively marketing EDF-supported loans and subsidy mechanisms. The bank also offers letters of credit and bank guarantees to business customers.</i></p>
Bank Respublika	<p>The bank offers the following types of loans to agribusiness:</p> <ul style="list-style-type: none"> a) Micro and Agro loans: up to 50,000 AZN (USD 10,000), up to 36 months, interest rate starting from 10% b) Farmer loans: up to 20,000 AZN, up to 9 months, interest rate starting from 12% c) SME loans: 20,000 -1,000,000 AZN (USD or EUR equivalent), Terms are negotiated with businesses, grace period up to 12 months d) Corporate business loans: 1,000,000-5,000,000 AZN, (USD or EUR equivalent), terms are negotiated with businesses e) Credit line: 20,000-5,000,000 AZN (USD equivalent) up to 12 months, interest rate varies depending on other terms of the loan f) EDF loans and subsidy mechanism g) AKIA loans h) Mortgage and Credit Guarantee Fund subsidized loans: 30,000-5,000,000 AZN, 60 months, interest rate starts from 14%, subsidy 8-10% of the interest rate, credit guarantee between 15-75% of the principal amount <p><i>The bank also offers letters of credit and bank guarantees to business customers.</i></p>

¹ State Fund for Development of Information Technologies

BANK	CURRENT LENDING STATUS
Bank VTB	<p>The bank offers the following types of loans to businesses:</p> <ul style="list-style-type: none"> a) Micro credit: up to 50,000 AZN, up to 36 months, interest rate starting from 18% b) Small business turnover loan: up to 50,000,000 RUB (or equivalent in AZN), up to 36 months, interest rates starting from 14% c) Small business investment loan: up to 50,000,000 RUB (or equivalent in AZN), up to 60 months, interest rates starting from 14% d) Medium business turnover loan: up to 36 months, up to 50,000,000 RUB (or equivalent in AZN), interest rates starting from 14% e) Medium business investment loan: up to 60 months, up to 50,000,000 RUB (or equivalent in AZN), interest rates starting from 12% f) EDF loans and subsidy mechanism <p><i>The bank also offers letters of credit and bank guarantees to business customers.</i></p>
Express Bank	<p>The bank offers the following types of loans to agribusinesses:</p> <ul style="list-style-type: none"> a) SME loans: up to 5,000,000 AZN, 60 months, interest rates starting from 12% for AZN, 4.5% for USD b) Agro loans: up to 1,000,000 AZN, up to 60 months, interest rates 7-12% c) Mortgage and Credit Guarantee Fund subsidized loans: 30,000-5,000,000 AZN, 60 months, interest rate starts from 14%, subsidy 8-10% of the interest rate, credit guarantee between 15-75% of the principal amount <p><i>The bank also offers letters of credit and bank guarantees to business customers.</i></p>
FINCA	<p>The organization offers the following types of loans to businesses:</p> <ul style="list-style-type: none"> a) Micro loans for business and agriculture: 800-15,000 AZN, 6-24 months, interest rates 23-24% b) AKIA Micro loans: 1,000-15,000 AZN, 6-24 months, interest rate 12%
Gunay Bank	<p>The bank offers the following types of loans to agribusinesses:</p> <ul style="list-style-type: none"> a) Business loans: up to 36 months, all terms are negotiated b) AKIA loans: 5000-200,000 AZN, 6-36 months, interest rate 7%

BANK	CURRENT LENDING STATUS
International Bank of Azerbaijan	<p>The bank offers the following types of loans to agribusinesses:</p> <ul style="list-style-type: none"> a) Large corporate loans: all terms are negotiated individually b) Export support loans for corporate clients: up to 10,000,000 AZN, starting from 8%, up to 60 months c) Agro loans: up to 1,000,000 AZN, interest rate starting from 12% for AZN and 5% for USD and EUR loans, up to 60 months d) Micro loans: up to 20,000 AZN, interest rate starting from 19%, up to 36 months e) Investment credit/credit line: up to 1,000,000 AZN, interest rate from 12%, up to 60 months f) Invoice financing: up to 1,000,000 AZN, interest rate 12-15%, up to 18 months g) Business refinance loan: up to 1,000,000, interest rate 12%, up to 60 months h) Turnover credit/credit lines: 30,000-1,000,000 AZN (USD and EUR equivalent), interest rates starting from 12% for AZN, 8% for USD and EUR loans, 36 months i) Partners support loan: up to 350,000 AZN, up to 12 months, interest rate from 12% j) EDF loans and subsidy mechanism k) AKIA loans l) Mortgage and Credit Guarantee Fund subsidized loans: 30,000-5,000,000 AZN, 84 months, interest rate starts from 14%, subsidy 8-10% of the interest rate, credit guarantee between 15-75% of the principal amount <p><i>The bank also offers letters of credit and bank guarantees to business customers.</i></p>
Kapital Bank	<p>The bank offers the following types of loans to agribusinesses:</p> <ul style="list-style-type: none"> a) Microbusiness loans: 1000-100,000, up to 36 months, interest rate 16% b) Business loans: up to 36 months, amounts starting from 50,000 AZN, interest rates starting from 12% for AZN and 8% for USD/EUR loans c) EDF loans and subsidy mechanism d) AKIA loans e) Mortgage and Credit Guarantee Fund subsidized loans <p><i>The bank also offers letters of credit and bank guarantees to business customers.</i></p>
Mugan Bank	<p>The bank offers the following type of loans to agribusinesses:</p> <ul style="list-style-type: none"> a) Business loans supported with real estate as collateral: up to 36 months, interest rate starting from 4% for AZN and 8% for USD loan, starting from 10,000 AZN and more b) Mortgage and Credit Guarantee Fund subsidized loans <p><i>The bank is in EDF's correspondent bank list, but it is not actively marketing EDF-supported loans and subsidy mechanisms. The bank also offers letters of credit and bank guarantees to business customers.</i></p>

BANK	CURRENT LENDING STATUS
Pasha Bank	<p>The bank offers the following types of loans to agribusinesses:</p> <ul style="list-style-type: none"> a) Overdrafts: short-term financing of working capital. Terms are negotiated b) Credit lines: terms are negotiated individually c) Corporate loans: terms are negotiated individually d) Loans to financial institutions: up to 2,000,000 AZN. Terms are negotiated e) Subsidized Agricultural loans funded by the Ministry of Finance: up to 50,000-500,000 AZN (or equivalent in USD), 24-84 months, other terms are negotiated individually f) Subsidized loans funded by the ICT Fund: up to 5,000,000 AZN, up to 10 years, fixed 5% interest rate g) EDF loans and subsidy mechanism h) AKIA loans i) Mortgage and Credit Guarantee Fund subsidized loans <p><i>The bank also offers letters of credit and bank guarantees to business customers.</i></p>
Premium Bank	<p>The bank has resumed lending and offers the following types of loans to businesses:</p> <ul style="list-style-type: none"> a) Micro loans b) SME loans c) Large corporate loans <p><i>All terms are negotiated with applicants.</i></p>
Rabita Bank	<p>The bank offers the following types of loans to agribusiness:</p> <ul style="list-style-type: none"> a) Contract financing: up to 6 months, 16% up to 250,000 AZN, 14% up to 1,000,000 AZN b) Invoice financing: up to 3 months, 13% for up to 250,000 AZN, 12% up to 1,000,000 AZN c) Farmer loans: up to 36 months, up to 15,000 AZN, interest rates start from 5% d) Agro loans: up to 50,000 AZN, up to 36 months, interest rates start from 5% e) Micro loans: up to 50,000 AZN, 3-36 months, interest rate 17-23% f) Micro loans for women: up to 50,000 AZN, 3-36 months, interest rate 18.9% g) Business loans for women: up to 1,000,000 AZN, up to 36 months, interest rate 12.9% h) Business loans: up to 36 months, starting from 30,000, interest rate start from 16% for AZN and 6% for USD loans i) Mortgage and Credit Guarantee Fund loans j) AKIA/World Bank project: 30,000-800,000 AZN (USD 500,000), interest rate 8.8%, 36-84 months, grace period 36 months k) AKIA loans l) EDF loans and subsidy mechanism <p><i>The bank also offers letters of credit and bank guarantees to business customers.</i></p>
TBC Credit	<p>The credit organization offers the following types of loans to agribusinesses:</p> <ul style="list-style-type: none"> a) Micro loans: 500-30,000 AZN, 6-36 months, interest rates starting from 19%

BANK	CURRENT LENDING STATUS
Turan Bank	<p>The bank offers the following types of loans to agribusinesses:</p> <ul style="list-style-type: none"> a) Micro loans: up to 2,000,000 AZN, up to 36 months, interest rate starts 16% b) Women entrepreneur loans: 500-100,000 AZN, 3-36 months, interest rate – 18.5% c) Agro loans: up to 20,000 AZN, up to 15 months, interest rate 13-17% d) Corporate business credit lines: up to 500,000 AZN, up to 36 months, interest rate 18% for AZN and 8% for USD loans e) EDF loans and subsidy mechanism f) AKIA loans <p><i>The bank also offers letters of credit and bank guarantees to business customers.</i></p>
Unibank	<p>The bank offers the following types of loans to agribusinesses:</p> <ul style="list-style-type: none"> a) Agro loans: 20,000-300,000 AZN, up to 36 months, interest rate is negotiated b) Business loans: 15,000-10,000,000 (AZN, USD, EUR), 48 months, interest rate 14% c) Business credit line: terms are negotiated but are very close to the business loan terms d) Production loans: up to 36 months, between 50,000-1,000,000 AZN, interest rate is negotiated e) Loans subsidized by Azerbaijan's Mortgage and Credit Guarantee Fund: 30,000-10,000,000, up to 84 months, interest rate 6% f) Overdraft: 5,000-100,000 AZN, 2 months, interest rate 16% g) EDF loans and subsidy mechanism h) AKIA loans <p><i>The bank also offers letters of credit and bank guarantees to business customers.</i></p>
Xalg Bank	<p>The bank offers the following types of loans to agribusinesses:</p> <ul style="list-style-type: none"> a) Agro loans: up to 500,000 AZN, up to 72 months, interest rate 10-12% b) Business loans: up to 60 months, up to 100,000 AZN, interest rate 10-15% c) EDF loans and subsidy mechanism <p><i>The bank also offers letters of credit and bank guarantees to business customers.</i></p>
Yapi Kredi Bank	<p>The bank offers business loans in AZN and USD. Terms are negotiated individually.</p> <p><i>The bank also offers letters of credit and bank guarantees to business customers.</i></p>
YeloBank	<p>The bank offers the following types of loans to agribusinesses:</p> <ul style="list-style-type: none"> a) Micro loans: 500-100,000 AZN, up to 36 months, interest rate from 16% b) Business loans: 50,000 – 5,000,000, up to 60 months, interest rates from 11% c) EDF loans and subsidy mechanism d) AKIA loans <p><i>The bank also offers letters of credit and bank guarantees to business customers.</i></p>

BANK	CURRENT LENDING STATUS
Ziraat Bank	<p>The bank lends to businesses in AZN and USD. Terms are negotiated individually.</p> <ul style="list-style-type: none"> a) SME loans b) Agricultural loans c) Business credit lines d) Loans to support imports from Turkey, in cooperation with the Turkish EximBank e) AKIA loans f) Mortgage and Credit Guarantee Fund loans: 30,000-5,000,000, up to 84 months, interest rate 6-12% g) EDF loans and subsidy mechanism <p><i>The bank also offers letters of credit and bank guarantees to business customers.</i></p>

Azerbaijan's Non-Oil Exports in 2022

Azerbaijan's non-oil exports in 2022 have grown by 30.9% compared to 2021²

The value of Azerbaijan's exports in 2022 was \$38.1 billion USD and the share of non-oil exports in this total was \$3.05 billion USD. The growth in non-oil exports for 2022 was 12.4% in comparison with the previous year.

The top five destinations for non-oil exports in 2022 were: Russia (\$928.6 million); Türkiye (\$713.1 million); Georgia (\$228.4 million); Switzerland (\$198.5 million); and Kazakhstan (\$102.7 million). Russia has replaced Türkiye as Azerbaijan's leading destination for non-oil exports.

During 2022, the export of chemical industry products increased by 57.7%, the export of ferrous metals and their products by 17.5%, the export of aluminum and its products by 15.4%, and the export of tea by 35.6%. The statistical value of the joint export of fresh and processed agricultural products amounted to 912.4 million US dollars.

Fruit and vegetable products exported during 2022 accounted for 93% of the group of agricultural products. The value created by processed agricultural products, which occupy a significant place in the composition of non-oil and gas exports, increased by 35.4% compared to the corresponding period of last year. Urea (209.7 million US dollars) was the first in the list of non-oil sector goods exported during January-December 2022. In this list, gold (US\$185.2 million) was ranked second, and cotton wool (US\$173.5 million) was ranked third.

Azerbaijan's Service Exports

Azerbaijan's income from tourism has grown since 2021. Foreigners who visited Azerbaijan in 2022 conducted operations with their bank cards in the amount of 2.2 billion AZN, compared to 1.3 billion AZN in 2021, close to 100% increase. The increase is attributed to decreased travel restrictions to Azerbaijan and increased stability in the region, while resumption of the Formula 1 in Azerbaijan has also positively impact tourism figures. Anecdotal information from informed sources suggests that increases in tourism revenues are from increased travel from the Gulf countries, India, and Russia. There is no official data, but many Russians have either visited or moved temporarily to Azerbaijan after the war with Ukraine started.

Azerbaijan exported \$26.6 million USD worth of satellite telecommunication services and optical satellite services to 42 countries in 2022. The top five export destinations were the United Kingdom (\$6.5 million), France (\$6 million), Luxemburg (\$4.3 million), the United Arab Emirates (\$2.2 million), and Pakistan (\$1.5 million).

² State Statistics Committee: <https://customs.gov.az/az/faydali/gomruk-statistikasi/en-cox-ixrac-olunan-mallar>

APPENDIX B: U.S. – AZERBAIJAN BUSINESS LINKAGES

U.S. Organization Name/Address	Azerbaijani Organization	Products/Services of Interest	Status/Progress/Issues	Notes and Next Steps
Grow More, Inc (GM) Gardena, CA	Vatan Az (VA)	Fertilizer chemicals	GM has issues with supply, inventory management and scheduling, VA is unable to receive products on time. GM freight forwarder cannot book direct shipment to Ganja, only to Poti Port. PSA assisted GM and VA to book a seaway container to Poti.	Both parties continue to receive regular PSA support with communication and cargo logistics. A total of 19 products have been registered. PSA mediated disagreements between parties on price increases PSA facilitated registration of 10 additional products with AFSA. Fourth order placed late December 2022 PSA agreed to assist VA with a Full Container Load (FCL) delivery to Ganja, Azerbaijan.
Symbiotic Aquaponic (SA) (Oklahoma)	Azerbaijan Fish Farm (AFF) Lu-Mun Holding (LMH) (Local contractor: Grow Group and Target LLC) BSU	Aquaponic (AP) greenhouse design, manufacturing, and commissioning, understanding how to manage AP greenhouse systems	AFF completed water quality parameters (pH, levels of salinity, etc.) per SA's request, and a site evaluation for building AP greenhouse in one of the agroparks	SA representatives met with LMH and Agrokompleks during the Caspian Agro Expo 2022. SA is interested in working with BSU - Center of Excellence AFF to provide technical data requested by SA (site planning and utility access). PSA to coordinate and assist SA and its subcontractors Grow Group LLC and Target LLC with procurement and shipping of materials.
CoolBot, Store It Cold, LLC	Arca Concepts (AC)	Patented technology transforming insulated space into a walk-in or mobile cooler by standard air conditioner (AC) and CoolBot device	PSA successfully established a linkage between Arca Concepts (AZ) and Store it Cold, LLC (US). PSA assists with shipping and consolidation of cargo in Norfolk, Virginia	PSA supported Arca Concepts with product promotion at Caspian Agro. Arca Concepts purchased 20 units of Cool Bot devices and accessories. PSA assists Arca Concepts with sourcing materials, including AC, insulation and RFP panels and strips.
Webstaurant Store Restaurant Depot EAS Consulting Group	Arca Concepts	Sourcing and purchase of construction materials for commercial kitchens, as well as restaurants	PSA assisted the company in sourcing materials and equipment onsite, in-store, and online through webstaurantstore.com	After all ordered goods arrive at the warehouse in Norfolk, VA, the container is expected to depart by the end of April 2023.

eBay	Ramin Badirzade (Individual entrepreneur)	Computers and electronics	PSA assisted with market-entry facilitation program; communicating with Ebay international team; visiting two warehouses in Delaware; negotiating lower rates for annual storage and consolidation of incoming orders;	PSA assisted in coordinating regular scheduled shipments from the 'sales tax' free zone in Delaware to Silkway Airlines West warehouse in ORD (Chicago) airport with destination to GYD (Baku) airport;
Rivian Automotive, Inc.	Nizami Qarayev (individual entrepreneur)	Electric vehicles	PSA assisted in establishing communication with the electric vehicle manufacturer and ordering a custom-built electric pickup truck	Rivian is building an electric sport utility vehicle (SUV) and pickup truck on a "skateboard" platform that can support future vehicles or be adopted by other companies. Rivian started deliveries of its R1T pickup truck in late 2021.
U.S. ecommerce platforms: (Ebay, IAAI, and COPART websites)	Nizami Qarayev (individual entrepreneur)	Auto parts, OEMs, aftermarket spare parts, used cars	PSA intervention assisted in market-entry facilitation program, including air cargo route optimization (wholesale price drop from \$5.25/kg to \$4.50/kg due to significant increase in chargeable volume);	PSA assisted with purchasing, consolidation, and shipment of goods. PSA established direct communication with eBay, IAAI, and COPART websites.
Johnny's Seeds Maine	Expert Agro Services Tomato growers	Non-GMO, organic seeds and small farm supplies Researching market potential for herbs and leafy greens San Marzano tomato seeds	PSA assisted EAS with selecting mildew resistant seeds, (lettuce, sweet and purple basil, Summer Crisp Boston Bibb, etc.) PSA requested info on San Marzano tomatoes from JS;	PSA assisted EAS with small-ticket orders of seed (Johnny's Seeds, TrueLeaf Market) and produce packaging (A-Roo Co.)
GOWAN Co. Yuma, AZ	Expert Agro Services (EAS)	Development, marketing, and processing agricultural inputs, crop protection products, seeds, and fertilizers.	Submitted PSA's form; marketing materials are available on Gowan website. Confirmed participation in the Caspian Agro;	PSA is awaiting EAS to find a time to meet with Gowan leadership. PSA shared USAID's letter of invitation to the Caspian Agro; EAS to finalize the list of products they will assist in registering in Azerbaijan;
Nelson Irrigation Corporation Walla Walla, WA	In search of partners	Irrigation systems (sprinklers and pivot) for large crops (stone fruit)	In the process of preparing shipment of exhibit materials. Confirmed participation in the Caspian Agro;	The company will not be able to have its leadership participate in the Caspian Agro in person, but PSA staff will be able to represent them at the show. PSA to translate the marketing materials (logos and ppt); PSA to provide the shipment address;

Hexas Biomass WA	In search of partners	Patented grass for the purposes of fiber production to replace fossil fuels, wood, and animal feed.	Company leadership will not be available to attend Caspian Agro in person, but agreed to present products via local representation;	PSA is awaiting feedback from Hexas regarding the selected candidate to represent the company at the Expo;
Transparent Path Seattle, WA	In search of partners in Azerbaijan and Georgia	Cellular sensor devices to track container conditions for produce being transported (temperature, humidity, etc) during shipment helping prevent food waste in produce transportation.	Submitted PSA form and marketing materials. Confirmed participation in the Caspian Agro;	Demo items specs: BOX DIMENSIONS- 9.25" x 5.5" x 3.25" (235mm x 140mm x 83mm), BOX WEIGHT - 2 lbs (907g) Minor grammatical edits are needed for the self-translated presentation. PSA to arrange B2B meetings in Baku and in Tbilisi.
Rooted Leaf Agritech Arlington, WA	In search of partners	Carbon-based fertilizers and regenerative solutions for sustainable agriculture	Confirmed participation in the Caspian Agro; PSA form and marketing materials to be requested;	PSA to inquire about whether small samples of the carbon fertilizer can pass through customs as exception;
Aquacare Environment Bellingham, WA	Nemes Trade LLC (TBC) In search of other Caspian partners	Sustainable aquaculture technology for controlled environment fish farming (salmon production is in high demand in Azerbaijan.	Requested PSA's form and marketing materials for the Caspian Agro 2023. The company will most likely participate in the Caspian Agro 2023, but PSA still needs to receive a definite answer and marketing materials;	Company leadership has been traveling and will connect with PSA next week. Elshan will meet with the company reps April 20-21 at RASTech in Orlando, FL
Trécé, Inc. Tulsa, OK	Expert Agro Services, LLC (EAS) Local government	Pheromone lures and traps for pest control in conventional and controlled environment	Distributorship agreement signed between Trécé and EAS. All product registration documents have been submitted to the Azerbaijan Food Safety Agency (AFSA) in Baku EAS is still having challenges registering 2 products; Trécé will be represented in the Caspian Agro Expo via EAS.	A total of 13 products will be registered in Azerbaijan. 7 PHEROCON® products have been released from customs and have been submitted to the laboratory for final analysis after PSA furnished EAS with the Certificates of Origin and spoke with the Deputy Director of the Institute (AFSI) PSA to continue assisting Trécé and EAS with shipment and product registration

SolarX/Works Moses Lake, WA	In search of partners Adalat, PSA agronomist (works with strawberry growers) TBC	Sustainable solar solutions to individuals and farmers	Submitted PSA form, awaiting marketing materials. The company has not given a definite confirmation to participation in the Caspian Agro. Adalat has previously requested a meeting with the company.	Followed up, awaiting confirmation. PSA to finalize company's participation in the Caspian Agro
Pollen Systems (PS)	In search of partners	Agricultural analytical systems/programs (satellite and aerial devices) for monitor orchards and other types of crops	PSA facilitated a meeting with ADN Global (based in Türkiye with a presence and multiple projects in Azerbaijan), but ADN decided not to pursue PS products	PSA should arrange a meeting with the Ministry of Agriculture to see if the government would be interested in PS technology. Initially PS was interested in participating in the Caspian Agro 2023 but withdrew interest after PSA's failed attempts to arrange B2B meetings per PS request;
ECORoads TerraFusion International, Inc	TBA - road maintenance/construction entities/government agencies EXLM	Liquid substance for quick and easy application to build roads in rural areas.	PSA introduced the company to Absheron – M, Target MTK, PMD Group, and Baku Gardens - All companies are engaged in construction projects taking place in the Karabakh region;	No additional notes
iUNU Seattle, WA	Unable to identify a partner	Controlled environment agriculture technology (cameras on mobile trolleys collect data, helping prevent diseases)	Met with iUNU reps in person at the Indoor Ag Expo 2023. The company recently withdrew from participation in the Caspian Agro 2023	Followed up Mar 29 with a deadline of April 3, 2023

APPENDIX C: TECHNOLOGY TRANSFER FUND ACTIVITIES

No.	Value Chain	Client Name	Recipient's Location	Key Equipment / Supplies to be Financed by Project	Anticipated Client Contribution (USD)	Anticipated USAID Match (USD)	TTF type	Approval Status	ERC Status	Implementation Status
1	Persimmon/ Pomegranate	Goychay Soyuducu Anbar Kompleksi LLC, Owner/ Contact person: Ahmad Rahimov	Goychay, Jayirli village	Cold storage	465,665	70,000	PSI	USAID approval dates: CN- June 23, 2020 TTF package – Nov 2, 2020 PSA GSC approval date of application - July 22, 2020	Approved	Completed on December 18, 2020. TTF agreement was extended through March 31, 2024
2	Berry	Ibrahim Abiyev	Masalli, Alvadi village	Cold storage	153,000	50,000	PSI	USAID approval dates: CN- May 18, 2020 TTF package - Nov 16, 2020. PSA GSC approval date of application - July 21, 2020	Approved	Completed on April 6, 2021
3	Berry	Iskandar Sharifov	Lankaran, Vilvan village	Cold storage	150,000	50,000	PSI	USAID approval dates: CN – May 18, 2020 TTF package - Nov 25, 2020. PSA GSC approval date of application - July 21, 2020	Approved	Completed on April 6, 2021
4	Perishable Vegetables	Ata Agro LLC. Owner: Mammad Alakbarov, Contact person: Jalal Alakbarov	Samukh	Cold storage	315,600	70,000	PSI	USAID approval dates: CN- May 18, TTF package - Dec 15, 2020 PSA GSC approval date of application - July 21, 2020	Approved	Completed on September 17, 2021. TTF agreement was extended through March 31, 2024

5	Berry	Fresh Group LLC. Contact person: Elchin Akbarov	Siyazan, Yenikand village	Procure and install a packaging line (U.S. branded equipment)	512,711	60,000	PSI	USAID approval dates: CN- Oct 9, 2020. TTF Package -Mar 30, 2021 PSA GSC approval date of application - Dec 3, 2020	ERC approved by USAID on January 19, 2021	Completed on July 19, 2021
6	Hazelnut	NUTSOIL US LLC. Contact person: Arif Imamverdiyev	Khachmaz, Chinartala village	Roasting of hazelnut and production of paste	120,848.40	40,000	PSI	USAID approval dates: CN- Dec 4, 2020. TTF package approved on Jun 17, 2021 PSA GSC approval date of application - Jan 29, 2021	ERC was approved by USAID on Mar 12, 2021	Completed December 23, 2021
7	Agritourism	Lankaran Women's Group Contact person: Vera Aksamentova	Lankaran, Dashtatuk village	Ancient Lankaran Workshop	7,000	17,306	CI	USAID approval dates: CN-Dec 18, 2020. TTF package - Jun 17, 2021 PSA GSC approval date of application - Feb 8, 2021	ERC was approved by USAID on Mar 12, 2021	PSA met with Murad Ibrahimov on Nov 14, 2022 and the summary of outcomes/plans was submitted separately to COR on Nov 25, 2022. COR agreed with planned activities and this plan was signed by Murad Ibrahimov on Dec 8, 2022. Modification was drafted after Murad Ibrahimov gets confirmation (at least verbal) from bank about loan. On Mar 28, 2023, PSA received oral confirmation from Murad Ibrahimov that he has been approved for a loan. PSA is following up to get all the details. He believes he will receive the loan in the next 10 days.
8	Hazelnut	Zulfugar Mustafayev	Kohna Khachmaz, Khachmaz	Artesian well for the growers' community	3,500	21,789.93	CI	USAID approval dates: CN- Dec 7, 2020. TTF package - Aug 16, 2021 PSA GSC approval date of application - Jan 22, 2021 Additional financing - Dec 15, 2021	ERC was approved by USAID on June 30, 2021	Completed on February 3, 2022

9	Orchard	Arzu Women's Group Contact person: Arzu Mirzayeva	Sumaghali village, Ismayilli	Establishment of small drying shop	20,024	41,846	CI	USAID approval dates: CN- Dec 7 TTF package - Sept 1, 2021 PSA GSC approval date of application - January, 2021	ERC approved by USAID on May 26, 2021	Completed on June 6, 2022
10	Persimmon	Elnur Beydullayev	Kurdami h village, Goychay rayon	Cold Storage	164,177	50,000	PSI	USAID approval dates: CN-Mar 9, 2021 TTF package approval was received on Oct 4, 2021 PSA GSC approval date of application - Apr 8	ERC approved by USAID on June 30, 2021	Completed on November 16, 2021
11	Orchard	Parvana Dadashova	Garavelli village, Aghsu rayon	Cold Storage	150,531	50,000	PSI	USAID approval dates: CN- Mar 9, 2021. TTF package - Oct. 12, 2021 PSA GSC approval date of application - May 6, 2021	ERC was approved on September 24, 2021	Completed on March 11, 2022
12	Orchard	Fatima Women's Group. Chairman / Contact person: Zumrud Huseynova	Barda, Boyukgoyushlu village	Establishment of small agricultural service center (agricultural machinery)	15,176	45,562	CI	USAID approval dates: CN- June 23, 2020. TTF package - Nov 10, 2021 PSA GSC approval date of application - Feb 3, 2021	ERC was approved on Jan 25, 2021	Completed on December 24, 2021.

13	Perishable Vegetables	Novruz WG, Contact person: Nazakat Asdiyeva	Gayasa village, Balakan	Greenhouse	28,117	42,532.84	CI	USAID approval dates: CN- Apr 13, 21 TTF package - Nov 24, 2021 PSA GSC approval date of application- May 24, 2021	ERC was submitted to USAID June 9, 2021 and approved on Nov 4, 2021 Simplified Amendment to ERC signed on Dec 20, 2021	Completed on August 5, 2022.
14	Orchard	Eldar Zalov	Alekseyevka village, Gubarayon	Cold Storage	303,642.10	100,000	PSI	USAID approval dates: CN- Aug 14, 2021 TTF package - Dec 3, 2021 PSA GSC approval date of application- Sept 21, 2021	ERC submitted to USAID on Sept 21, 2021 ERC was approved on Dec 1, 2021	Completed on June 16, 2022
15	Orchard	Elnur Hasanov	Chobanab dalli village, Samukh rayon	Cold Storage	162,542.51	50,000	PSI	USAID approval dates: CN- Jan 24, 2021. TTF package - Dec 7, 2021 PSA GSC approval date of application - April 15, 2021	ERC was approved on Oct 8, 2021 Revised ERC was approved April 11, 2022	The Modification to PO was signed with delivery due date Feb 28, 2023. Concrete floor preparation completed. The roofing work started and the metal construction was completed on Dec 19. PSA sent the letter on Dec 16 and the answer was received on Dec 19, promising to do his best to complete the project by the new delivery date. Assembly of wall panels completed. Due to weather conditions, ceiling panels were not completed. On Feb 2, 2023, PSA met with the Recipient and the Vendor at the PSA office. According to the vendor, installation of all sandwich panels was completed. Doors were installed on Feb 21, 2023. Concrete work and roofing will be completed within a month. Modification to PO was signed on Mar 9, 2023, and the new delivery due date is May 31, 2023.

16	Agritourism	Farhad Ashurbeyli	Gusar rayon	Equipment for the kitchen	62,588	19,833	PSI	USAID approval dates: CN- Aug 19, 2021 TTF package - Dec 17, 2021 PSA GSC approval date of application - Sep 22, 2021	ERC was approved on Dec 15, 2021	Completed on June 28, 2022.
17	Orchard	Ashig Sanam Women's Group. Contact person: Malahat Alvasova	Balakan, Hanife village	Establishing fruit dehydration line (fruit washing, peeling and packaging equipment)	20,882	41,600	CI	USAID approval dates: CN- June 23, 2020. TTF package - March 17, 2022 PSA GSC approval date of application - Dec 3, 2020	ERC was approved. May 6, 2021	Completed on November 18, 2022
18	Hazelnut	Asadulla Yekabashov	Zagatala rayon, Yukhari Tala village	Extruder for vegetable oil production	19,412	12,000	PSI	USAID approval dates: CN- Sept 9, 2021 TTF package - March 29, 2022 PSA GSC approval date of application - Nov 16, 2021	ERC signed on Jan 21, 2022	Completed on June 14, 2022
19	Agritourism	Iftikhar Huseynov	Shahriyar, Goygol	Establishment of the kitchen at the farmer's site	45,687	10,496	PSI	USAID approval dates: CN- Nov 22, 2021 TTF package - March 30, 2022 PSA GSC approval date of application - Jan 10, 2022	ERC signed on Mar 19, 2022	Completed on April 22, 2022.
20	Orchard	Azer Amiraslanov	Sabirkand, Shamkir	Cold Storage	306,016	100,000	PSI	USAID approval dates: CN- Oct 28, 2021 TTF package - April 4, 2022 PSA GSC approval date of application - Dec 21, 2021	ERC signed on Jan 21, 2022	Completed on August 3, 2022.

21	Orchard	Saleh Arabov	Hasangala village, Gusar rayon	Cold Storage	305,070	100,000	PSI	USAID approval dates: CN- Sept 9, 2021 TTF package - April 5, 2022 PSA GSC approval date of application - Dec 1, 2021	ERC signed on Jan 12, 2022	Completed on November 2, 2022.
22	Agritourism	Giyas Aghamaliyev	Shahriyar village, Goygol	Establishment of glamping houses	53,965	14,949	PSI	USAID approval dates: CN- Nov 24, 2021 TTF package - April 27, 2022 PSA GSC approval date of application - Feb 10, 2022	ERC signed on Apr 15, 2022	Although it was handed over on July 19, 2022, the Recipient did not fulfill his obligations within the indicated timeline. PSA SGCS sent an email regarding the issue to the Recipient on August 24, 2022. The Recipient has already provided water and electricity supply for each glamping house. COR gave approx. one month (end of Oct 2022) for provision of furniture for at least for one glamping house. However, since the handover to the Recipient, the glamping houses have not been used. On March 14, 2023, the glamping houses were repossessed at the request of the Recipient and will be stored until a suitable recipient has been identified and related TTF and ERC paperwork has been drafted and approved. TTF termination documents were drafted and will be shared with the Recipient shortly for signing.
23	Perishable Vegetables	Barakat Taravaz Tokhum Kooperativi. Contact person: Olga Babayeva	Fuzulu village, Samukh	Procurement of a tractor and square grass baler	17,500	36,200	CI	USAID approval dates: CN- January 29, 2021 TTF package - PSA GSC approval date of application - Mar 23, 2023	ERC approved on	PSA received a letter from the Recipient. COR responded positively to the concept of purchasing a tractor and square grass baler for the Cooperative. New full Application was received from the Recipient on Feb 27, 2023. TTF Review meeting was conducted on Mar 2, 2023, and the comments were shared with the VCC and Recipient on Mar 3, 2023, for its revision and resubmission to PSA by Mar 7, 2023. Waiting for the revised Application. Evaluation was completed on March 23, 2023. RFQ was drafted and posted.

24	Agritourism	Kish-Dashuz equestrian community	Kish, Sheki	Purchase of equestrian equipment for "Kish Adasi" community	27,588	18,130	CI	USAID approval dates: CN- Dec 17, 2021 TTF package - July 8, 2022 PSA GSC approval date of application - March 4, 2022	ERC approved on June 28, 2022	Completed on October 13, 2022.
25	Agritourism	Etibar Nuriyev (BioGarden)	Oryad, Sheki	Fruit drying equipment	55,647	15,465	PSI	USAID approval dates: CN- Dec 6, 2021 TTF package - July 7, 2022 PSA GSC approval date of application - Feb 14, 2022	ERC signed on Apr 11, 2022	Completed on January 17, 2023.
26	Orchard	Ayaz Alakbarov	Anikh, Gusar	Sorting Line	407,176	100,000	PSI	USAID approval dates: CN- Nov 5, 2021 USAID GEO waiver approval - July 26, 2022 TTF package approval - July 27, 2022 PSA GSC approval date of application - Jan 31, 2022	ERC approved on June 1, 2022	Completed on March 3, 2023.

27	Berry	Miragha Hasanov	Goytapa settlement , Jalilabad	Establishing a modern plastic packaging (clamshell producing) line for strawberries	299,918	100,000	PSI	USAID approval dates: CN-Apr 1, 2022 USAID GEO waiver approval - July 26, 2022 TTF package approval - July 29, 2022 PSA GSC approval date of application - June 2, 2022	ERC approved on July 21, 2022	Completed on November 28, 2022.
28	Agritourism	Parviz Shabanov on behalf of Gazangul Teagrowers' Community	Gazangul settlement , Zagatala	Sprinkler irrigation	44,610	20,000	CI	USAID approval dates: CN- Nov 1, 2021 USAID TTF package approval - July 29, 2022 PSA GSC approval date of application - March 4, 2022	ERC approved on June 9, 2022	Completed on January 18, 2023.
29	Orchard	Maharram Asgarov	Gadimgala , Shamkir	Cold storage	300,416.84	100,000	PSI	USAID approval dates: CN- May 6, 2022 USAID TTF package approval - Sep 28, 2022 PSA GSC approval date of application - June 17, 2022	ERC approved on July 27, 2022	Completed on December 2, 2022.
30	Orchard	Azer Hakhtari	Zardabi settl., Guba	Hydrocooler	319,961	105,000	PSI	USAID approval dates: CN- April 15, 2022 USAID TTF package approval - Nov 18, 2022 PSA GSC approval date of application - June 9, 2022	ERC approved on Oct 26, 2022	Completed March 29, 2023.

31	Perishable Vegetables	Shefa Women's Group Contact person: Resmiyye Pashayeva	Boluslu village, Goranboy	Tractor and its attachments	12,000	34,675	CI	USAID approval dates: CN- Jan. 6, 2021. USAID TTF package approval - Dec 23, 2022 PSA GSC approval date of application - Feb 26, 2021	ERC approved by USAID on Mar 12, 2021	Completed on January 10, 2023.
32	Cross-cutting/EO	Bahar WDEG Gulbahar Amiraslanova	Chakhirli village, Masalli	Establishment of a tailor's shop	1,500	15,950	CI	USAID approval dates: CN- July 1, 2022 USAID TTF package approval - Jan 25, 2023 PSA GSC approval date of application - October 28, 2022	ERC approved by USAID on Jan 10, 2023	The TTF package was signed on Jan 31, 2023. On Feb 9, 2023, PSA visited the site with the Vendor to finalize technical aspects of the container and PO. PO was signed on Feb 23, 2023, with a deadline of April 28, 2023. Bahar WDEG and the vendor started the implementation of the project.
33	Cross-cutting/EO	Giz Yurdu WDEG Rahila Ahadova	Hishkadar a village, Masalli	Establishment of a tailor's shop	1,500	15,240	CI	USAID approval dates: CN- July 1, 2022 USAID TTF package approval - Jan 25, 2023 PSA GSC approval date of application - October 28, 2022	ERC approved by USAID on Jan 10, 2023	The TTF package was signed on Jan 31, 2023. On Feb 9, 2023, PSA visited the site together with the Vendor to finalize technical aspects of the container and PO. PO was signed on Feb 23, 2023, with a deadline of April 28, 2023. Gir Yurdu WDEG and the vendor started the implementation of the project.
34	Orchard	Javid Shirinov (Ganimat Shirinova)	Shamkir, Deller Jayir village	Cold storage	362,866	100,000	PSI	USAID approval dates: CN - Nov 24, 2022 USAID TTF package approval - Mar 15, 2023 PSA GSC approval date of application - Dec 27, 2022	ERC approved by USAID on March 9, 2023	The TTF package was signed on March 17, 2023. PO was signed on Mar 27, 2023, with delivery due date on July 14, 2023.

35	Orchard	Eyvaz Abiyev (Nurmammad Abiyev)	Buldug settlement , Sabirabad rayon	Cold storage	300,705	100,000	PSI	USAID approval dates: CN - Nov 29, 2022 USAID TTF package approval - Mar 29, 2023 PSA GSC approval date of application - Dec 27, 2022	ERC approved by USAID on March 9, 2023	The TTF package was signed on March 30, 2023. PO was signed on April 4, 2023, with delivery due date on July 21, 2023.
36	Cross-cutting/EO	Old Kish WG Ilhama Huseynova	Kish, Sheki	Equipment for the kitchen	3,000	14,986	CI	USAID approval dates: CN - Dec 20, 2022 PSA GSC approval date of application - Feb 6, 2023	ERC approved by USAID on Mar 9, 2023	CN was received on Dec 7, 2022, and sent to translator. CN was shared with GSC on Dec 8, 2022. Evaluation of the CN was completed, and CN was sent to COP on Dec 12, 2022 and shared with COR. The CN was approved by the COR on Dec 20, 2022. The TTF application was submitted on Jan 10, 2023. TTF review meeting was on Jan 12, 2023. Revised Application was received on Jan 30, 2023, and was shared with GSC. Application evaluation was completed. RFQ was posted on Feb 14, 2023, with a bid submission deadline Mar 1, 2023. 5 bids were received and shared on Mar 3, 2023, with the VCC to get the Recipient's feedback. Bids were shared with TEC on Mar 6, 2023. The evaluation of bids was completed. TTF Package was drafted and submitted to COR on Mar 30, 2023.
37	Orchard	Shohrat Farzaliyev	Hasangala, Gusar	Cold storage	307,912	100,000	PSI	USAID approval dates: Application - Jan 31, 2023	ERC approved by USAID on Mar 24, 2023	Based on COP's instructions CN stage was skipped. RFA was sent on Dec 22, 2022. Full TTF application was received on Jan 17, sent for translation. TTF review meeting was held on Jan 20, 2023. The GSC members' comments were shared with the Recipient for the revision of the application on Jan 27, 2023. Application evaluation was completed. Application was sent COP on Jan 30, 2023, and positive feedback was received on Jan 31, 2023. RFQ was posted on Feb 15, 2023 with a bid submission deadline Mar 2, 2023. 6 bids were received and shared with the VCC to get the Recipient's feedback on Mar 3, 2023. The Recipient's feedback was received on Mar 13, 2023 and the bids were shared with TEC on Mar 13, 2023. Evaluation was completed. TTF package was drafted. ERC was signed. Pre-award assessment was conducted on Mar 28, 2023, after which the TTF package will be updated.

38	Cross-cutting/YF	Hijran Bayramova	Zagatala rayon	Semi-automatic suction candy line	22,353	30,200	PSI	USAID approval dates: CN - Aug 21, 2022 PSA GSC approval date of application - January 10, 2023	ERC approved by USAID on Feb 24, 2023	TTF Application was submitted on Nov 25, 2022. TTF review meeting was on Nov 28, 2022. Application is under evaluation. GSC have questions to be addressed by the Recipient. COP sent an email to COR with PSA concerns about the application and project. COR's feedback was positive. GSC completed the evaluation on Jan 9. RFQ was posted on Jan 20, 2023 with deadline Feb 13, 2023. Three bids were shared with VC coordinator to get the Recipient's feedback on Feb 15, 2023. COR visited the site in Feb and instructed PSA that the facility needs complete remodeling and repairing before the project is completed. All bids were technically unacceptable to the Recipient. RFQ was reposted on March 7, 2023, with a bid submission deadline of Mar 27, 2023. PSA's engineer consultant visited the site on Mar 15, 2023 and provided his recommendations on refurbishment. 7 bids were received and shared with the Recipient on Mar 30, 2023.
39	Cross-cutting/EO	Chinar WDEG Saadat Dibirowa	Zagatala rayon, Yukhari Tala village	Small-scale modern canning facility	10,911	15,000	CI	USAID approval dates: CN - July 19, 2022	TBD	CN was received on June 29, 2022. Supporting documents of CN were requested from the Recipient. CN was shared with GSC on July 8, 2022. Evaluation was completed on July 18 and CN shared with and approved by the COR for approval. Application was received on Aug 22, 2022, without the completed financial part. The updated application was received on Oct 7, 2022. Translation was received and shared with GSC on Oct 14, 2022. The TTF review meeting was held on Oct 21, 2022, and GSC comments to be addressed by the Recipient were shared on October 21, 2022. After COR's visit, PSA and the Recipient agreed to increase the budget of the project and change the location. On Feb 8, 2023, COR stated that he did not support the idea of provision a modular container. The Group needs to remodel the space and open a separate door to the street. Chinar WDEG needs to visit Arzu Women's Group to see their facility. PSA's engineer consultant traveled to the project site on Mar 13, 2023. Chinar WDEG will decide on if the production facility will be used for fruit drying or canning equipment at the beginning of April 2023.

40	Cross-cutting/FA	Guba region Red village Jewish Religios Community, Yuriy Naftaliyev/Igor Shaulov	Guba rayon, Red village	Establishing of a traditional Mountain Jew house	198,000	30,000	CI	USAID approval dates:	TBD	A new CN was received on July 25, 2022. GSC has some points to be clarified with the Recipient. The updated CN was received on Aug 5, 2022. On Aug 10, 2022, the state registration document was received and vetting of the TTF applicant was conducted. CN was sent to COR on Aug 16, 2022. COR approved the support to the Community on Feb 17, 2023. On Mar 3, 2023, PSA met with Igor Shaulov to discuss the application form to speed up its finalization and submission to PSA. The finalization of the application requires clarification of the required equipment by the Recipient. PSA will continue to periodically contact the Recipient to check the progress of the process. No feedback has been received to date.
41	Orchard	El Fruits LLC Elchin Hasratov	Lango, Gusar	Cold storage	334,118	105,000	PSI	USAID approval dates: CN - Dec 28, 2022 PSA GSC approval date of application - Feb 6, 2023	TBD	CN was received on Dec 19, 2022. CN was shared with GSC on Dec 20, 2022. Evaluation of the CN was completed on Dec 22, 2022. The CN was shared with the COR on Dec 27, 2022 and approved on Dec 28, 2022. RFA was shared with the Recipient on Dec 28, 2022. TTF application was submitted on Jan 23, 2023. TTF review meeting was held on Jan 26, 2023. Application evaluation was completed on Feb 3, 2023. RFQ was posted on Mar 2, 2023 with deadline Mar 17, 2023. 6 bids were received, and will be shared during the week of Mar 27-31, 2023 with the Recipient and TEC. The pre-award assessment was conducted on Mar 28, 2023. Bids were shared on Mar 28, 2023 for the Recipient's feedback.
42	Orchard	Tural Gasimli	Seyfali, Shamkir	Cold storage	365,147	100,000	PSI	USAID approval dates: Application - March 9, 2023	TBD	Based on COP's instructions, CN stage was skipped. RFA was sent on Jan 18, 2023. Full application was received on Feb 20, 2023 and shared with GSC on Mar 1, 2023. TTF review Meeting was conducted on Mar 3, 2023, since there is no need for its revision, the GSC members were requested to submit their evaluation by Mar 6, 2023. Evaluation completed. RFQ was posted on Mar 17, 2023 with deadline of Apr 10, 2023. Amendment to the RFQ was drafted and made on Mar 27, 2023.

43	Cross-cutting/EO	Unikal Women's Group Talia Masimova	Garakhanli, Tovuz	Bakery Equipment	6,000	20,000	CI	USAID approval dates: CN - Jan 30, 2023	TBD	CN was received on Dec 16, 2022 and was translated on Dec 19 and shared with GSC on Dec 20. CN was sent to COR on Dec 28, 2022 and approved by COR on Jan 30, 2023. RFA was sent to the Recipient on Feb 3, 2023 with deadline for application submission Feb 20, 2023. Full application was received on Feb 20, 2023. Application was shared with GSC on Feb 23, 2023. TTF Review meeting was held on Feb 24, 2023. GSC's comments and questions were shared with the Recipient on Feb 27, 2023. As the budget of required equipment exceeded approved budget by COR in the amount of 20,000 USD, PSA's engineer consultant visited the Women's Group on Mar 14, 2023 to discuss and advise on the equipment list. Revised Application was received on Mar 30, 2023 and was shared with GSC.
44	Orchard	Jabbar Heybatov	1st Nugadi, Guba	Sorting and packaging line	306,000	100,000	PSI	USAID approval dates: CN - Feb 10, 2023	TBD	CN was received on Feb 3, 2023. CN evaluation was completed and approved on Feb 10, 2023 and RFA was shared with the Recipient on the same date. Incomplete application was received on Mar 24, 2023. After completion it will be shared with GSC during the week of Mar 27-31, 2023. Full application was received on Mar 30, 2023. TTF Review meeting to be conducted.
45	Hazelnut	Vusal Huseynov	Zagatala	Hazelnut cream production	49,244	25,000	PSI	USAID approval dates: CN - March 13, 2023	TBD	CN was received on Feb 27, 2023. CN was shared with GSC on Feb 28, 2023, with an evaluation submission deadline of March 3, 2023. The revised CN was submitted on Mar 7, 2023, and evaluation was completed on Mar 10, 2023. CN was shared on the same day with the COR and COR approved the CN with condition of USAID's contribution of \$25,000 which will need to be discussed with the Recipient to secure his agreement. The Recipient's positive feedback was shared with the COR. Upon receiving COR's positive feedback, RFA was shared with the Recipient on Mar 29, 2023, with an application submission deadline of April 17, 2023.

46	Orchard	Elman Abdullayev	Hasangala village, Gusar rayon	Hydrocooler	305,000	100,000	PSI	USAID approval dates: CN - March 9, 2023	TBD	CN was received on March 3, 2023. On Mar 3, 2023, the CN was shared with GSC to evaluate it by Mar 7, 2023. The evaluation was completed and shared with the COR for his review and approval on Mar 9, 2023. The COR approved the application on the same day, and PSA sent an RFA to the Recipient with an application submission deadline of Mar 31, 2023.
47	Orchard	Mammad Hasanov	Lango, Gusar	Hydrocooler	303,000	100,000	PSI	USAID approval dates: CN-Mar 17, 2023	TBD	The CN was received on Mar 9, 2023, and it was shared with GSC on Mar 10, 2023, with a request for submission evaluations on Mar 14, 2023. RFA was sent on Mar 17, 2023 with deadline Apr 5, 2023.
Total in Table					7,748,227	2,558,761				
Total Packages Approved by USAID					5,520,041.57	1,782,374.77				

APPENDIX D: PSA PERFORMANCE MONITORING PLAN (PMP) INDICATOR TABLE

No .	Indicator	Collection Frequency	Baseline	Y1 Tgt	Y1 Rslt	Y2 Tgt	Y2 Rslt	Y3 Tgt	Y3 Rslt	Y4 Tgt	Y4Q2	Details
1.	The dollar value of cost-share leveraged from grant recipient organizations Unit of Measure: USD Disaggregated By: value chain (contract deliverable #1)	Quarterly	0	0.3	0	1.9	\$1,677,046	\$2.5	\$1,246,718	\$5.8	\$839,394	Orchard VC=\$727,137 Agritourism=\$100,257 Perishable vegetable=\$12,000
2.	Percentage change in the value of agricultural exports to markets in Europe, the Middle East, and Asia Unit of Measure: percentage Disaggregated By: value chain, numerator, denominator (contract deliverable #2)	Annual	\$40,829,656	2%	58.7%	8%	-12.9%	8%	12%	5%	Reported Annually	No details
3.	Percentage change in the value of agricultural exports Unit of Measure: percentage Disaggregated By: value chain, numerator, denominator	Annual	\$79,672,285	2%	15.8%	8%	10%	8%	3%	5%	Reported Annually	No details
4.	Value of agricultural exports to markets in Europe, the Middle East, and Asia Unit of Measure: USD Disaggregated By: value chain	Annual	\$40,829,656	\$41,646,249	\$64,807,246	\$44,912,622	\$59,521,711	\$48,178,994	\$59,441,939	\$51,004,994	Reported Annually	No details
5.	Value of overall agricultural exports Unit of Measure: USD Disaggregated By: value chain, Russian and non-Russian exports	Annual	\$79,672,285	\$81,265,731 (2%)	\$92,275,217 (15.8%)	\$87,639,514 (8%)	\$100,275,471 (10%)	\$94,013,297 (8%)	\$95,948,373	\$99,527,766 (5%)	Reported Annually	No details

6.	Percentage change in quantity of Private Sector Activity-targeted farm products exported Unit of Measure: percentage <i>Disaggregated By:</i> value chain, numerator, denominator	Annual	18,332 Tons	5%	12%	6%	13%	7%	31%	7%	Reported Annually	No details
7.	Percentage change in quantity of Private Sector Activity-targeted farm products exported to markets in Europe, the Middle East, and Asia Unit of Measure: percentage <i>Disaggregated By:</i> value chain, numerator, denominator	Annual	9,432 Tons	NA	NA	NA	NA	NA	NA	7%	Reported Annually	No details
8.	Percentage change in sales of firms receiving USG-funded assistance Unit of Measure: percentage <i>Disaggregated By:</i> value chain, numerator, denominator (contract deliverable #3)	Annual	\$85,101,811	4%	15.4%	14%	10.6%	14%	13%	2%	Reported Annually	No details
9.	Value of annual sales of producers and firms receiving USG assistance Unit of measure: USD <i>Disaggregated by:</i> Agricultural Commodities	Annual	\$85,101,811	NA	NA	\$97,016,065	\$107,261,239	\$122,277,812	\$100,759,156	\$124,248,644 (2%)	Reported Annually	No details
10.	Number of individuals in the agri-food system who have applied improved management practices or technologies with USG assistance	Annual	0	2,000	1,975	4,000	6,742	7,500	2,124	3,590	Reported Annually	No details

	Unit of Measure: Number <i>Disaggregated By:</i> sex, age, commodity. Unit of Measure: Number of farmers (contract deliverable #6)											
11.	Percentage change in sales of beneficiary households engaged in targeted sectors Unit of Measure: percentage <i>Disaggregated By:</i> gender (contract deliverable #4)	Annual	\$266,332	4%	2%	10%	23%	%14	(-61%)	9%	Reported Annually	No details
12.	Number of food safety and quality standards or practices adopted <i>Unit of Measure:</i> number of elements of standards or practices <i>Disaggregated By:</i> type of standard or practice	Quarterly	0	15	5	30	45	30	17	30	27	Esder: 9 practices Azerstar: 9 practices AHEC: 9 practices
13.	Number of firms receiving USG assistance that have obtained certification from (an) international quality control institution(s) in meeting minimum product standards Unit of Measure: number Disaggregated By: value chain	Quarterly	0	0	0	3	1	4	1	4	2	Firm (1): Esder VC: Hazelnut and dried fruit Certificate: ISO 22000 Firm (2): Azerstar VC: Hazelnut and dried fruit Certificate: ISO 22000
14.	Number of new jobs created in PSA-targeted enterprises Unit of measure: number Disaggregated by: value chain	Annual	0	20	0	40	39	30	45	30	Reported Annually	No details
15.	Increase in female participation in PSA-assisted activities designed to increase	Annual	0	70	74	100	80	225	332	205	Reported Annually	No details

	access to productive economic resources											
16.	Percent change in revenue as a result of the provision of agritourism activities introduced or improved with USG assistance Unit of Measure: percentage Disaggregated By: none	Annual	0%	0%	0%	0%	0%	10%	10%	20%	Reported Annually	No details
17.	Value of agriculture-related financing accessed as a result of USG assistance (contract deliverable #7) <i>Unit of Measure:</i> Number/US Dollars <i>Disaggregated By:</i> Type of financing accessed, type of debt, sex	Annual	0	\$0.2M	\$111,765	\$1.4M	\$1,521,706	\$1.6M	\$2,359,028	\$1.4M	Reported Annually	No details
18.	Number of business loans to private sector facilitated under the activity Unit of Measure: number Disaggregated By: none	Annual	0	2	2	6	7	7	4	5	Reported Annually	No details

19.	Value of US business and academic exports to Azerbaijan in targeted sectors Unit of Measure: USD <i>Disaggregated By:</i> academic and business (measures contract deliverable #5)	Quarterly	0	\$1M	\$59,000	\$2M	\$103,531	\$7M	\$253,045	\$2M	\$1,024,644	No details
20.	Number of new Private Sector Activity-facilitated business deals between US and Azerbaijani companies Unit of Measure: number <i>Disaggregated By:</i> None	Quarterly	0	1	2	4	4	4	8	3	3	Ecommerce-Nizami Garayev Rivian Automotive-Nizami Garayev Webstaurantstore-Arca concepts
21.	Number of new PSA-facilitated academic, government, and NGO exchanges or linkages between or through U.S. and Azerbaijani institutions Unit of Measure: number <i>Disaggregated By:</i> Type of exchange/linkage	Quarterly	0	5	4	5	3	13	1	2	0	No details
22.	Percent of individuals who complete USG-assisted workforce development programs Unit of Measure: percentage <i>Disaggregated By:</i> Sex, numerator, denominator	Annual	0	85%	91%	85%	NA	85%	90%	85%	Reported Annually	No details
23.	Number of microenterprises supported by USG assistance Unit of Measure: number <i>Disaggregated By:</i> gender	Annual	0	NA	NA	500	160	600	1008	400	Reported Annually	No details

24.	Percentage of participants who are youth (15-29) in USG-assisted programs designed to increase access to productive economic resources Unit of Measure: percentage <i>Disaggregated By:</i> gender and age groups, numerator, denominator	Annual	0	NA	NA	15%	94%	20%	66%	70%	Reported Annually	No details
25.	Number of hectares under improved management practices or technologies with USG assistance Unit of Measure: number <i>Disaggregated By:</i> value chain, age, sex, type of hectares, Management practice or technology type	Annual	0	NA	NA	175	1,421.64	250	1819 ha	1500 ha	Reported Annually	No details
26.	Number of small, and medium-sized enterprises supported by USG assistance Unit of Measure: number <i>Disaggregated By:</i> gender	Annual	122	NA	NA	NA	NA	10	73	50	Reported Annually	No details
Objective 2: Improved Business Environment for Micro, Small and Medium-Sized Businesses												
27.	Number of economic administrative barriers removed for MSMEs as a result of Private Sector Activity interventions Unit of Measure: number <i>Disaggregated By:</i> none (measures contract deliverable #8)	Quarterly	0	0	1	2	1	3	3	4	2	Administrative barrier #10: Obtaining Green Corridor Permissions. The SCC improved and mitigated the process of SMEs obtaining Green Corridor permission by setting up e-apply procedures and uploading the manual on its website. Administrative barrier #11.5: In-person communication

												between an entrepreneur and customs inspector is restored during the customs clearance.
28.	Percent of recommendations provided to GoAJ reformers responsible for improvements in business enabling environment implemented by the GoAJ Unit of Measure: percent Disaggregated By: none	Annually	0	15%	0	20%	100%	25%	30%	40%	Reported Annually	No details
29.	Number of facilitated exchanges between/by business associations, MSMEs, and the GoAJ Unit of Measure: number Disaggregated By: type of exchange	Quarterly	0	5	7	5	5	5	5	5	1	Three logistic companies and the Association of International Road Carriers of Azerbaijan participated in "Trans-Caspian Trade Route Enhancement: Private Sector Perspective for Viable Multimodal Trade Route Scenarios" in Batumi, Georgia
Objective 3: Women in Associations and Linkages												
30.	Percent of U.S. Government-assisted organizations with improved performance Unit of Measure: Percent Numerator = number of organizations with improved performance Denominator = number of USG-assisted organizations receiving organizational capacity development support <i>Disaggregated By:</i> numerator, denominator, type of organization, formal/informal	Annual	0%	NA	NA	60%	66%	70%	70%	80%	Reported Annually	No details

	organization, engaged/not engaged in advocacy intervention (y/n)											
31.	<p>Number of business associations and women's business organizations receiving USG assistance</p> <p>Unit of Measure: Number</p> <p>Disaggregated By: type of organization, region, formal/informal, engaged/not engaged in advocacy interventions</p>	Quarterly	0	NA	NA	15	15	3	4	2		All targeted 20 (total target for the component duration) business associations, and women's business organizations received USG assistance.
32.	<p>Number of persons trained with USG assistance to advance outcomes consistent with gender equality or female empowerment through their roles in public or private sector institutions or organizations</p> <p>Unit of Measure: Number</p> <p>Disaggregated By: Gender</p>	Quarterly	0	NA	NA	25	106	15	351	10	128	<p>M-2</p> <p>F-126</p> <p>AWEDA training is organized within a small material assistance program.</p> <p>Two "How to sessions"</p> <p>Cooperative training</p>
33.	<p>Number of women and men, CSOs, private sector actors, and key state institutions engaged in evidence-based discussions on improving the enabling environment for women in the economy through the project</p> <p>Unit of Measure: Number</p> <p>Disaggregated By: Gender</p>	Quarterly	0	NA	NA	100	98	300	320	300	12	<p>M-0</p> <p>F-12</p> <p>Steering Committee Meeting</p>

34.	Increase in the number of people who gain access to improved services and economic opportunities through business associations and women's business organizations	Annual	0	NA	NA	50	260	100	120	50	86	M-12 F-62 AWEDA sales exhibition organized within a small material assistance program (F-50) KOBKA project organized within a small material assistance program (M-12, F-12)
Cross-cutting												
35.	Number of USG engagements jointly undertaken with the private sector to achieve a U.S. foreign assistance objective Unit of Measure: Number <i>Disaggregated By:</i> Purpose of Joint Engagement: U.S. Foreign Assistance Objective: Type of Engagement	Annual	0	NA	NA	NA	NA	NA	NA	40	Reported Annually	No details
36.	Number of private sector enterprises that engaged with the USG to support U.S. Foreign Assistance objectives Unit of Measure: Number <i>Disaggregated By:</i> 1) U.S. Foreign Assistance Objective(s) Addressed; 2) Type of Private Sector enterprise; 3) Origin of Private Sector enterprise; 4) Size of Private Sector enterprise.	Annual	0	NA	NA	NA	NA	NA	NA	100	Reported Annually	No details

37.	<p>Number of private sector enterprises with improved participation in the local economy as a result of USG assistance</p> <p>Unit of Measure: Number</p> <p>Disaggregated By:</p> <p>1) Type of Private Sector enterprise;</p> <p>3) Origin of Private Sector enterprise;</p> <p>3) Type of improvement</p>	Annual	0	NA	NA	NA	NA	NA	NA	50	Reported Annually	No details
38.	<p>Number of women whose productivity or income increased as a result of USG assistance</p> <p>Unit of Measure: Number</p> <p>Disaggregated By: None</p>	Annual	0	NA	NA	0	56	50	29	50	Reported Annually	No details
39.	<p>Percentage of female participants in USG-assisted programs designed to increase access to productive economic resources (assets, income, employment or credit)</p> <p>Unit of Measure: Percent</p> <p>Disaggregated By: numerator, denominator</p>	Annual	0%	NA	NA	15%	96%	75%	29%	35%	Reported Annually	No details
40.	<p>Number of individuals participating in USG food security programs</p> <p>Unit of Measure: Number</p> <p>Disaggregated By: gender, age, type of individual</p>	Annual	0	NA	NA	NA	NA	8000	3,089	4000	Reported Annually	No details

