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**FY 2011 ANNUAL REPORT:
JOHN OGONOWSKI AND
DOUG BEREUTER FARMER-
TO-FARMER VOLUNTEER
PROGRAM IMPLEMENTATION**

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USAID/BFS

FY 2011 ANNUAL REPORT: FARMER-TO-FARMER VOLUNTEER PROGRAM

This report summarizes the experience and progress with implementation of the John Ogonowski and Doug Bereuter Farmer-to Farmer (FTF) Program in FY 2011. A summary of FTF Program FY11 performance against standardized FTF Program Performance Indicators by implementing program can be found in Attachment A. Details on FY11 FTF Program performance by Country FTF Project is found in Attachment B. Details on volunteer characteristics and assignments are found in Attachments C and D. A sample of FTF project volunteer assignment success stories is included as Attachment F.

The FTF Program was first authorized by the U. S. Congress in 1985 to provide for the transfer of knowledge and expertise of U. S. agricultural producers and businesses on a voluntary basis to developing and middle-income countries and emerging democracies. The 2008 Farm Bill designated the FTF program as the "John Ogonowski and Doug Bereuter FTF Program" in honor of one of the pilots killed September 11, 2001 and of former Congressman Bereuter, who initially sponsored the program. The Program objective of increasing agricultural sector productivity and profitability falls under the U.S. Foreign Assistance Framework Agricultural Program Area Sub-Element 4.5.2.1 for "Research and Technology Dissemination" (approximately two-thirds of program) and Sub-Element 4.5.2.4 for "Agribusiness and Producer Organizations" (approximately one-third of program).

FY11 Program Implementation

The FY11 FTF Program consisted of seven individual regional programs implemented under Leader With Associate (LWA) Cooperative Agreements, one Associate Award Cooperative Agreement for additional countries, and one IQC Task Order for a Special Programs Support Project (SPSP). FY11 saw the LWA Cooperative Agreements in full implementation with relatively high numbers of volunteer assignments. The Associate Award Cooperative Agreement moved into full implementation in Bangladesh and, with FY11 funding, began expansion and mobilization for work in Ethiopia and Guinea.

Core country programs implemented under Cooperative Agreements and SPSP Program Development Projects (PDPs) worked through 57 Country FTF Projects in 25 core countries. Implementers completed planning for seven of these Country Projects during FY11. Two Country Projects were dropped—Nuts in Georgia, because of difficulties in recruiting volunteers and identifying hosts, and Moringa in Niger, because of security issues which had forced closure of Peace Corps and raised questions for safety of volunteers. The Aquaculture Project in Guyana was also redesigned and broadened to be a Rural Enterprise Project. Ethiopia was added as a core country. Country FTF Project Descriptions are shared with USAID Missions, whose input is incorporated into plans. Country FTF Projects are typically coordinated with and supportive of USAID Mission projects or other local programs.

Programs in Egypt and Lebanon ceased fielding volunteers for short periods due to security concerns and the Egyptian protest movement. Both have reopened and are operating normally. Several other programs had brief shutdowns due to elections or other country level situations.

The Special Programs Support Project (SPSP) continued funding for three Program Development Projects (PDPs) in FY11. The Global Health-funded Program Development Project (PDP) with Winrock for an East African avian influenza prevention program, “Program for Safe Poultry in Kenya (PSPK)” completed its activities and closed out. The Florida A&M University (FAMU) “South Africa FTF Program” and a National Cooperative Business Association (NCBA) (also known as CLUSA – Cooperative League of the USA) project for “Food Security in Senegal” continued implementation.

The SPSP completed three and awarded seven new sub-grants for FTF Niche Projects in FY11. Several of the other early projects are nearing completion. The total number of Niche Project awards to-date is thirteen:

- Cooperative Coffees for a global “Organic Coffee Project” (completed)
- FAVACA (Florida Association for Volunteer Action in the Caribbean and the Americas) for “Food Security in the Eastern Caribbean” (completed)
- IESC for a “Sesame Value Chain” Project in Ethiopia (completed)
- Veterinarians without Borders for a “Livestock Health” project in Liberia (completed)
- TechnoServe for an “Enterprise Competitiveness” project in Peru (completed)
- University of Arizona for a global “Aquaculture Without Borders Best Aquaculture Management Practices” project (completed)
- Iowa State University for a program for "Bridging the Gap: Increasing the Competitiveness of Ugandan Women Farmers in the Marketplace."
- Mercy Corps for a program for "Increase the Competitiveness of Small and Medium Milk and Meat Processing Enterprises in Mongolia"
- Purdue University for a program for "Increasing Access to Local, Regional and International Markets by Organizing Organic Producers within a Farmer's Association: APOT of Costa Rica."
- Thunderbird School of Global Management for a program entitled “Strengthening Women Entrepreneurship in Peru by Consolidating Agro-Related SME Competitiveness Through Improved Business Management Skills” in Peru.
- Technoserve for a program entitled “Enabling Producer Organizations and SME Service Providers to Tap the Potential of San Martin’s Value Chains”.
- Veterinarians without Borders for a “Livestock Health-II” project in Liberia
- Cooperative Coffees for a global “Organic Coffee Project-II”.

A new solicitation issued near the end of FY11 will allow for award of new Niche Projects in early FY12.

The SPSP arranged two major events in early FY11:

- a Volunteer Appreciation Event in Washington December 7, 2010 included an award ceremony for eighteen Farmer to Farmer volunteers, who were recognized with the

President’s Volunteer Service Award for their contributions. The ceremony was attended by staff members of implementing Farmer to Farmer organizations as well as several USAID staff, representatives from other government institutions and congressional staffers and

- an FTF Program Implementers’ Meeting in Washington, DC December 8, 2010 reviewed program progress, plans and implementation issues.

During FY11, the FTF Program provided 629 volunteer assignments (compared to 216 in FY 09 and 522 in FY10) in 51 countries. Volunteers provided developing country host organizations with technical assistance services with an estimated value of over \$5.1 million. The number of volunteer days completed in FY 11 was 10,508. The table below summarizes assignments by program.

Program	Volunteers			Volunteer Days	Aver. Days/ Assignment
	Male	Female	Total		
Partners of the America/Caribbean	96	33	129	1855	14.4
Winrock/Caribbean	10	5	15	213	14.2
CNFA/ECCA	81	9	90	1524	16.9
CNFA/South Africa	54	24	78	1478	18.9
CNFA/East Africa	62	14	76	1440	18.9
ACDIVOCA/MENA	58	8	66	983	14.9
ACDIVOCA/West Africa	45	12	57	1124	19.7
Winrock/Additional	23	4	27	646	23.9
WAI/PDP/Winrock	6	2	8	155	19.4
WAI/PDP/NCBA	11	9	20	267	13.4
WAI/PDP/FAMU	10	5	15	314	20.9
WAI/Niche Projects					
• Cooperative Coffees	3	2	5	45	9.0
• FAVACA	5	4	9	80	8.9
• Mercy Corps	3	0	3	68	22.7
• Iowa State Univ.	0	9	9	86	9.6
• U. of Arizona/ Aquaculture Without Borders	13	1	14	158	11.3
• Veterinarians Without Borders	1	4	5	42	8.4
• Purdue Univ.	3	0	3	30	10.0
Grand Total	484	145	629	10,508	16.7

In FY11, implementing agencies fielded volunteers from 48 states and the District of Columbia. The top states providing volunteers were: Wisconsin (66 assignments), California (59 assignments), Florida (42 assignments), North Carolina (33 assignments), and Minnesota and Oregon (tied at 25 assignments each). Of all the assignments, 485 were completed by men (77 percent) and 144 by women (23 percent), an improvement in gender balance from the prior year. Of FY11 volunteers:

- 361 (57 percent) were first time FTF volunteers, while 43 percent were repeat volunteers.
- 24 (four percent) were from farm cooperatives/associations, 64 (10 percent) from farms, 221 (35 percent) from agribusinesses, 28 (four percent) from NGOs, 179 (28 percent) from educational

institutions, seven (one percent) from rural financial institutions, 25 (four percent) from government organizations, 72 (11 percent) were retired, and nine (one percent) were students.

- In terms of race/ethnicity: 347 (55 percent) were “White/not Hispanic”, 19 (three percent) were “White/Hispanic”, 30 (five percent) were Black/Not Hispanic”, 19 (three percent) were “Asian”, two were “Black/Hispanic”, and two were “American Indian or Alaskan Native”. Of the volunteers 114 (18 percent) declined to identify race. Implementing agencies failed to collect data for an additional 87 volunteers (14 percent).

The FTF Program strives to recruit from a diversified pool of volunteers. The Program volunteer recruitment exceeded the proportion of minorities in the population of principal farm operators in the US, admittedly a relevant, but modest target. According to the 2007 USDA Census of Agriculture principal farm operators are: 96% white, two percent American Indian, one percent black, and one percent Asian; they are three percent Hispanic and 14 percent women. While principle farm operators is a key target population for volunteer recruitment, volunteers come from the broader population of farmer workers, agribusinesses, support services and rural organizations, which likely have more diverse populations.

Volunteer activities: The 629 volunteer assignments focused on technology transfer (59%), organizational development (15%), business/enterprise development (20%) financial services (2%), and environmental conservation (1%). Volunteers worked at various levels of the commodity production and marketing chain, including: rural support services and input supply (34%), on-farm production (42%), storage and processing (12%), and marketing (12%). Volunteers provided hosts with a total of 3,469 specific recommendations, including 1,533 relating to economic impacts, 1,165 to organizational improvements, 245 to financial services, and 526 to environmental or natural resource conservation.

Hosts and beneficiaries: The FY11 volunteer assignments provided technical assistance services to diverse host organizations. Since assistance to hosts continues through multiple volunteer assignments, continued contacts and follow-up by FTF staff, host organization data is cumulative for the three years of the project. A total of 914 host organizations have received technical assistance from FTF volunteers. These include: 273 farmer cooperatives and associations (30%); 256 individual private farmers (28%); 166 other private enterprises (18%); 128 NGOs (14%); 51 educational institutions (6%); eight rural financial institutions (1%) and 32 public sector agencies (4%). During FY11 volunteers provided direct formal training to 25,376 beneficiaries (36% women). A total of 49,323 persons were directly assisted (40% women).

Additional resources garnered: Volunteers’ individual initiatives, often assisted by FTF implementers, raised a total of \$1,249,409 from various U.S. sources to assist their host organizations and continued to provide information and advice following completion of volunteer assignments. Host organizations demonstrated their support for the FTF program by providing an estimated \$795,916 in cash and in-kind resources to support the volunteer assignments.

Outreach: Returned volunteers conducted outreach activities to inform the public about volunteer programs, international development issues, and foreign aid. In FY11, this included 415 press releases to local media, 600 media events, and 533 group presentations. This brings the Program

total to-date for public outreach to: 863 press releases, 1227 media events, and 1092 group presentations. Implementers participated in an Outreach Committee to help raise awareness of international development issues and to recruit volunteers. Social media, including blogs by volunteers, have expanded outreach.

Farmer-to-Farmer Program Impacts

While outcomes and impacts of some volunteer activities accrue almost immediately, many take time to develop. Most assignments under the current FTF Program are too recent to expect substantive data on outcomes and impacts. Implementing organizations collect host baseline data and report on program outcomes and impacts in their Mid-Term Report (through March 2011) and Final Report (through September 2013). The implementers' March 2011 Semi-Annual Reports included initial data on impact on hosts. This is reported in the attached indicators tables, but represents only preliminary results and impacts.

Attachment F provides some examples of successful FTF volunteer assignments and activities. The scale of potential impacts from the Program is reflected by the following accomplishments in terms of cumulative number of hosts and persons assisted:

- No. of Hosts Assisted (cumulative) 914
- No. of Direct Beneficiaries (FY11) 49,323
- No. of Direct Beneficiaries (cumulative) 93,936
- No. of Direct Trainees (FY11) 25,376
- No. of Direct Trainees (cumulative) 48,180
- No. of Potential Indirect Beneficiaries (cumulative) 15.1 million

Note: Implementers are testing the use of a simplified OCAT (Organizational Capacity Assessment Tool) as a means of monitoring impacts on organizational capacity development. Reporting on this is not yet consistent or complete, and the data reported on this indicator in the Indicator Tables B-2b and B-3b is therefore not valid or reliable.

The global economic/financial crisis affected financial institutions, trade, and economic activity, leading to the decrease in lending to the agricultural sector (as of 3/30/11) as reported in Table B-3b.

Farmer-to-Farmer Program Management

The FTF program is managed by the USAID Bureau of Food Security (BFS). During FY 11, USAID received \$12,500,000 from PL-480 for Farmer-to-Farmer program and administrative support. Of this amount, \$12,184,717 was obligated for FTF Program implementation and \$289,687 was obligated for program management.

FTF Administration

During the year, the FTF Program saw a series of changes in the USAID management structure for oversight of the Program:

- On/about 11/23/10, the EGAT/Agriculture Office was disbanded and merged into the newly formed Bureau of Food Security with the FTF Program under the Innovation Team of the Office of Agriculture, Research, and Technology (ART/I).
- On/about 1/11/11, Harry Rea, Acting Team Leader for the Innovation Team was replaced by Margaret Enis.
- On/about 6/1/11, a further re-organization resulted in the FTF Program being placed under Anne Williams on the Multi-Sector Team of the Office of Agriculture, Research, and Technology (ART/MS).
- Towards the end of the fiscal year, plans were being made for another re-organization.

Gary Alex serves as Program Manager, and Albert Yeboah as Program Analyst. A total of \$315,283 was obligated for Program administration. This amounted to 2.5 percent of total FTF funding. The administration and management funding was allocated as follows:

	Agreement No.	Amount Obligated (\$)
PSC-Alex	ECG-S-00-07-00002	145,264
PSC-Yeboah	EDH-S-00-07-00006	108,668
IT-Tax	N/A	20,232
Space-Tax	N/A	30,277
Space-Tax (FY10)	N/A	10,842
Travel	N/A	0
Total		315,283

Note: BFS carried over the FY11 Space and IT taxes to be obligated after the end of the fiscal year.

Program Funding

Program funding was obligated as incremental funding for existing implementing mechanisms – seven Leader with Associate (LWA) Cooperative Agreements, one Associate Award Cooperative Agreement, and the FTF Special Program Support Project Task Order. The funding was allocated to programs as follows:

Region	Implementing Agency	Agreement No.	Implementation Period	Total Award Amount	FY 11 Obligation
Caribbean Basin	Partners of the Americas	EDH-A-00-08-00019-00	9/24/2008-9/29/2013	\$7,500,000	1,500,000

East Africa	CNFA	EDH-0-A-00-08-00005-00	9/15/2008-9/23/2013	\$7,498,323	1,600,000
MENA	ACDI/VOCA	EDH-00-08-00006-00	9/24/2008-9/29/2013	\$7,499,707	1,400,000
ECCA	CNFA	EDH-A-00-08-00019-00	9/26/2008-9/25/2013	\$7,490,575	1,500,000
Southern Africa	CNFA	EDH-A-00-08-00004-00	9/22/2008-9/21/2013	\$7,492,968	1,600,000
West Africa	ACDI/VOCA	EDH-A-00-08-00020-00	9/25/2008-9/29/2013	\$7,248,551	1,324,717
Caribbean Basin - II	Winrock International	EDH-A-00-09-00003-00	6/01/09-5/31/14	\$1,199,935	210,000
Special Program Support Project	Weidemann Assoc, Inc.	AEG-I-18-04-00010-00	9/30/2008-9/29/2013	\$9,800,000	1,400,000
Additional Countries	Winrock International	AID-OAA-LA-10-00004	9/29/2010 – 9/28/2014	\$6,489,053	1,650,000
Total				\$62,219,112	\$12,184,717

The FY11 funding above the minimal level allowed for the expansion of the Associate Award Cooperative Agreement for Additional Countries for food security and additional niche project sub-grants under the SPSP Task Order. This allowed the program to continue in Bangladesh and expand in Ethiopia, Guinea, and Cambodia.

FTF Volunteer Programing Guidance

In FY11, the FTF Program USAID staff in conjunction with Weidemann Associates staff and consultants and implementing organization staff completed short guidance notes on options for programming volunteers in specific areas in which there may be opportunities for increased volunteer engagement: nutrition programs, gender equity and women’s leadership, environment and natural resources conservation and management, and agricultural education and training program strengthening.

Program Evaluation and Review

As input to the up-coming FTF Program Evaluation, Country FTF Program Implementation Reviews were completed for Malawi and the DR. A review is near finalization for Georgia.

A scope of work was developed, reviewed and finalized for the FTF FY09-13 Program Evaluation. The evaluation should start in early FY12 and will provide guidance to implementers on improving operations and impacts and will inform planning for FY14-18 FTF Program.

Associate Awards and Buy-Ins

No buy-ins were made in FY11. The following LWA Associate Awards have been made by USAID Missions.

	Project	Implementer	LOP Amount	Obligated To-date	LWA Number	Award Date
Angola	Angola Farmer-to-Farmer	CNFA	\$1,200,000	\$419,061	674-A-08-00095-00	09/29/08
Ghana	Agricultural Development and Value Chain Enhancement	ACDIVOCA	\$32,000,000	\$12,000,000	641-A-00-09-00026-00	07/14/09
Lebanon	Agricultural Product Quality Control & Certification	ACDIVOCA	\$3,000,000	\$1,500,000	268-A-00-09-00040-00	07/21/09
Belarus	Agricultural Sector Development	CNFA	\$600,000	\$600,000	121-00-09-00026-00	09/22/09
Georgia	Access to Mechanization	CNFA	\$5,096,179	\$3,110,607	114-LA-09-00001	09/28/09
Jamaica	Marketing and Agriculture for Jamaican Competitiveness	ACDIVOCA	\$14,000,000	\$1,000,000	532-A00-10-00005	1/29/10
Mali	Mali Ag Value Enhancement Network (MAVEN)	ACDIVOCA	\$2,100,000	\$300,000	688-A-00-10-00050	4/1/10
Kenya	Kenya Drylands Livestock Development Program	CNFA	\$9,995,424	\$5,270,846	AID-623-LA-10-00004	6/7/10
Lebanon-II	Smallholder Greenhouse Hydroponics	ACDIVOCA	\$12,000,000	\$5,720,295	268-A-00-10-00045	8/12/10
Lebanon-II (Mod)	Amendment	ACDIVOCA	\$10,197,271	\$6,268,000	268-A-00-10-00045	8/12/10
Liberia	Smallholder Oil Palm Sector Support Project	ACDIVOCA	\$3,746,559	\$1,875,000	669-A-00-11-00046-00	04/13/11
Vietnam	Sustainable Cocoa Farming	ACDIVOCA	\$1,600,000	\$805,067	486-L-11-00001	09/30/11

Additional RFAAA's are pending for Indonesia and Malawi. Volunteer assignment and activity performance indicator data from Associate Awards is summarized in Attachment E.

FTF Program Analytical Work

The FTF Program Analysts completed an *Analysis of USAID Funding for Agriculture by Investment Area* over the past 10-20 years. This work was to determine whether FTF volunteers are being programmed to work in areas that best complement overall USAID agriculture and rural development program investments.

Additional Office Support Activities

The USAID Farmer-to-Farmer Team contributed to a variety of additional office tasks to help in efforts to expand USAID agricultural programs to address food security, economic growth, and environmental sustainability. These activities provided opportunities to identify means of linking FTF voluntary technical assistance into the broader USAID agriculture and rural development agenda. In FY11, these included:

- BFS: Managing a Modernizing Extension and Advisory Services (MEAS) support project
- BFS: Design and planning for a Modernizing Agricultural Education and Training Systems support project
- Bangladesh: Development of a preliminary strategy and scope of work for design of a country agricultural transformation and food security strategy
- Guinea: Design of an agricultural sector project
- BFS: Completion of a Strategy Review of Agricultural Education and Training Issues
- Bangladesh: Preparation of a Concept Paper for an Agricultural Productivity Project
- Bumpers Amendment: Respond to Mission requests for assistance with Bumpers Amendment Analyses
- Volunteers for Prosperity: Serve on proposal review panel.

Program Attachments:

Attachment A: Summary FY11 FTF Performance and Impact Indicators for Volunteer Assignments by Implementer Program

Attachment B: Performance and Impact Indicators for the FY11 Farmer-to-Farmer Program by Country Program

Attachment C: Volunteer Characteristics for FY11 Farmer-to-Farmer Program

Attachment D: Volunteer Assignments By Country—FY11

Attachment E: Volunteer Assignment and Activity Performance Indicator Data from Associate Awards

Attachment F: Examples of FTF Success Stories—FY11

Attachment A: Summary FY11 FTF Performance and Impact Indicators by Program

Table A-1a: Volunteer Assignment Data—FY11

	Volunteer Assignments			Number of Volunteer Days Completed	Estimated Value of Volunteer Services Leveraged (U.S.\$)	Estimated Value of Host Contribution (U.S.\$)	Type of Volunteer Assistance						Commodity Chain Activity				
	Male	Female	Total				Technology Transfer	Organizational Development	Business/Enterprise Development	Financial Services	Environmental Conservation	Total	Production Support Services	On Farm Production	Processing/Handling	Marketing	Total
Partners of the America/Caribbean	96	33	129	1855	871850	471706	91	19	12	0	7	129	36	77	8	8	129
Winrock/Caribbean	10	5	15	213	100110	11236	9	0	2	0	4	15	5	4	6	0	15
CNFA/ECCA	81	9	90	1524	716280	33488	66	10	12	2	0	90	23	46	13	8	90
CNFA/South Africa	54	24	78	1478	694660	28228	20	11	33	8	6	78	19	20	14	25	78
CNFA/East Africa	62	14	76	1440	676800	35029	35	12	27	1	1	76	26	28	10	12	76
ACDIVOCA/MENA	58	8	66	983	472820	71987	57	4	5	0	0	66	49	12	4	1	66
ACDIVOCA/West Africa	45	12	57	1124	527810	13740	25	23	8	1	0	57	15	30	6	6	57
Winrock/Additional	23	4	27	646	303620	12894	18	3	4	0	2	27	9	10	6	2	27
WAI/PDP/Winrock	6	2	8	155	72850	520	1	4	2	1	0	8	4	1	0	3	8
WAI/PDP/NCBA	11	9	20	267	125490	4404	11	5	4	0	0	20	4	8	4	4	20
WAI/PDP/FAMU	10	5	15	314	147580	32984	14	1	0	0	0	15	0	15	0	0	15
WAI/Niche Projects																	
• Cooperative Coffees	3	2	5	45	21150	6000	2	2	0	1	0	5	0	0	2	3	5
• FAVACA	5	4	9	80	37600	29500	9	0	0	0	0	9	7	1	0	1	9
• Mercy Corps	3	0	3	68	31960	6200	1	0	2	0	0	3	0	0	1	2	3
• Iowa State Univ.	0	9	9	86	45000	13500	9	0	0	0	0	9	9	0	0	0	9
• U.of Arizona/ Aquaculture Without Borders	13	1	14	158	209000	16700	0	0	14	0	0	14	0	14	0	0	14
• Veterinarians Without Borders	1	4	5	42	45200	4800	4	1	0	0	0	5	5	0	0	0	5
• Purdue Univ.	3	0	3	30	6000	3000	0	0	3	0	0	3	3	0	0	0	3
Grand Total	484	145	629	10,508	5,105,780	795,916	372	95	128	14	20	629	214	266	74	75	629

Table A-1b: Volunteer Assignment Activity Data—FY11

	Persons Directly Assisted			Persons Trained			Number of Volunteer Recommendations				
	Male	Female	Total	Male	Female	Total	Economic	Organizational	Financial	Environmental	Total
Partners of the America/Caribbean	6929	3586	10515	4761	2589	7350	503	209	4	98	814
Winrock/Caribbean	378	268	646	282	225	507	32	5	1	6	44
CNFA/ECCA	2608	1014	3622	1385	599	1984	134	111	14	33	292
CNFA/South Africa	2260	1187	3443	1209	812	2021	49	113	29	74	265
CNFA/East Africa	2737	2418	5155	1869	1709	3578	82	137	22	40	281
ACDIVOCA/MENA	2695	525	3220	1679	316	1995	315	61	3	16	395
ACDIVOCA/West Africa	6872	7201	14073	1494	1012	2506	95	139	42	29	305
Winrock/Additional	1230	543	1773	624	129	753	34	60	0	6	100
WAI/PDP/Winrock	117	149	266	56	124	180	5	8	3	0	16
WAI/PDP/NCBA	973	351	1324	880	286	1166	79	25	7	10	121
WAI/PDP/FAMU	770	775	1545	770	775	1545	29	62	1	19	111
WAI/Niche Projects											
• Cooperative Coffees	82	28	110	82	28	110	16	26	16	13	71
• FAVACA	249	129	378	249	129	378	4	28	0	12	44
• Mercy Corps	3	14	17	17	39	56	1	34	1	0	36
• Iowa State Univ.	46	464	510	28	40	68	18	17	10	0	45
• U.of Arizona/ Aquaculture Without Borders	773	331	1104	625	294	924	67	50	39	110	266
• Veterinarians Without Borders	802	800	1602	188	37	225	45	75	45	60	225
• Purdue Univ.	12	8	20	19	14	30	25	5	8	0	38
Grand Total	29,536	19,791	49,323	16,217	9,157	25,376	1533	1165	245	526	3,469

Attachment B: Performance and Impact Indicators for the FY11 Farmer-to-Farmer Program By Country Program

Table B-1a: Volunteer Assignment Data–FY11

	Volunteer Assignments			Country	Country FTF Project	Number of Volunteer Days Completed	Estimated Value of Volunteer Services Leveraged (U.S.\$)	Estimated Value of Host Contribution (U.S.\$)	Type of Volunteer Assistance						Commodity Chain Activity					
	Male	Female	Total						Technology Transfer	Organizational Development	Business/Enterprise Development	Financial Services	Environmental Conservation	Total	Production Support Services	On Farm Production	Processing/Handling	Marketing	Total	
Partners of the America/ Caribbean	18	4	22	DR	Horticulture	265	124550	67933	20	2	0	0	0	22	2	20	0	0	22	
	9	3	12	DR	Tree Crops	170	79900	43581	6	5	0	0	1	12	7	5	0	0	12	
	1	0	1	Guyana	Rural Enterprise	8	3760	2051	1	0	0	0	0	1	0	0	1	0	1	
	13	5	18	Guyana	Horticulture	248	116560	63578	11	2	3	0	2	18	10	5	2	1	18	
	4	1	5	Haiti	Apiculture	67	31490	13330	3	1	1	0	0	5	1	4	0	0	5	
	1	0	1	Haiti	Horticulture	13	6110	3333	0	0	1	0	0	1	0	0	0	0	1	1
	4	6	10	Haiti	Small Animals	162	76140	41532	3	2	4	0	1	10	1	6	0	3	10	
	18	4	22	Nicaragua	Dairy	327	\$153,690	\$83,832	20	1	1	0	0	22	5	13	2	2	22	
	12	4	16	Nicaragua	Horticulture	227	106690	58192	14	1	1	0	0	16	2	13	1	0	16	
16	6	22	Various	Flexible	368	172960	94344	13	5	1	0	3	22	8	11	2	1	22		
Sub-Total	96	33	129			1855	871850	471706	91	19	12	0	7	129	36	77	8	8	129	
Winrock/ Caribbean	3	0	3	El Salvador	Dairy	35	16450	1850	2	0	1	0	0	3	0	1	2	0	3	
	4	4	8	El Salvador	Horticulture	115	54050	7786	3	0	1	0	4	8	5	1	2	0	8	
	3	1	4	Various	Flexible	63	29610	1600	4	0	0	0	0	4	0	2	2	0	4	
Sub-Total	10	5	15			213	100110	11236	9	0	2	0	4	15	5	4	6	0	15	
CNFA/ ECCA	4	0	4	Georgia	Dairy	61	28670	1150	4	0	0	0	0	4	0	0	4	0	4	
	13	3	16	Georgia	Fruit & Vegetables	261	122670	6975	12	1	3	0	0	16	2	10	1	3	16	
	5	0	5	Georgia	Livestock	82	38540	2300	4	1	0	0	0	5	2	1	1	1	5	
	10	0	10	Moldova	Dairy	173	81310	4345	6	2	1	1	0	10	3	5	1	1	10	
	14	3	17	Moldova	F&V	282	132540	5515	10	1	5	1	0	17	8	6	0	3	17	
	3	0	3	Tajikistan	Dairy & Livestock	54	25380	2630	2	0	1	0	0	3	1	1	1	0	3	
	12	0	12	Tajikistan	Fruit & Vegetables	207	97290	4325	9	2	1	0	0	12	3	6	3	0	12	
	11	0	11	Ukraine	Dairy	191	89770	993	9	1	1	0	0	11	2	9	0	0	11	
	4	1	5	Uzbekistan	Fruit & Vegetables	82	38540	565	3	2	0	0	0	5	1	3	1	0	5	
5	2	7	Various	Flexible	131	61570	4690	7	0	0	0	0	7	1	5	1	0	7		
Sub-Total	81	9	90			1524	716280	33488	66	10	12	2	0	90	23	46	13	8	90	
CNFA/South Africa	7	5	12	Angola	Horticulture	230	108100	6740	2	1	6	2	1	12	1	4	0	7	12	
	5	3	8	Angola	Legumes	138	64860	860	1	2	3	1	1	8	2	2	0	4	8	

	4	3	7	Malawi	Groundnuts	122	57340	846	2	1	4	0	0	7	2	0	3	2	7
	8	4	12	Malawi	Horticulture	219	102930	2021	5	2	3	1	1	12	4	6	2	0	12
	3	1	4	Malawi	Soybeans	70	32900	1241	1	0	3	0	0	4	1	0	2	1	4
	5	2	7	Mozambique	Horticulture	131	61570	4290	1	1	2	1	2	7	1	3	1	2	7
	15	3	18	Mozambique	Oilseeds	350	164500	11025	6	2	10	0	0	18	6	4	5	3	18
	7	3	10	Various	Flexible	218	102460	1205	2	2	2	3	1	10	2	1	1	6	10
Sub-Total	54	24	78			1478	694660	28228	20	11	33	8	6	78	19	20	14	25	78
CNFA/East Africa	8	3	11	Kenya	Grains	249	117030	2109	6	1	4	0	0	11	0	6	2	3	11
	6	2	8	Kenya	Horticulture	144	67680	2215	4	0	4	0	0	8	5	3	0	0	8
	8	0	8	Kenya	Oilseeds	152	71440	8566	3	0	5	0	0	8	2	4	0	2	8
	5	4	9	Tanzania	Grains	158	74260	2391	2	2	5	0	0	9	5	2	0	2	9
	4	0	4	Tanzania	Horticulture	68	31960	588	4	0	0	0	0	4	0	4	0	0	4
	7	0	7	Tanzania	Legumes	125	58750	2021	2	3	2	0	0	7	3	2	0	2	7
	8	3	11	Uganda	Grains	212	99640	5220	5	2	3	1	0	11	4	3	2	2	11
	9	0	9	Uganda	Oilseeds	166	78020	5997	4	1	4	0	0	9	3	3	2	1	9
	7	2	9	Various	Flexible	166	78020	5922	5	3	0	0	1	9	4	1	4	0	9
Sub-Total	62	14	76			1440	676800	35029	35	12	27	1	1	76	26	28	10	12	76
ACDIVOCA/MENA	16	3	19	Egypt	Horticulture	277	141000	0	14	2	3	0	0	19	12	6	1	0	19
	6	0	6	Egypt	Livestock & Dairy	79	37130	0	6	0	0	0	0	6	4	0	2	0	6
	10	1	11	Lebanon	Horticulture	157	73790	23767	11	0	0	0	0	11	11	0	0	0	11
	9	0	9	Lebanon	Small Ruminants	122	57340	26597	9	0	0	0	0	9	9	0	0	0	9
	17	4	21	Various	Flexible	348	163560	21623	17	2	2	0	0	21	13	6	1	1	21
Sub-Total	58	8	66			983	472820	71987	57	4	5	0	0	66	49	12	4	1	66
ACDIVOCA/ West Africa	9	0	9	Ghana	Horticulture	156	73,320	0	2	6	0	1	0	9	2	6	0	1	9
	12	1	13	Ghana	Staple Foods	246	115620	0	3	8	2	0	0	13	5	6	1	1	13
	4	1	5	Liberia	Horticulture	142	66740	7420	2	1	2	0	0	5	1	2	1	1	5
	4	1	5	Liberia	Livestock & Dairy	117	54990	0	4	0	1	0	0	5	2	3	0	0	5
	2	1	3	Liberia	Staple Foods	59	27,730	0	3	0	0	0	0	3	0	1	2	0	3
	3	7	10	Mali	Small Ruminant Livestock	148	69,560	3,195	4	6	0	0	0	10	3	6	1	0	10
	1	0	1	Mali	Staple Foods	17	7,990	2,016	0	0	1	0	0	1	0	0	0	1	1
	3	0	3	Nigeria	Apiculture	52	23,970	1,109	1	0	2	0	0	3	1	1	0	1	3
	3	0	3	Nigeria	Aquaculture	40	18,800	0	2	1	0	0	0	3	1	2	0	0	3
	1	0	1	Nigeria	Staple Foods	17	7,990	0	1	0	0	0	0	1	0	0	1	0	1
	3	1	4	Various	Flexible	130	61100	0	3	1	0	0	0	4	0	3	0	1	4
Sub-Total	45	12	57			1124	527810	13740	25	23	8	1	0	57	15	30	6	6	57
Winrock/ Additional	5	0	5	Bangladesh	Cash & Food Crops	87	40890	2391	2	1	2	0	0	5	2	0	3	0	5
	15	2	17	Bangladesh	Fisheries & Livestock	354	166380	9550	13	2	2	0	0	17	7	5	3	2	17
	2	1	3	Ethiopia	Livestock	172	80840	953	1	0	0	0	2	3	0	3	0	0	3
	1	1	2	Various	Flexible	33	15510	0	2	0	0	0	0	2	0	2	0	0	2
Sub-Total	23	4	27			646	303620	12894	18	3	4	0	2	27	9	10	6	2	27

WAI/ PDP/Winrock	6	2	8	Kenya	Poultry-AI	155	72850	520	1	4	2	1	0	8	4	1	0	3	8
Sub-Total	6	2	8			155	72850	520	1	4	2	1	0	8	4	1	0	3	8
WAI/ PDP/NCBA	10	7	17	Senegal	Millet	232	109040	553	11	4	2	0	0	17	4	7	4	2	17
	1	2	3	Various	Flexible	35	16450	3851	0	1	2	0	0	3	0	1	0	2	3
Sub-Total	11	9	20			267	125490	4404	11	5	4	0	0	20	4	8	4	4	20
WAI/ PDP/FAMU	6	4	10	South Africa	Agricultural Education	217	101990	29788	9	1	0	0	0	10	0	10	0	0	10
	4	1	5	South Africa	Grapes	97	45590	3196	5	0	0	0	0	5	0	5	0	0	5
	0	0	0	South Africa	Fish	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Sub-Total	10	5	15			314	147580	32984	14	1	0	0	0	15	0	15	0	0	15
WAI/ Niche Projects	3	2	5	Global	Coffee	45	21150	6000	2	2	0	1	0	5	0	0	2	3	5
	5	4	9	Caribbean	Food Security	80	37600	29500	9	0	0	0	0	9	7	1	0	1	9
	3	0	3	Mongolia	Dairy	68	31960	6200	1	0	2	0	0	3	0	0	1	2	3
	0	9	9	Uganda	Gender Ag	86	45000	13500	9	0	0	0	0	9	9	0	0	0	9
	13	1	14	Various	Aquaculture	158	209000	16700	0	0	14	0	0	14	0	14	0	0	14
	1	4	5	Liberia	Animal Health	42	45200	4800	4	1	0	0	0	5	5	0	0	0	5
	3	0	3	Costa Rica	Coffee	30	6000	3000	0	0	3	0	0	3	3	0	0	0	3
Sub-Total	28	20	48			509	395910	79700	25	3	19	1	0	48	24	15	3	6	48
Grand Total	484	145	629			10,508	5,105,780	795,916	372	95	128	14	20	629	214	266	74	75	629

Table B-1b: Volunteer Assignment Activity Data—FY11

	Country	Country FTF Project	Persons Directly Assisted			Persons Trained			Number of Volunteer Recommendations				
			Male	Female	Total	Male	Female	Total	Economic	Organizational	Financial	Environmental	Total
Partners of the America/ Caribbean	DR	Horticulture	993	295	1288	571	226	797	94	15	0	0	109
	DR	Tree Crops	432	317	749	370	189	559	58	22	0	45	125
	Guyana	Rural Enterprise	0	0	0	0	0	0	0	0	0	0	0
	Guyana	Horticulture	381	265	646	221	158	379	63	26	0	18	107
	Haiti	Apiculture	176	98	274	153	98	251	6	5	0	0	11
	Haiti	Horticulture	35	6	41	0	0	0	1	0	0	0	1
	Haiti	Small Animals	999	392	1391	728	318	1046	27	39	0	0	66
	Nicaragua	Dairy	1253	730	1983	963	701	1664	125	52	4	27	208
	Nicaragua	Horticulture	994	765	1759	620	458	1078	72	29	0	6	107
	Various	Flexible	1666	718	2384	1135	441	1576	57	21	0	2	80
Sub-Total			6929	3586	10515	4761	2589	7350	503	209	4	98	814
Winrock/ Caribbean	El Salvador	Dairy	117	14	131	117	14	131	7	3	0	0	10
	El Salvador	Horticulture	151	111	262	108	84	192	20	0	1	4	25
	Various	Flexible	110	143	253	57	127	184	5	2	0	2	9
Sub-Total			378	268	646	282	225	507	32	5	1	6	44
CNFA/ ECCA	Georgia	Dairy	28	41	69	12	17	29	2	9	0	1	12
	Georgia	Fruit & Vegetables	234	155	389	142	65	207	24	20	2	3	49
	Georgia	Livestock	275	59	334	41	14	55	8	5	1	1	15
	Moldova	Dairy	121	59	180	80	39	119	21	9	3	1	34
	Moldova	F&V	491	220	711	412	203	615	23	25	1	5	54
	Tajikistan	Dairy & Livestock	77	34	111	44	4	48	5	6	1	4	16
	Tajikistan	Fruit & Vegetables	806	173	979	303	66	369	17	14	4	6	41
	Ukraine	Dairy	233	118	351	158	81	239	15	7	0	5	27
	Uzbekistan	Fruit & Vegetables	62	19	81	24	6	30	13	0	0	2	15
	Various	Flexible	281	136	417	169	104	273	6	16	2	5	29
Sub-Total			2608	1014	3622	1385	599	1984	134	111	14	33	292
CNFA/South Africa	Angola	Horticulture	229	54	283	162	26	188	0	7	5	8	20
	Angola	Legumes	249	66	315	157	39	196	9	19	8	9	45
	Malawi	Groundnuts	48	66	114	48	66	114	7	10	7	14	38
	Malawi	Horticulture	194	211	403	116	170	286	4	11	3	20	38
	Malawi	Soybeans	20	20	40	15	13	28	3	7	2	0	12
	Mozambique	Horticulture	172	156	328	130	141	271	8	20	1	6	35
	Mozambique	Oilseeds	1264	539	1803	511	305	816	15	25	3	14	57

	Various	Flexible	84	75	157	70	52	122	3	14	0	3	20
Sub-Total			2260	1187	3443	1209	812	2021	49	113	29	74	265
CNFA/East Africa	Kenya	Grains	870	750	1620	542	458	1000	12	20	2	2	36
	Kenya	Horticulture	106	212	318	61	148	209	13	8	0	3	24
	Kenya	Oilseeds	286	364	650	154	235	389	11	9	5	0	25
	Tanzania	Grains	200	67	267	195	67	262	3	26	8	0	37
	Tanzania	Horticulture	128	109	237	85	69	154	4	3	0	21	28
	Tanzania	Legumes	250	99	349	138	58	196	12	15	0	1	28
	Uganda	Grains	283	263	546	251	204	455	8	18	5	1	32
	Uganda	Oilseeds	355	429	784	276	397	673	15	17	1	1	34
Various	Flexible	259	125	384	167	73	240	4	21	1	11	37	
Sub-Total			2737	2418	5155	1869	1709	3578	82	137	22	40	281
ACDIVOCA/MENA	Egypt	Horticulture	883	134	1017	401	55	456	96	11	2	13	122
	Egypt	Livestock & Dairy	205	54	259	140	20	160	30	0	0	3	33
	Lebanon	Horticulture	368	52	420	318	66	384	84	0	0	0	84
	Lebanon	Small Ruminants	451	39	490	62	9	71	58	1	0	0	59
	Various	Flexible	788	246	1034	758	166	924	47	49	1	0	97
Sub-Total			2695	525	3220	1679	316	1995	315	61	3	16	395
ACDIVOCA/ West Africa	Ghana	Horticulture	293	88	381	416	281	697	6	24	8	0	38
	Ghana	Staple Foods	5471	5946	11417	334	51	385	7	40	5	4	56
	Liberia	Horticulture	251	274	525	251	274	525	10	18	6	12	46
	Liberia	Livestock & Dairy	146	64	210	139	61	200	20	4	5	12	41
	Liberia	Staple Foods	81	115	196	42	111	153	6	5	4	0	15
	Mali	Small Ruminant Livestock	82	146	228	59	117	176	13	34	0	0	47
	Mali	Staple Foods	38	3	41	35	3	38	5	0	0	0	5
	Nigeria	Apiculture	46	10	56	28	10	38	14	0	0	0	14
	Nigeria	Aquaculture	140	111	251	90	39	129	9	0	9	0	18
	Nigeria	Staple Foods	37	7	44	22	4	26	3	0	0	0	3
Various	Flexible	287	437	724	78	61	139	2	14	5	1	22	
Sub-Total			6872	7201	14073	1494	1012	2506	95	139	42	29	305
Winrock/ Additional	Bangladesh	Cash & Food Crops	159	49	208	49	5	54	4	14	0	1	19
	Bangladesh	Fisheries & Livestock	764	309	1073	313	12	325	18	46	0	4	68
	Ethiopia	Livestock	90	7	97	90	7	97	7	0	0	1	8
	Various	Flexible	217	178	395	172	105	277	5	0	0	0	5
Sub-Total			1230	543	1773	624	129	753	34	60	0	6	100
WAI/PDP/Winrock	Kenya	Poultry-AI	117	149	266	56	124	180	5	8	3	0	16
Sub-Total			117	149	266	56	124	180	5	8	3	0	16
WAI/ PDP/NCBA	Senegal	Millet	775	290	1065	765	256	1021	67	21	5	5	98
	Niger	Flexible	198	61	259	115	30	145	12	4	2	5	23
Sub-Total			973	351	1324	880	286	1166	79	25	7	10	121

WAI/ PDP/FAMU	South Africa	Agricultural Education	454	547	1001	454	547	1001	20	51	0	15	86
	South Africa	Grapes	316	228	544	316	228	544	9	11	1	4	25
	South Africa	Fish	0	0	0	0	0	0	0	0	0	0	0
Sub-Total			770	775	1545	770	775	1545	29	62	1	19	111
WAI/ Niche Projects	Global	Coffee	82	28	110	82	28	110	16	26	16	13	71
	Caribbean	Food Security	249	129	378	249	129	378	4	28	0	12	44
	Mongolia	Dairy	3	14	17	17	39	56	1	34	1	0	36
	Uganda	Gender Ag	46	464	510	28	40	68	18	17	10	0	45
	Various	Aquaculture	773	331	1104	625	294	924	67	50	39	110	266
	Liberia	Animal Health	802	800	1602	188	37	225	45	75	45	60	225
	Costa Rica	Coffee	12	8	20	19	14	30	25	5	8	0	38
Sub-Total			1967	1774	3741	1208	581	1791	176	235	119	195	725
													0
Grand Total			29,536	19,791	49,323	16,217	9,157	25,376	1,533	1,165	245	526	3,469

Table B-2a: Host Baseline Data–FY11 (Cumulative)

Host	Country	Country FTF Project	Institution Type								Potential Beneficiaries				
			Cooperatives and Associations	Individual Private Farmers	Other Private Enterprises	Non-Profit, Public Interest NGOs	Public and Private Education Institutions	Rural Financial Institutions	Public Sector Agencies	Total	Members/Owners	Employees	Clients	Family members	Total
Partners/ Caribbean	DR	Horticulture	24	17	-	3	-	-	-	44	981	1,592	25,651	141,123	169,347
	DR	Tree Crops	1	17	-	-	3	-	-	21	884	128	4,080	21,511	26,603
	Guyana	Horticulture	7	18	6	2	3	-	2	38	356	308	546,884	1,830	549,378
	Guyana	Rural Enterprises	1	2	3	-	-	-	-	6	56	39	65	682	842
	Haiti	Apiculture	1	44	1	-	-	-	-	46	186	179	3,124	18,971	22,470
	Haiti	Horticulture	1	6	1	1	-	-	-	9	2,073	49	8,068	19,040	29,230
	Haiti	Small Animals	6	79	1	8	1	-	-	95	37,541	110	30,948	238,607	307,206
	Nicaragua	Dairy	11	15	1	-	2	-	-	29	103,241	967	11,135	62,050	177,393
	Nicaragua	Horticulture	9	-	-	1	-	-	1	11	811	238	364	6,258	7,671
	Various	Flexible	5	-	-	2	2	-	3	12	1,697	473	260,809	14,725	277,704
	Total		66	198	13	17	11	-	6	311	147,826	4,083	891,128	524,797	1,567,834
Winrock/ Caribbean	El Salvador	Dairy	2	3	-	1	-	-	-	6	157	68	952	4,708	5,885
	El Salvador	Horticulture	1	3	2	4	-	-	2	12	438	147	273	3,432	4,290
	Various	Flexible	-	1	-	4	-	-	-	5	20	25	3,915	15,840	19,800
		Total		3	7	2	9	-	-	2	23	615	240	5,140	23,980
CNFA/ECCA	Georgia	Dairy	3	-	7	-	-	-	-	10	1,155	173	795	5,096	7,216
	Georgia	Fruit & Vegetables	2	1	22	2	5	-	1	33	216	1,315	102,145	189,136	292,810
	Georgia	Livestock	-	-	7	-	1	-	-	8	15	181	45,273	83,330	128,815
	Georgia	Nuts	-	-	2	-	-	-	-	2	8	75	153	425	660
	Moldova	Dairy	2	2	3	1	0	1	0	9	443	650	2668	8717	12478
	Moldova	Fruit & Vegetables	5	4	6	3	2	1	0	21	300166	9038	724	927733	1237661
	Tajikistan	Dairy & Livestock	1	3	4	1	-	-	-	9	120	296	29	1,763	2,208
	Tajikistan	Fruit & Vegetables	2	3	4	2	2	1	-	14	1,127	1,563	2,384	22,121	27,195
Ukraine	Dairy	-	3	-	-	-	-	-	3	7	155	66	606	834	

	Uzbekistan	Fruit & Vegetables	-	2	5	-	-	-	-	7	9	101	139	390	639
	Various	Flexible	-	4	5	3	3	1	-	16	24	2,686	8,390	35,851	46,949
		Total	15	22	65	12	13	4	1	132	303,290	16,233	162,766	1,275,168	1,757,465
CNFA/ Southern Africa	Angola	Horticulture	11	3	-	-	-	-	1	15	6,933	1,004	843	37,709	46,489
	Angola	Legumes	5	-	-	2	-	-	-	7	1,932	198	45	8,636	10,811
	Malawi	Groundnuts	3	0	1	1	1	0	0	6	995	91	923	6,331	196,923
	Malawi	Horticulture	5	1	1	1	4	-	-	12	44,364	771	17,732	306,800	369,697
	Malawi	Soybeans	2	1	1	1	3	-	-	8	50,230	140	1,033	256,387	307,792
	Mozambique	Horticulture	6	-	1	3	3	-	-	13	18,076	274	89	100,417	118,856
	Mozambique	Oilseeds	5	1	-	4	3	-	1	14	33,748	1,281	61,060	532,070	628,159
	Various	Flexible	2	-	1	1	-	-	-	4	100,782	67	0	504,840	905,689
		Total	39	6	5	13	14	0	2	79	257062	3826	81725	1,753,190	2,095,915
CNFA/ East Africa	Kenya	Grains	3	-	3	1	-	-	1	8	31,836	382	10,165	169,861	212,244
	Kenya	Horticulture	-	-	1	1	1	-	1	4	2,013	71	26	10,489	12,599
	Kenya	Oilseeds	2	-	3	-	1	1	-	7	23,676	264	759	111,241	135,940
	Tanzania	Grains	4	-	1	-	-	-	-	5	3,286	18	3,385	33,115	39,804
	Tanzania	Horticulture	6	-	2	-	-	-	-	8	768	840	10,346	47,248	59,202
	Tanzania	Legumes	3	-	-	-	-	-	-	3	234	6	5,527	22,645	28,412
	Tanzania	Oilseeds	1	-	-	-	-	-	-	1	34	-	-	133	167
	Uganda	Grains	10	-	3	-	-	-	-	13	18,191	188	10,154	160,350	188,883
	Uganda	Oilseeds	6	-	2	-	-	-	-	8	6,628	149	50,017	284,687	341,481
	Various	Flexible	2	-	1	4	1	-	1	9	16,353	1,020	3,923	106,444	127,740
		Total	37	-	16	6	3	1	3	66	103,019	2,938	94,302	946,213	1,146,472
ACDIVOCA/ MENA	Egypt	Horticulture	7	-	2	11	4	-	2	26	8,022	1,110	7,235	65,468	81,835
	Egypt	Livestock & Dairy	2	-	1	3	2	-	-	8	3,970	374	413	19,028	23,785
	Lebanon	Horticulture	4	4	8	7	1	-	1	25	414	994	23,911	75,957	101,276
	Lebanon	Small Ruminants	-	-	3	1	-	-	-	4	15	137	188,454	565,818	754,424
	Various	Flexible	4	1	5	8	-	-	-	18	260	1,576	48,631	195,765	246,232
			Total	17	5	19	30	7	-	3	81	12,681	4,191	268,644	922,036
ACDIVOCA/ West Africa	Ghana	Horticulture	17	2	2	2	-	-	-	23	1,473	711	8,154	33,517	43,855
	Ghana	Staple Foods	10	3	7	3	1	-	-	24	5,587	1,703	63,851	210,978	282,119
	Liberia	Horticulture	-	-	-	3	-	-	-	3	5	12	120	548	685
	Liberia	Livestock & Dairy	1	1	-	1	-	-	1	4	262	6	120	1,552	1,940

	Liberia	Staple Foods	-	2	1	1	-	-	-	4	55	52	15	488	610
	Mali	Livestock & Dairy	11	-	1	-	-	-	3	15	542	696	62,413	254,604	318,255
	Mali	Staple Foods	1	-	1	-	-	-	-	2	64	13	330	1,628	2,035
	Nigeria	Apiculture	2	2	2	1	-	-	1	8	4,407	88	14,304	75,196	93,995
	Nigeria	Aquaculture	4	2	3	4	-	-	1	14	2,882	2,632	20,436	103,800	129,750
	Nigeria	Staple Foods	5	4	-	3	-	2	-	14	5,601	258	62,733	274,368	342,960
	Various	Flexible	3	-	1	4	-	-	-	8	1,518	130	13,011	50,626	65,285
		Total	54	16	18	22	1	2	6	119	22,396	6,301	245,487	1,007,305	1,281,489
Winrock/ Additional Countries	Bangladesh	Cash & Food Crops	-	-	1	1	-	-	-	2	7	577	6,050	26,536	33,170
	Bangladesh	Fisheries & Livestock	1	-	20	6	-	-	-	27	79	5,950	1,139,517	4,582,184	5,727,730
	Ethiopia	Livestock	-	1	-	1	-	-	-	2	-	20	80	400	500
	Various	Flexible	-	1	-	1	-	-	-	2	108	-	211	1,276	1,595
		Total	1	2	21	9	-	-	-	33	194	6,547	1,145,858	4,610,396	5,762,995
SPSP/PDP/ Winrock	Kenya	Poultry AI	2	-	2	1	1	1	2	9	2,206	1,759	3,665	30,520	38,150
	Kenya	Total	2	-	2	1	1	1	2	9	2,206	1,759	3,665	30,520	38,150
SPSP/PDP/ NCBA	Senegal	Millet	6	-	-	1	-	-	-	7	991	14	5	5,946	6,956
	Various	Flexible	2	-	-	-	-	-	-	2	176	-	-	1,056	1,232
		Total	8	-	-	1	-	-	-	9	1,167	14	5	7,002	8,188
SPSP/PDP/ FAMU	South Africa	Agricultural Education	4	-	-	-	-	-	-	4	29	29	12	310	380
	South Africa	Fish	13	-	-	-	-	-	-	13	497	460	62	1,683	2,702
	South Africa	Grape	5	-	-	-	-	-	-	5	572	812	17	5,133	6,534
		Total	22	-	-	-	-	-	-	22	1,098	1,301	91	7,126	9,616
WAI Niche Projects															
Cooperative Coffees	Various	Coffee	2	-	-	-	-	-	-	2	1,270	8	10	5,550	6,838
FAVACA	Various	Food Security	-	-	-	-	-	-	4	4	38	186	75	1,111	1,410
Mercy Corps	Mongolia	Livestock Marketing	-	-	5	-	-	-	-	5	5	37	43	19	104
Iowa state University	Uganda	Gender	-	-	-	1	-	-	-	1	-	12	85	510	607
U of Arizona/Aquaculture Without Borders	Various	Aquaculture	6	-	-	4	-	-	2	12	250	451	5,088	7,565	13,354
Vets Without Borders	Liberia	Livestock	-	-	-	3	1	-	1	5	5	202	420	1,962	2,589
Purdue University	Costa Rica	Coffee	1	-	-	-	-	-	-	1	100	25	20	250	395
WAI Niche Project		Total	9	-	5	8	1	-	7	30	1,668	921	5,741	16,967	25,297
Grand Total			273	256	166	128	51	8	32	914	853,221	48,354	2,904,552	11,124,700	14,930,827

Table B-2b: Host Baseline Data–FY11 (Cumulative)

Host	Country	Country FTF Project	Baseline Data							
			Net annual income (US\$)	Annual gross sales (US\$)	Membership	OCA T Rating	Value of Rural/ Agricultural Loans (\$)	Number of rural and/or agricultural loans	Area of Environmental/ Natural Resource (ha)	People with environmental/ safety threat
Partners/ Caribbean	DR	Horticulture	4,129,365	624,857	948	0.52	737,412	112	141	22
	DR	Tree Crops	3,862,852	50,983	830	0.14	27,568	6	485	6
	Guyana	Horticulture	7,254,893	555,050	307	0.26	375	1	693	132
	Guyana	Rural Enterprises	59,678	108,220	53	-	15,000	2	238	11
	Haiti	Apiculture	36,751	44,075	11	0.03	-	-	356	15,150
	Haiti	Horticulture	9,725	9,811	1,984	0.46	-	-	24	175
	Haiti	Small Animals	23,603	44,072	37,403	0.01	10,654	22	156	10,541
	Nicaragua	Dairy	15,492,176	9,855,316	102,968	0.26	1,270,453	17	28,645	27
	Nicaragua	Horticulture	3,539,565	1,880,664	811	-	167,045	4	282	-
	Various	Flexible	2,252,074	1,078,000	1,659	0.60	29,678	29	7,141	709
	Total		36,660,682	14,251,048	146,974	0.19	2,258,185	193	38,161	26,773
Winrock/ Caribbean	El Salvador	Dairy	7,360,702	40,178,500	94	1.01	-	-	-	-
	El Salvador	Horticulture	2,266,165	27,461,559	1,022	1.43	-	-	225	450
	Various	Flexible	17,106	43,920	-	2.35	-	-	-	-
		Total		9,643,973	67,683,979	1,116	1.52	-	-	225
CNFA/ ECCA	Georgia	Dairy	(67,382)	692,465	1,096	3.91	-	-	360	-
	Georgia	Fruit & Vegetables	1,712,658	15,206,745	166	3.90	-	-	890	-
	Georgia	Livestock	512,470	2,911,404	-	4.04	-	-	4,500	-
	Georgia	Nuts	53,288	338,871	-	3.18	-	-	230	-
	Moldova	Dairy	9,748,692	9,865,717	434	3.39	33,261,455	30	6343	0
	Moldova	Fruit & Vegetables	5,008,421	80,036,535	300157	2.69	24,038,995	137	1343	0
	Tajikistan	Dairy & Livestock	262,741	286,476	113	1.87	-	-	1,423	-
	Tajikistan	Fruit & Vegetables	119,246	438,227	1,111	1.86	717,874	1,400	1,404	-
Ukraine	Dairy	1,066,647	3,494,950	-	3.77	-	-	12,590	-	

	Uzbekistan	Fruit & Vegetables	10,658	58,073	-	1.78	-	-	600	-
	Various	Flexible	15,956,972	32,799,502	-	2.60	-	-	189,904	201,300
		Total	34,384,411	146,128,964	303,077	3.04	58,018,324	1,567	219,586	201,300
CNFA/ Southern Africa	Angola	Horticulture	5,552,281	13,114,720	6,921	2.10	35,421	2	59,511	157
	Angola	Legumes	426,775	15,300	1,932	2.24	7,880	2	5,997	2
	Malawi	Groundnuts	21,921	108,556	882	2.73	-	-	-	-
	Malawi	Horticulture	113,957	1,083,865	102,328	2.98	3,724	2	258,320	11,200
	Malawi	Soybeans	22,925	49,380	50,226	2.01	639,658	1	180,204	100,500
	Mozambique	Horticulture	307,613	884,285	18,065	3.15	56,320	302	11,076	17,182
	Mozambique	Oilseeds	661,553	2,645,678	33,491	2.75	47,000	47	18,472	18,222
	Various	Flexible	0	0	100,000	1.61	-	-	1,700,667	7,900,000
	Total	7,119,463	17,920,263	313,845	2.48	790,003	356	2,234,557	8,047,263	
CNFA/ East Africa	Kenya	Grains	136,314	13,219,924	31,760	2.84	-	-	90,326	3,408
	Kenya	Horticulture	47,162	18,468	12	3.28	-	-	972	1,050
	Kenya	Oilseeds	262,537	3,115,593	23,664	2.40	49,172	338	7,718	7,711
	Tanzania	Grains	27,424	642,367,026	3,285	2.40	-	-	3,360	677
	Tanzania	Horticulture	13,079	324,719	763	2.26	-	-	12,344	21,048
	Tanzania	Legumes	7,407	5,041	234	3.00	-	-	57	57
	Tanzania	Oilseeds	-	-	34	2.10	-	-	-	-
	Uganda	Grains	350,514	20,290,363	18,160	3.36	-	-	4,808	10,494
	Uganda	Oilseeds	100,000	602,208	6,622	3.94	-	-	1,989	1,217
	Various	Flexible	65,531	7,396,749	19,604	2.41	38,286	139	483,800	339,659
	Total	1,009,968	687,340,091	104,138	2.89	87,458	477	605,374	385,321	
ACDIVOCA/ MENA	Egypt	Horticulture	1,799,114	2,729,480	-	2.73	-	-	15	-
	Egypt	Livestock & Dairy	135,855	1,059,210	-	2.50	-	-	-	-
	Lebanon	Horticulture	1,298,000	17,358,200	316	3.72	-	-	672	16
	Lebanon	Small Ruminants	200,000	3,649,168	-	4.23	-	-	8	70
	Various	Flexible	1,734,332	32,194,823	324	3.26	-	-	330	-
		Total	5,167,301	56,990,881	640	3.21	-	-	1,025	86
ACDIVOCA/ West Africa	Ghana	Horticulture	753,867	1,437,574	451	2.32	-	-	-	-
	Ghana	Staple Foods	14,220,190	76,740,125	4,202	3.04	-	-	-	-
	Liberia	Horticulture	56	85	400	2.10	-	-	-	-
	Liberia	Livestock & Dairy	72,000	1,440,000	-	1.00	-	-	-	-

	Liberia	Staple Foods	6,627	15,600	64	3.40	-	-	-	25
	Mali	Livestock & Dairy	2,045,545	6,533,630	530	1.91	44,340	45	100	1,000
	Mali	Staple Foods	40,250	143,000	44	1.30	-	-	-	-
	Nigeria	Apiculture	664,608	890,226	-	1.18	13,793	1	501	32,912
	Nigeria	Aquaculture	103,500	565,500	1,343	2.26	-	-	177	6,100
	Nigeria	Staple Foods	72,815	148,574	4,748	2.42	99,374	2	7,260	8,440
	Various	Flexible	229,879	262,961	1,500	1.73	-	-	-	-
		Total	18,209,337	88,177,275	13,282	270.10	157,507	48	8,038	48,477
Winrock/ Additional Countries	Bangladesh	Cash & Food Crops	1,534,367	5,620,052	-	3.60	-	-	71	-
	Bangladesh	Fisheries & Livestock	12,825,851	434,485,933	-	2.75	-	-	762	-
	Ethiopia	Livestock	-	-	-	-	-	-	-	-
	Various	Flexible	-	-	-	-	-	-	-	-
		Total	14,360,218	440,105,985	-	2.47	-	-	833	-
SPSP/PDP/ Winrock	Kenya	Poultry AI	39,157,432	130,611,355	2,197	-	-	-	-	-
	Kenya	Total	39,157,432	130,611,355	2,197	-	-	-	-	-
SPSP/PDP/ NCBA	Senegal	Millet	32,299	254,509	1,014	1.00	-	-	-	-
	Various	Flexible	-	32,489	176	2.00	16,624	4	-	-
		Total	32,299	286,998	1,190	1.22	16,624	4	-	-
SPSP/PDP/ FAMU	South Africa	Agricultural Education	11,044	30,617	-	-	-	-	7	380
	South Africa	Fish	469,296	1,285,623	-	-	616,667	5	2,504	2,702
	South Africa	Grape	(899,999)	4,038,817	21	-	10,416,666	6	207	6,069
		Total	(419,659)	5,355,057	21	-	11,033,333	11	2,718	9,151
Cooperative Coffees	Various	Coffee	-	-	-	NA	-	-	-	-
FAVACA	Various	Food Security	-	-	-	NA	-	-	-	-
Mercy Corps	Mongolia	Livestock Marketing	-	-	-	NA	-	-	-	-
Iowa State University	Uganda	Gender	-	-	-	NA	-	-	-	-
U of Arizona/Aquaculture Without Borders	Various	Aquaculture	-	-	-	NA	-	-	-	-
Vets Without Borders	Liberia	Livestock	-	-	-	NA	-	-	-	-
Purdue University	Costa Rica	Coffee	-	-	-	NA	-	-	-	-
WAI Niche Project		Total	-	-	-	NA	-	-	-	-
GrandTotal			165,312,987	1,654,833,417	886,480	1.70	72,361,434	2,656	3,110,517	8,718,821

Note: Implementers are testing the use of a simplified OCAT (Organizational Capacity Assessment Tool) as a means of monitoring impacts on organizational capacity development. Reportign on this is not yet consistent or complete, and the data reported on this indicator in the Indicator Tables B-2b and B-3b is therefore not valid or reliable.

Table B-3a: Host Impact Data (Partial and preliminary through March 30, 2011)

	Country	Country FTF Project	Number of Hosts	Beneficiaries						Estimated Value of Resources Mobilized by Host (U.S.\$)	Number of Volunteer Recommendations Adopted
				Members/Owners	Employees	Clients	Family members	Spread of Innovation	Total		
Partners/Caribbean	DR	Horticulture	28	1,265	1,053	25	11,665	-	14,008	14,605	101
	DR	Tree Crops	14	1,262	66	-	161	-	1,489	8,366	25
	Guyana	Horticulture	20	324	156	2,899	577	-	3,956	3,025	64
	Guyana	Rural Enterprise	3	17	18	5	-	-	40	220	2
	Haiti	Apiculture	36	103	178	1,875	9,849	-	12,005	1,771	48
	Haiti	Horticulture	4	236	25	1,509	10,617	-	12,387	1,645	12
	Haiti	Small Animals	60	273	123	147	3,237	-	3,780	2,502	71
	Nicaragua	Dairy	26	102,731	1,396	15,763	521,240	-	641,130	645,669	96
	Nicaragua	Horticulture	1	52	-	-	-	-	52	328	4
	Various	Flexible	2	30	217	25,515	250	-	26,012	1,557	15
		Sub-total	194	106,293	3,232	47,738	557,596	-	714,859	679,688	438
Winrock/Caribbean	El Salvador	Dairy	3	31	95	338	1,856	2,045	4,365	-	14
	El Salvador	Horticulture	11	630	41	7	2,712	485	3,875	-	2
	Various	Flexible	5	-	-	105	420	-	525	-	3
			Sub-Total	19	661	136	450	4,988	2,530	8,765	-
CNFA/ECCA	Georgia	Dairy	8	1,145	138	3,089	7,870	-	12,242	249,980	14
	Georgia	Fruit & Vegetables	19	42	1,032	118,959	216,059	-	336,092	504,736	22
	Georgia	Livestock	4	10	217	51,983	93,978	-	146,188	-	8
	Georgia	Nuts	1	5	90	1	173	-	269	-	2
	Moldova	Dairy	7	432	732	19,073	40,474	-	60,711	3,750	42
	Moldova	Fruit & Vegetables	11	226,412	8,180	619	470,430	-	705,641	450,867	68
	Tajikistan	Dairy/Livestock	5	104	61	5	680	-	850	-	20

	Tajikistan	Fruit & Vegetables	5	11	295	1,507	7,252	-	9,065	-	25
	Ukraine	Dairy	3	7	315	64	718	-	1,104	-	13
	Various	Flexible	11	16	2,345	8,622	27,216	-	38,199	223,703	61
		Sub-Total	74	228,184	13,405	203,922	864,850	-	1,310,361	1,433,036	275
CNFA/Southern Africa	Angola	Horticulture	9	1,696	1,186	2,031	20,359	-	25,272	4,893,386	26
	Angola	Legumes	1	1,600	110	-	6,840	-	8,550	-	1
	Malawi	Groundnuts	4	862	49	215	5,069	-	6,195	-	24
	Malawi	Horticulture	9	109,705	704	17,260	628,900	-	756,569	1,500	79
	Malawi	Soybeans	5	231	279	1,041	6,981	-	8,532	1,331	28
	Mozambique	Horticulture	7	11,493	16,007	54	144,675	-	172,229	576,736	51
	Mozambique	Oilseeds	6	34,301	427	60,131	428,738	-	523,597	389,934	22
	Various	Flexible	0	0	0	0	0	-	0	0	0
		Sub-Total	41	159,888	18,762	80,732	1,241,562	-	1,500,944	5,862,887	231
CNFA/East Africa	Kenya	Grains	4	33,328	256	68	168,260	-	201,912	7,117	40
	Kenya	Oilseeds	4	5,695	103	962	33,800	-	40,560	-	44
	Tanzania	Grains	3	6,259	26	6,388	60,859	-	73,532	733	14
	Tanzania	Horticulture	7	595	308	1,994	15,144	-	18,041	152,057	35
	Tanzania	Legumes	1	85	4	98	935	-	1,122	52,000	19
	Uganda	Grains	8	16,414	195	93	125,365	-	142,067	3,253,508	58
	Uganda	Oilseeds	3	6,018	29	8	38,926	-	44,981	290,243	27
			Sub-Total	30	68,394	921	9,611	443,289	-	522,215	3,755,658
ACDIVOCA/MENA	Egypt	Horticulture	22	607	96	402	14,253	-	15,358	10,504	246
	Egypt	Livestock & Dairy	7	205	11	77	18,586	-	18,879	420	115
	Lebanon	Horticulture	20	(18)	(74)	(2,802)	(19,420)	-	(22,314)	131,872	261
	Lebanon	Small Ruminants	4	-	7	530	(183,234)	-	(182,697)	50,622	35
	Various	Flexible	10	(1)	45	3,554	(10,000)	-	(6,402)	26,064	58
			Sub-Total	63	793	85	1,761	(179,815)	-	(177,176)	219,482
ACDIVO CA/West Africa	Ghana	Horticulture	12	58	2	30	46	-	136	-	36
	Ghana	Staple Foods	12	133	2,538	38,165	209,512	-	250,348	-	42
	Liberia	Livestock & Dairy	1	10	2	5	50	-	67	-	5

	Mali	Livestock & Dairy	10	86	31	-	508	-	625	9,615	29
	Mali	Staple Foods	1	42	31	10	332	-	415	60	4
	Nigeria	Apiculture	7	150	572	11	3,412	-	4,145	11,272	26
	Nigeria	Aquaculture	7	774	182	-	4,048	-	5,004	2,482	17
	Nigeria	Staple Foods	11	1,454	33	6,945	33,724	-	42,156	7,596	25
	Various	Flexible	5	46	201	2,762	6,264	-	9,273	-	24
			Sub-Total	66	2,753	3,592	47,928	257,896	-	312,169	31,025
SPSP / Wimr ock	Kenya	Poultry AI	8	2,429	2,405	11,480	65,256	-	81,570	-	99
		Sub-Total	8	2,429	2,405	11,480	65,256	-	81,570	-	99
SPSP/PDP /NCBA	Senegal	Millet	7	1,259	44	42	8,070	-	9,415	-	10
	Various	Flexible	2	199	-	-	1,194	-	1,393	3,851	-
		Sub-Total	9	1,458	44	42	9,264	-	10,808	3,851	10
WAI/PDP/ FAMU	South Africa	Agricultural Education	5	29	29	12	310	-	380	12,744	1
	South Africa	Fish	8	122	72	14	532	-	740	4,671	16
	South Africa	Grape	5	353	481	10	2,532	-	3,376	2,830	4
		Sub-total	18	504	582	36	3,374	-	4,496	20,245	21
		Grand Total	522	571,357	43,164	403,700	3,268,260	2,530	4,289,011	12,005,872	2,253

Table B-3b: Host Impact Data (Partial and preliminary through March 30, 2011)

	Country	Country FTF Project	Economic Impacts			Organizational Impacts				Financial Services Impacts		Environmental Impacts	
			Increase in Net Annual Income (US\$)	Increase in Annual Gross Sales (US\$)	Increase in Area Under Improved Production Technology (ha.)	Increase in Membership	Increase in OCAT Rating	Number of New Products/Services	Increase in annual revenues (US\$)	Increase in Rural/Agricultural Loans (US\$)	Increase in Number of Rural/Agricultural Loans	Increase in Area Under Improved Environmental/NRM (ha.)	Number of People with Improved Environmental/ Safety Conditions
Partners/Caribbean	DR	Horticulture	529,260	161,201	-	352	0.00	-	13,889	290,545	661	18,015	27,668
	DR	Tree Crops	10,285	22,638	-	168	0.00	-	-	1,622	1	962	-
	Guyana	Horticulture	1,438,557	205,220	-	98	0.00	30	1,736	-	-	59	-
	Guyana	Rural Enterprise	13,176	9,493	-	1	0.00	-	-	-	-	1	-
	Haiti	Apiculture	167,568	272,766	4	33	0.00	-	1,625	-	-	126	-
	Haiti	Horticulture	26,850	55,227	-	74	0.00	-	25	-	-	57	59
	Haiti	Small Animals	70,119	197,520	1	72	0.00	-	2,558	-	-	32	4
	Nicaragua	Dairy	1,196,604	1,196,196	-	24	0.00	-	1,023,982	67,274	6	61	74
	Nicaragua	Horticulture	-	-	-	-	0.00	-	-	-	-	-	-
	Various	Flexible	17,858	51,977	-	6	0.00	12	125,131	-	-	24	6
		Sub-total	3,470,277	2,172,238	5	828	0.00	42	1,168,946	359,441	668	19,337	27,811
Winrock/Caribbean	El Salvador	Dairy	916,349	832,001	125	-	0.00	6	-	-	-	5	10
	El Salvador	Horticulture	286,791	399,811	433	-	0.00	-	-	-	-	313	625
	Various	Flexible	-	-	-	-	0.00	-	-	-	-	-	-
			Sub-Total	1,203,140	1,231,812	558	-	0.00	6	-	-	-	318
CNFA/ECCA	Georgia	Dairy	(9,210)	46,697	-	7	0.11	1	5,350	-	-	100	-
	Georgia	Fruit & Vegetables	548,948	2,362,285	6	-	0.09	3	(105,998)	-	-	(180)	-
	Georgia	Livestock	(24,354)	38,691	-	-	0.13	2	-	-	-	-	-
	Georgia	Nuts	30,973	50,945	-	-	0.40	-	-	-	-	-	-
	Moldova	Dairy	(153,103)	(626,802)	-	10	0.14	7	(17,401)	(15,041,737)	(13,000)	713	386

	Moldova	Fruit & Vegetables	4,055,394	4,437,778	20	(73,733)	0.23	7	(124,229)	(17,091,776)	(24)	-	-
	Tajikistan	Dairy/Livestock	25,955	52,123	-	(13)	0.18	8	-	-	-	175	-
	Tajikistan	Fruit & Vegetables	40,844	38,583	65	-	0.56	19	14,298	571,149	-	-	-
	Ukraine	Dairy	1,260,912	3,229,257	-	-	0.00	-	105,091	-	-	-	-
	Various	Flexible	3,205,201	28,370,147	-	-	0.37	5	290,663	-	-	-	-
		Sub-Total	8,981,560	37,999,704	90	(73,729)	0.20	52	167,774	(31,562,364)	(13,024)	808	386
CNFA/Southern Africa	Angola	Horticulture	(419,563)	(424,162)	1,096	200	0.56	2	3,385	-	-	1,872	605
	Angola	Legumes	409	538	2	-	-0.60	-	-	-	-	100	2
	Malawi	Groundnuts	75,495	17,189	-	-	0.08	2	28,201	-	-	-	-
	Malawi	Horticulture	36,524	(91,060)	11,316	(42,911)	0.54	6	103,389	-	-	10,966	1,523
	Malawi	Soybeans	(1,453)	2,541	-	(3)	1.48	3	(722)	-	-	-	2
	Mozambique	Horticulture	863,975	1,560,007	6,529	2,809	0.24	10	-	-	-	6,615	10,638
	Mozambique	Oilseeds	3,005,851	6,965,612	1,377	1,304	0.28	1	3,442	-	-	4,920	1,552
	Various	Flexible	-	-	-	-	-	-	-	-	-	-	-
	Sub-Total	3,561,238	8,030,665	20,320	(38,601)	0.50	24	137,695	-	-	24,473	14,322	
CNFA/East Africa	Kenya	Grains	(108,584)	(2,926,955)	175	3,120	0.78	27	(193,179)	-	-	1,117	3,902
	Kenya	Oilseeds	128,656	4,935,736	282	2,344	1.95	11	4,948,928	49,523	(6)	1,368	142
	Tanzania	Grains	(6,790)	106,307	-	3,457	-1.23	11	56,031	(226,819)	79	-	459
	Tanzania	Horticulture	62,392	(568,541)	-	(89)	0.00	10	(2,129,195)	(3,822,468)	-	-	515
	Tanzania	Legumes	-	17,583	-	28	0.00	1	28,740	-	-	-	85
	Uganda	Grains	68,593	16,115,748	1,428	2,407	2.53	48	17,705,796	-	-	377	12,149
	Uganda	Oilseeds	-	13,191	265	1,224	4.17	19	25,633	-	-	1,264	550
	Sub-Total	144,267	17,693,069	2,150	12,491	1.33	127	20,442,754	(3,999,764)	73	4,126	17,802	
ACDIVOCA/ MENA	Egypt	Horticulture	(29,069)	(306,468)	15	-	0.30	39	(433,221)	-	-	(15)	-
	Egypt	Livestock & Dairy	1,092,941	2,177,080	-	-	0.20	11	2,189,323	-	-	-	-
	Lebanon	Horticulture	2,124,000	13,419,450	7,904	(66)	0.22	53	16,629,090	-	-	1,775	580
	Lebanon	Small Ruminants	220,000	1,600,832	8	-	0.25	9	1,400,832	-	-	5	30
	Various	Flexible	908	50,000	-	-	-0.24	101	60,150	-	-	-	-
		Sub-Total	3,408,780	16,940,894	7,927	(66)	0.17	213	19,846,174	-	-	1,765	610
/ W e	Ghana	Horticulture	433,822	747,820	4	39	1.07	-	-	-	-	1	-

	Ghana	Staple Foods	1,191,497	648,103	5,010	73	0.20	5	136,000	-	-	-	10
	Liberia	Livestock & Dairy	1,440	28,800	-	-	0.00	-	2,880	-	-	-	-
	Mali	Livestock & Dairy	4,000	40,000	-	45	0.02	6	40	5,500	-	-	-
	Mali	Staple Foods	225	7,000	-	42	0.00	-	-	-	-	-	-
	Nigeria	Apiculture	111,565	143,654	-	-	0.36	8	-	-	-	(1)	-
	Nigeria	Aquaculture	857,783	2,825,526	-	757	0.47	5	-	-	-	-	-
	Nigeria	Staple Foods	896	2,256	-	1,445	0.62	1	-	197,369	1	-	-
	Various	Flexible	25,014,107	27,807,761	-	46	-0.52	3	41,500	-	-	16	531
		Sub-Total	27,615,335	32,250,920	5,014	2,447	0.38	28	180,420	202,869	1	16	541
SPSP /W/Inr ock	Kenya	Poultry AI	6,110,532	50,458,510	-	868	0.00	-	-	1,000	2	-	-
		Sub-Total	6,110,532	50,458,510	-	868	0.00	-	-	1,000	2	-	-
SPSP/PDP /NCBA	Senegal	Millet	-	519,176	-	397	0.00	-	-	-	-	-	-
	Various	Flexible	-	-	-	-	0.00	-	-	-	-	-	-
		Sub-Total	-	519,176	-	397	0.00	-	-	-	-	-	-
WAI/PDP/FA MU	South Africa	Agricultural Education	2,349	700	-	-	0.00	-	700	-	-	-	380
	South Africa	Fish	27,607	32,767	-	-	0.00	-	32,767	-	-	-	740
	South Africa	Grape	46,388	76,389	12	-	0.00	-	76,389	1,388,889	1	12	3,376
		Sub-total	76,344	109,856	12	-	0.00	-	109,856	1,388,889	1	12	4,496
	Grand Total	54,571,473	167,406,844	36,076	(95,365)	0.21	492	42,053,619	(33,609,929)	(12,279)	50,855	66,603	

Note: Implementers are testing the use of a simplified OCAT (Organizational Capacity Assessment Tool) as a means of monitoring impacts on organizational capacity development. Reportign on this is not yet consistent or complete, and the data reported on this indicator in the Indicator Tables B-2b and B-3b is therefore not valid or reliable.

Table B-4: Volunteer Public Outreach and Leveraging of Resources

Program		Number of Press Releases (by agency or volunteer) to local press/ radio/TV media.	Number of media events by implementers and FTF volunteer.	Number of group presentations by implementers and FTF volunteers.	Number of public outreach activities (Total)	Estimated Value of Resources Leveraged by Grantee and Volunteers in the U.S. (U.S.\$)
Partners/ Caribbean	Through Prior Year	30	51	52	133	\$251,249
	Current Year	283	226	183	647	\$239,816
	Program Total To-Date	313	277	235	780	\$491,065
Winrock/ Caribbean	Through Prior Year	1	9	5	15	\$1,400
	Current Year	2	21	12	32	\$1,958
	Program Total To-Date	3	30	17	47	\$3,358
CNFA/ ECCA	Through Prior Year	73	249	136	458	\$309,471
	Current Year	47	93	87	227	\$222,128
	Program Total To-Date	120	342	223	685	\$531,599
CNFA/ Southern Africa	Through Prior Year	49	168	87	259	\$240,859
	Current Year	6	131	43	180	\$237,035
	Program Total To-Date	10	299	130	439	\$477,894
CNFA/ East Africa	Through Prior Year	105	108	147	275	\$194,959
	Current Year	2	105	73	179	\$174,734
	Program Total To-Date	107	213	220	454	\$369,693
ACDIVOCA/ MENA	Through Prior Year	120	13	76	209	\$51,065
	Current Year	40	2	54	68	\$44,621
	Program Total To-Date	160	15	130	277	\$95,686
ACDIVOCA/ West Africa	Through Prior Year	68	22	46	144	\$74,067
	Current Year	14	11	38	63	\$84,747

	Program Total To-Date	82	33	84	207	\$158,814
Winrock/ Additional	Through Prior Year	0	0	0	0	\$0
	Current Year	1	2	8	12	\$2,278
	Program Total To-Date	1	2	8	12	\$2,278
Winrock/ PDP	Through Prior Year	3	12	14	29	\$4,344
	Current Year	0	5	0	5	\$120
	Program Total To-Date	3	17	14	34	\$4,464
NCBA/ PDP	Through Prior Year	0	4	1	5	\$4,000
	Current Year	0	5	1	6	\$0
	Program Total To-Date	0	9	2	11	\$4,000
FAMU/ PDP	Through Prior Year	0	0	0	0	\$0
	Current Year	22	20	46	88	\$243,930
	Program Total To-Date	22	20	46	88	\$243,930
FTF Program Total	Through Prior Year	448	627	559	1,512	1,130,014
	Current Year	415	600	533	1475	1,249,409
	Program Total To-Date	863	1227	1092	2987	2,379,423

Attachment C: Volunteer Characteristics for FY11 Farmer-to-Farmer Program

State	
ALABAMA	7
ALASKA	1
ARIZONA	17
ARKANSAS	21
CALIFORNIA	59
COLORADO	21
CONNECTICUT	0
DELAWARE	5
DIST.OFCOLUMBIA	6
FLORIDA	42
GEORGIA	10
HAWAII	5
IDAHO	13
ILLINOIS	15
INDIANA	13
IOWA	20
KANSAS	2
KENTUCKY	7
LOUISIANA	4
MAINE	1
MARYLAND	11
MASSACHUSETTS	12
MICHIGAN	16
MINNESOTA	25
MISSISSIPPI	4
MISSOURI	5
MONTANA	3
NEBRASKA	5
NEVADA	0
NEW HAMPSHIRE	4
NEW JERSEY	6
NEW MEXICO	16
NEW YORK	13
NORTH CAROLINA	33
NORTH DAKOTA	2
OHIO	10
OKLAHOMA	7
OREGON	25
PENNSYLVANIA	17
RHODEISLAND	1
SOUTH CAROLINA	3
SOUTH DAKOTA	4
TENNESSEE	8
TEXAS	7
UTAH	3
VERMONT	3
VIRGINIA	18
WASHINGTON	12
WEST VIRGINIA	3
WISCONSIN	66
WYOMING	1
Other American	16
Non-US Volunteer	1
Total	629

Occupation	No.	%
Cooperative/Association	24	4%
Farmer	64	10%
Private Enterprise	221	35%
NGO	28	4%
Education	179	28%
Financial	7	1%
Government	25	4%
Retired	72	11%
Student	9	1%
"blank"	0	0%
Total	629	100%

Gender		
Male	485	77%
Female	144	23%
	629	100%

Volunteer Activity	No.	%
Technology Transfer	372	59%
Organizational Development.	95	15%
Enterprise Development	128	20%
Financial Services	14	2%
Environmental Conservation	20	3%
	629	100%

Race	No.	%
Indian	2	0%
Asian	19	3%
Black/H	2	0%
Black/Non-H	30	5%
Hawaiian	0	0%
White/H	25	4%
White/Non-H	347	55%
Other	3	0%
Decline	114	18%
"blank"	87	14%
Total	629	100%

First-Timers		
Yes	361	57%
No	268	43%
	629	100%

Value Chain Level	No.	%
Support Services	214	34%
Farm Production	266	42%
Processing	74	12%
Marketing	75	12%
	629	100%

Attachment D: Volunteer Assignments By Country (FY11)

Angola	20
Bangladesh	23
Belarus	3
Bolivia	7
Brazil	3
Colombia	2
Costa Rice	3
Dominica	3
DR	36
Egypt	29
El Salvador	13
Ethiopia	3
Georgia	26
Ghana	25
Grenada	6
Guyana	21
Haiti	22
Honduras	3
India	1
Indonesia	3
Jamaica	3
Jordan	8
Kenya	36
Kosovo	3
Lebanon	26
Liberia	18
Malawi	23
Mali	11
Mexico	1
Moldova	27
Mongolia	3
Morocco	5
Mozambique	25
Nepal	3
Nicaragua	38
Niger	3
Nigeria	7
Paraguay	2
Peru	1
Philippines	1
Rwanda	2
Senegal	17
South Africa	16
St. Kitts and Nevis	1
Tajikistan	15
Tanzania	23
Trinidad & Tobago	1
Uganda	32
Ukraine	11
Uzbekistan	5
Zimbabwe	10
Total	629

Attachment E: Associate Award Volunteer Assignment and Activity Performance Indicator Data (Cumulative)

	No. of Volunteers			Number of Volunteer Days Completed	Persons Directly Assisted			Persons Trained			Host Institutions							
	Male	Female	Total		Male	Female	Total	Male	Female	Total	C = Cooperatives and Associations	F = Individual Private Farmers	P = Other Private Enterprises	N = Non-Profit, Public Interest NGOs	E = Public and Private Education Institutions	R = Rural Financial Institutions	G = Public Sector Technical Agencies	Total
Lebanon DHAIM	2	0	2	28	13	49	62	335	217	552	0	0	0	2	0	0	0	2
Jamaica MAJIC	1	0	1	22	0	0	0	0	0	0	0	0	0	0	0	0	1	0
Ghana ADVANCE	46	5	51	1,910	32,627	24,440	57,067	715	387	1,102	10	2	28	7	28	1	3	79
Mali MAVEN	15	5	20	510	196	225	421	142	167	309	11	0	4	2	0	0	3	20
CNFA-ECCA	22	5	27	451	996	378	1374	601	289	890	0	1	1	23	2	0	0	27
CNFA Angola	10	6	16	291	335	227	562	306	210	516	6	1	2	0	0	0	1	10
Total	96	21	117	3,212	34,167	25,319	59,486	2099	1270	3,369	27	4	35	34	30	1	8	138

Attachment F: Examples of FTF Success Stories—FY11

ACDIVOCA FARMER-TO-FARMER SUCCESS STORIES

Egypt: Package for Success or Better Results.

Ibrahim Aslan, a small tomato grower in Upper Egypt, is 43 years old, married and has two boys and two girls, attending the neighborhood school. Ibrahim was brought-up on a family farm in the Kafr Al-Shaikh governorate. He plays an important role in his Bangar El Sokar village. He is the village leader, who keeps abreast of new farming trends and tries to seek new technology for farming, bringing new skills to his village. Ibrahim Aslan, received in 1990, 5 feddans and a modest house as part of the government's "Mubarak Program for Graduated Youth" that distributed land to graduates in the new reclaimed area of Nubaria. As technical training is one of the most important keys to success for a farmer, Ibrahim and others in the village were in a real need of help to develop their cultivating methods, as the government program did not provide employment or technical training for these new farmers.

In May 2011, the FTF project fielded David Adams to provide technical assistance to farmers in soil fertility and productivity. Ibrahim greatly benefited from the technical transfer and best practices that David offered, in land preparation including planting beds, sub soiling and disking.



He also applied recommendations for seedling transplantation, planting, spacing, in addition to irrigation and fertilization scheduling.

Applying all the tips and recommendations significantly increase Ibrahim's production and income. Moreover, the volunteer provided helpful personal recommendations to Ibrahim, on gathering soil samples for analysis in a nearby soil and water lab (developed by FTF volunteers Adam Khan and David Adams, in 2009 to increase the lab capabilities to serve the

FTF host adopting new farming practices on his
community). Today, Ibrahim adds fertilizers based on soil analysis, as directed by David Adams which decreased his production costs and increase productivity.

Thanks to the FTF knowledge that has been passed on to Ibrahim as a whole since March 2009 has led him to a 52% increase in tomato production today. Higher yield and lower production costs have translated into a significant increase in net income for Ibrahim. He can now afford to build a new floor for his home, and improve his living standards and rent an additional plot of land for the coming season. Ibrahim's story demonstrates how improving agricultural practices and technology transfer by FTF volunteers benefit smallholders, resulting in higher net incomes for the farmers and their community.

Egypt: Retrofitting a local soil lab in Egypt brings farmers the tools they need for success.

“Working with the FTF Program has been a great boost to our efforts in promoting better and more cost effective services for Upper Egypt farmers.” Manager of DSC,

Out-dated, traditional fertilization programs that farmers in Upper Egypt still follow in some neglected and impoverished communities are one of the main constraints that hinder land productivity efforts. For example, frequent, excessive provision of phosphorus and nitrogen to the soil without adding the needed potassium greatly hinders the production as well as the quality of the crops. Farmers’ waste financial resources and increase the pollution level in the surrounding areas.

In addition, despite the presence of a water and soil lab - part of the Development and Settlement Center (DSC) for the High Dam Lake in Aswan program - farmers’ presence remains minimal. Thus, FTF, in support of the USAID-funded GDA Heinz program, developed a volunteer assignment with an aim to improve the performance of the lab and enable it to offer tangible



FTF VC Adam Khan is introducing a demonstration on soil sample methods.

services for GDA farmers. Adam Khan was the volunteer who carried out the “Soil and Water Analysis assignment” from July 19th to August 2nd, 2011.

As “learning by doing” is considered to be a highly effective teaching approach, Khan was keen to offer the lab’s technical staff with an intensive hands-on training to qualify them to offer the best quality services for farmers. The volunteer brought the lab technicians to the field where he demonstrated how to take soil samples correctly, as the accuracy of this step is a crucial factor that affects the outcome of all tests and results.

Through this assignment, the lab technicians had the opportunity to run accurate tests and put results and conclusions into practice for the benefit of their farmers’ technical reports. The volunteer also introduced crucial testing technique to estimate phosphorus in soil samples through the Olsen method and modern methods of testing for calcium, potassium, sodium and magnesium. Yasser Al Haimary, a top official at the DSC, noted that, thanks to the assistance of the FTF volunteer, his staff (5 men and 1 women) have learned how to accelerate their laboratory operations with business management tools and how to assess the economic performance of the lab.

Moreover, Dr. Khan was also keen to provide the staff with a list of needed equipment and tools to be able to cope with the expansion of new reclaimed areas in Upper Egypt. This list included an Atomic Absorption set and a set for measuring nitrogen in soil samples which is called Kjeldah.

As a result of the mutual cooperation and coordination among GDA, FTF, and DSC, Upper Egypt farmers have for the first time easy and trusted access to a variety of services which they can rely on to adopt sound fertilization programs. Upper Egypt farmers are starting to regularly ask for soil analysis and are using fertilizers based on lab analysis. Farmers will be able to increase their production, improve product quality and reduce environment pollution in the future, though this unique learning experience and exchange.



FTF VC Khan provides the technical assistance on running and maintaining lab equipment.

Lebanon: A Lebanese women entrepreneur introduces oyster mushrooms for the success of a community.

The market for mushrooms continues to prosper in Lebanon, due to growing interest in their culinary, nutritional, and health benefits. In 2011, Samar El Chaer, a local agriculture engineer, attended training on oyster and white mushroom production, run by Relief International (RI) in Lebanon. Ms. Al Chaer then applied for a loan with RI, to start her own mushroom production business. She was encouraged to work with her local community in order to be granted the loan.

Samar discussed the mushroom project with 3 women and 11 men farmers in Andkit, a marginalized and impoverished group in northern Lebanon. At the time, she was already selling her own organic vegetables local stores in Lebanon. She informed the farmers that growing Oyster Mushrooms would help diversify their production, and guarantee that they would have access to Samar's existing clients. She emphasized its current high selling price in the market, due to its health benefits. The oyster mushroom contains up to 27% of protein, 85% of calcium, and is very rich in potassium and folic acid. The oyster mushroom is also very easy to grow and has a rapid harvest cycle.

As the Farmer-to-Farmer program is well known as a national reference for agriculture technical expertise, in April 2011, Ms. Al Chaer and the group of farmers contacted the Farmer-to-Farmer team and requested a mushroom production expert to support them technically in their oyster mushroom production venture.

In July 2011, Jorge Juliano, a mushroom specialist from Oregon, implemented the requested volunteer assignment. The FTF team gathered the farmers for a collective workshop where the volunteer worked closely with each farmer and taught them aseptic techniques of wheat inoculation in recycled bottles for the production of spawns. Farmers had cultures of shiitake, oyster, and the rice straw mushroom available. The volunteer also demonstrated how to inoculate steamed straw with oyster spawn.

Three weeks later, the FTF team visited the group of farmers in Andkit and as expected, the mushrooms had sprouted out of the nail holes and farmers were, for the first time, able to collect

oyster mushrooms. The first harvest produced 3 Kg of mushrooms per farmer and the quantity is anticipated to increase with each harvest cycle.

Farmers are very excited by this new and innovative harvest. They have set-up a production system, to organize the mushroom production and access the local markets in Lebanon. The group already agreed on dividing tasks; 3 farmers will start producing the spawns and 11 farmers will focus on cultivation. Following the success of the experiment, farmers will allocate more space and more efforts to the mushroom production which will generate more income, ultimately resulting in an improvement of their livelihood.

After the first harvest cycle, Ms. Al Chaer met with FTF team in the field. She said that “for the first time in Andkit, farmers feel that they are supported. They are excited for the mushroom production, especially as didn’t have to wait long to see the result. They have high hopes for the future, and this activity gave them an incentive to work as a team for the benefit of the whole community”.

Ghana: MA Pi Adds Input Supplies to Aggregation Business

Farmer-to-Farmer Strengthens Business Opportunities

Manful Piinu (MaPi) is an aggregator for the Savannah Farmers and Marketing Company (SFMC). The aim of MaPi is to work with rural people to reduce poverty in the Bunkpurugu Yunyoo district of the Northern Region and to serve as a marketing channel for the farmers. MaPi works with 50 farmer groups totaling 1,250 farmers in the Northern Region and wanted to widen its scope of operations but lacked the requisite skills in business planning, farm management, record keeping and financial management.

The Ghana FTF program recruited Chad Maxwell, a Food and Agriculture Specialist, who trained two Ma Pi staff on business and strategy planning, farm management, record keeping and financial management. Chad Maxwell also trained 20 female and 85 male farmers on record keeping and farm management. He designed worksheets for record keeping, budget templates, a planning schedule, an annual activity schedule, and a five-year strategy plan, a template of introductory proposal for business partners and a Memorandum of Understanding (MOU) template – with ideal relationship criteria to guide MaPi in their operations. The volunteer also recommended that MaPi address their cash flow needs by establishing an agriculture store to supply fertilizer, herbicides, pesticides and improved seeds to farmers.

After the assignment, MaPi contacted Wumpini Agro-chemicals, one of the largest agrochemical dealers in the Northern Region of Ghana, and used the volunteer’s MOU template to guide them in an agreement with Wumpini, to be an input retailer. This relationship resulted in a delivery of six hundred 100 kg bags of NPK fertilizer and seven hundred 100kg bags of sulphate of ammonia fertilizer to MaPi. Sales of GH¢6,612 (approximately US\$4,133) has been recorded since the arrival of the first consignment and each of the two parties are adhering to the terms of the MOU. Through this intervention many farmers in the area were able to access inputs for their production this year, unlike in past years when farmers had to travel long distances or even out of the country to purchase their inputs.

“MaPi and farmers of Bukpurugu Yunyoo district are grateful to the FTF program for giving me a volunteer who helped opened our eyes to business opportunities in the area. My farmers this year only need to call us and their inputs requirement is met within hours instead of going to Togo to buy farm inputs.” (Quote from Konlan MD of MAPi)

Liberia: Transforming Vegetable Farming in Liberia through Soil Fertilization

Farmer-to-Farmer transfers knowledge on low-cost fertilization techniques

Currently, Liberia does not have the ability to test soil samples or develop a soil map for the agricultural counties in the country. The soil tests results of the 1980s indicated the soil in most parts of Liberia is acidic which affects the yield of vegetable crops such as cabbage, lettuce and pepper regardless of the farmers’ good agricultural practices.

Vegetable farmers in Nimba, Bong and Montserrado who are supported by the Agriculture for Children Empowerment (ACE) Program realized that through the applied the appropriate agriculture techniques, their crops yields did not significantly increase. The usage of approved fertilizer was one option to improve the yields; however, smallholder farmers often cannot afford such inputs. Through ACE, the



Richard Duo shows shows the improved yields of his cabbage farmer in Nimba County

farmers requested FTF assistance to bring a soil scientist to the farms and help them identify the causes of the low vegetable growth and provide recommendations on how best to fertilize the soil without expensive inputs. In October 2010, Dr. Ray Weil, a U.S. soil scientist from the University of Maryland, visited farms and farmers in three counties in Liberia. At each farm, he took soil samples for analysis in order to determine the causes of the crop failure the farmers were experiencing.

It was during his visit to Nimba County that Dr. Weil met with a cabbage farmer, Richard Duo. Ray observed Richard’s crops were not growing properly. Ray determined that the poor growth must be due to the plants inability to absorb nutrients from the soil due to the high acid content of the soil. Knowing that human urine and ashes from burnt vegetation can neutralize the acid in the soil; Ray recommended that Richard apply urine and ashes to the soil and taught him how to do so in the right proportions to improve plants’ growth. Ray and Richard established four trial plots to demonstrate the increase yields through soil fertility: a control plot without urine or ashes, the second with ashes only, the third with urine only, and the fourth with urine and ashes combined.

The result has been spectacular. Richard discovered the weight of a head of cabbage harvested from the plot without ashes or urine was 0.5kg while the plot with urine and ashes applied was 1.5kg; a 300% increase in yield. Richard has shared this knowledge with another ten farmers in his district. Those farmers who have adapted Dr. Weil’s soil fertilization technique through Richard’s training are also experiencing triple increases in harvest.

Mali: Improving the Lives and Livelihoods of Malian Smallholder Goat and Sheep Farmers

Farmer-to-Farmer creates lasting relationships for lasting impact

In the small village of Dladie, Mali, 2,900 inhabitants live with no running water, no electricity, and no phones. In 2008, a group of determined villagers formed the Farming Cooperative of Dladie to improve

the social and economic conditions in the village through crop production and small ruminant animal husbandry. Though the cooperative members raise around 3,000 goats and sheep within Dladie and the surrounding areas, they have struggled to operate effectively, and they lack important information on improved production techniques and animal health. With help from the USAID-funded Farmer-to-Farmer (FTF) program, cooperative members now have tools and knowledge to make key changes that can help them increase productivity and sale and ultimately improve their quality of life.

Small ruminant expert Judy Moses came to Mali for the first time in August 2010 to work with the cooperative on milk production and animal health. Committed to continuing the relationship, Judy returned to work with cooperative again in August 2011. On her second visit, she noticed positive changes put into place since the last assignment. The cooperative had grown from 30 to 60 members, and, since members implemented her recommendations from the prior year, animal mortalities had decreased and milk production increased. During her second trip, Judy continued to work with the members on small ruminant health and nutrition, as well as money management and overall organizational strengthening. By the time she left, cooperative members had agreed on priorities for the future and had initiated problem solving to discuss and resolve recurring issues. To enable the cooperative to put some of these priorities into action, Judy left a donation of 1,000,000 CFA (\$2000) with the Cooperative's President. Members are now actively working on a plan for proper use of these generous funds.



The Farming Cooperative of Dladie was proud to receive several donations as a result of Judy Moses' assignments

Since Judy's assignments, cooperative members have expressed to FTF staff that they feel like they are leaders in managing small ruminants. They are now providing services to their larger community, helping other small ruminant farmers to make key improvements to productivity and animal health. FTF staff have witnessed a change in the health of the cooperative members' livestock; goats are cleaner and healthier since the members began implementing Judy's suggestions for disease prevention and treatment.

Upon her return to the U.S., Judy shared her experience with her family, friends, and colleagues at the Browse & Grass Farmers Association in Wisconsin. Inspired by the stories of the Cooperative members and the struggles they face in Mali, the association decided to make a

donation to the cooperative, and soon sent a package of 400 syringes and 400 needles for animal vaccines, as well as three packages of parasite medication - items that the Cooperative desperately needed. Judy and her colleagues at the Browse & Grass Farmers Association are proud to maintain a connection with the Malian farmers who have inspired them to make a bigger difference. As the association's secretary states, *"These [donated] items demonstrate that [the members of the Cooperative] were not forgotten. It is our hope to continue communicating with this producer group over the long-term."*

Nigeria: Building Sustainable Enterprises - Farmer-to-Farmer Helps Nigerian Fish Farmers Expand their Business

Half of the people in Kaduna State, Nigeria live in constant poverty, the majority of them smallholder farmers who struggle to produce the quantity and quality of products to earn an adequate income to feed their family and send their children to school. The USAID-funded FTF Program has sought to help

groups of these farmers since 2009, providing high-level volunteer technical assistance and training on aquaculture, beekeeping, and staple crops. This support has helped thousands of farmers to increase production, boost sales, and start or expand their own businesses.

In August 2011, FTF came to Habro Farms, and today, the enterprise has never been stronger.

The 32 staff of Habro Farms in Kaduna, Nigeria, have worked hard to build a successful, sustainable operation since it was established in 2008. While the farm has been able to produce fish fingerlings, they lacked the ability to produce sufficient quality of brood stock and have been forced to supplement their own fingerlings with lower quality fingerlings from farms in neighboring states. FTF responded to the farmers' need by sending fisheries expert, Dr. Harvey Pine, to provide hands-on training on production of quality brood stock and to assist with an action plan to establish a commercial hatchery to service other struggling farmers nearby.

Dr. Pine trained 30 farmers (including Habro Farms staff and other farmers interested in engaging in fish farming) on principles of spawning African catfish, proper brood stock selection methods, fertilization, feeding techniques, and record keeping. Throughout the training, participants had an opportunity to perform the newly-introduced techniques, thus putting the learning into practice. Dr. Pine made several recommendations to help Habro Farms increase efficiencies and move forward in their plans to expand their operations. Staff members were eager to act on those recommendations, and the enterprise has benefitted as a result.



Habro Farms staff learn how to select quality

By seeing first-hand how the new techniques worked, the farmers were able to realize that the proposed changes were easy and would decrease --rather than increase-- their workload. Staff members who participated in the trainings have expressed a new level of commitment and excitement about their work. One staff states, *“Now that we have a plan in place and know what we are doing, we feel good about working in the hatchery.”* Today, Habro Farms is producing and selling quality fish fingerlings to other farmers in the area.

WINROCK INTERNATIONAL FARMER-TO-FARMER PROGRAM SUCCESS STORIES

Nepal: Volunteer Assistance Improves the Lives of Nepalese Farmers and Entrepreneurs

A two-time volunteer leaves a lasting impact

Seven hours from the Nepalese capital city of Kathmandu, nursery owner Mr. Hari Gautam smiles, with tears in his eyes, overjoyed to see a man who helped him improve his nursery business five years prior. The man, Mr. Howard Prussack, along with his wife Elizabeth, worked with Gautam as Winrock Farmer-to-Farmer (FTF) volunteers in December 2006. Upon his return to Nepal in 2011, Mr. Prussack was pleased to visit with Gautam and learn that his previous trip made such a positive impact on Gautam's life.

"I received skills and knowledge from Mr. Howard and Ms. Elizabeth. This is what made my business a success. It was really a life 'turning point' for me," Mr. Gautam proudly states.

Prior to the Prussacks' assignment, Gautam had a small family nursery that sold limited horticulture and floriculture products. Without information on improved production and branding, market demands, and effective business and

management practices, Gautam and his family struggled to grow the business. Today, as a result of the Prussacks' training and technical assistance on business management, customer service/salesmanship, product promotion and marketing, and nursery management, Gautam and his nursery are thriving.

Mr. Gautam asserts that the Prussacks' training has brought drastic changes in his business. He has expanded his products and gained the trust of his clients and stakeholders. Based on his success, he was awarded a "letter of honor" from the District Development Committee within his municipality, and he has received opportunities for further skills development within and outside of the country. *"Now, I have an established nursery in Hetauda, which is well known as 'Gautam Nursery' and is registered by the government,"* he states. *"I feel proud to be known as a successful youth entrepreneur!"*



Volunteer Howard Prussack and Hari Gautam, reunited after five years



Mr. Gautam proudly shows his products

Gautam Nursery's sales have increased by 296% since the volunteer assignment, and the business has improved with sound record-keeping practices, promotional materials, and expanded linkages with markets outside of the local area –reaching as far as Kathmandu and other city centers.

Demonstrating his long-term commitment to the Nepali people, Howard Prussack returned to Nepal as a FTF volunteer once again in August 2011, to help the Agriculture Produce Marketing

Committee and its 4,000 low-income vegetable producers to improve post-harvest processing capabilities, which can help reduce food losses and increase sales and incomes. With an estimated 10-12 percent in losses of harvested vegetables before they reach the regional market centers, Prussack's help was desperately needed.

Prussack provided training on tomato handling, seed selection, disease control, and record keeping. Simple changes and techniques introduced by Prussack can make a big impact, and the farmers have recognized this. Mrs. Sharada Sharma, an agro-vet owner and farmer who participated in the trainings, states, *"These [techniques] look so simple and we can do it easily, but we didn't do it before. I never kept even simple records of my farm activities. This training is eye opening for me and many other rural women producers."*



Howard Prussack inspects tomato plants in Malarani Surkhet, Nepal

El Salvador: Supporting Sustainable Ag Businesses—*Helping a Local Coffee Business Expand its Products*



Volunteer Teena Hyden advises Andres Molins on tomato seedling fertilization



Milton Escalante, operations manager, is showing brand new computerized irrigation system and new greenhouse facility.



Beneficio Buenavista is a coffee mill located in Juayua, a traditional coffee town in western El Salvador. When coffee prices dropped abruptly in 2001, Buenavista's Manager Andres Molins decided to diversify its products as a strategy to survive the crisis. With initiative and fertile land, Molins and his three staff built Buenavista's first greenhouse and nursery and started producing tomatoes and lettuce. This venture was difficult at first; strong winds destroyed the greenhouse, and production was not initially successful. Nevertheless, Molins and his staff were determined to make it work. In 2004, they found their solution via the USAID-funded Farmer-to-Farmer (FTF) program, implemented in El Salvador by Winrock International.

Support from six FtF volunteers from has helped Buenavista become a thriving, sustainable operation. FTF first fielded volunteer Martin Connaughton to provide advice on greenhouse design and management in 2004. Subsequently, volunteer Gary Hickman helped improve tomato production through pest and disease management and also helped build the first of five new bigger greenhouse facilities. Other volunteer assistance in later years focused on postharvest handling, fertilization, irrigation system maintenance, and pollination, substrates quality, and pest management. Recommendations from the volunteers helped Buenavista to increase yields of cherry and salad tomato varieties and romaine lettuce.

Today, Buenavista has 65 employees and has expanded its greenhouse area to produce 35,000 pounds of tomatoes a week; half of this is under a computerized greenhouse system. The company sells its products to important clients, such as chain grocery stores (including WalMart), as well as local hotels and restaurants. Buenavista is also expanding lettuce production to five hectares, and is starting to produce asparagus, basil, and aromatic herbs. These efforts enable the company to achieve sales of \$35,000-\$45,000 per week.

El Salvador: Helping Family Businesses Thrive - *Training Helps Local Entrepreneurs Make Key Improvements*



Volunteer Jeri Rutherford advises Alma de Landaverde, Embutidos La Espanola employees, and a CoExport technician about Good Manufacturing Practices and quality standards



Embutidos La Espanola worker demonstrates investments and improvements made in 2011

As a child, Alma Saca de Landaverde watched her mother produce and sell traditional Salvadorian pork sausages out of her home in Cojutepeque, El Salvador. Many years later, with her mother's teachings and examples still fresh in her mind, Alma established Embutidos La Española (ELE), a family sausage business. As a result of Alma's hard work and determination, ELE has expanded its business, now selling to clients outside of Cojutepeque.

After just six months in operation, Alma's efforts were recognized by two big clients – a hotel and a supermarket in San Salvador– which expressed interest in purchasing her sausages, provided she adopt higher quality and sanitation standards. This spurred Alma to move her business to a new processing plant and attend a series of trainings on technical and entrepreneurship topics. She contacted several institutions to seek additional technical and financial support, including from CoExport and the USAID-funded Farmer to Farmer (FTF) Program in El Salvador. Seeing the potential in Alma's business, FTF engaged qualified volunteers from the U.S. to provide training on Good Manufacturing Practices (GMP), Hazard Analysis and Critical Control Points (HACCP), and traceability. Two volunteers visited Alma and ELE in 2010.

Volunteer Jeri Rutherford, a food expert from Idaho, provided ELE guidance on GMP and advice on different seasoning/ flavor combinations. ELE adopted these new flavors, which have been a big hit among clients. Later, volunteer Michael Kring, a packaging engineer from Minnesota, visited the plant and gave recommendations and training on HACCP. As a result of these assignments, ELE has made several improvements in procedures and plant sanitation.

ELE now produces 20 different pork and beef products, which are being sold in hotels, grocery stores, and a chain restaurant. *“The volunteers’ recommendations have helped me to improve my products,”* Alma proudly states. These efforts have resulted in US\$ 84,000 in annual gross sales, 8% more than in 2010.

El Salvador: Providing Entrepreneurs with Tools to Succeed



Volunteer Kamal Hyder trains Zarahemla Coop members on food processing in 2006



Zarahemla Co-op founders Sonia and Carmen show their new plant facilities in 2011

In 2003, the Zarahemla Cooperative was started by 13 women who were committed to working together to sell quality fruit and vegetable products in local markets. Struggling within the difficult business environment and a region that is plagued with a high crime rate, the women turned to Winrock International and its USAID-funded Farmer-to-Farmer (FTF) program for help.

Since 2006, Winrock has engaged high-level volunteers from the U.S. –including food processing expert Kamal Hyder– to help the Cooperative develop new products, improve operations, and design a new food facility. Following the volunteer assignments, members have made continuous improvements.

Today, the Coop sells 12 products (including jams, pickles, frozen vegetables, and fruit pulps) and has implemented time- and labor-saving practices introduced by volunteers. Starting with less than \$250 in capital in 2003, the Coop achieved \$22,500 in sales just two years after it first received FTF assistance. Eager to help others, the Coop also provides training and employment for young adults and has accepted new members who want to learn and participate in the success.

Returning to El Salvador after his initial assignment, Hyder visited Zarahemla and was impressed with the changes that he witnessed, noting, *“Without the Cooperative members’ dedication, it would not have happened. Winrock gave them technical knowledge, but they carried it forward.”*

Ongoing support from FTF has enabled Zarahemla to continue growing. Another volunteer will travel in October 2011 to help the Coop develop new products for local markets.

Kenya—87 year old farmer praises KEPOFA

Between May and August 2009, KEPOFA witnessed an influx of 64 more poultry farmers joining their farmers association, among them an 87 year old farmer in Kericho enunciating the benefits she reaped from rearing indigenous chickens and watching her son, Joseph Tiony, do the same starting as a backyard poultry farmer and now moving into commercial production, resulting in part to the assistance he received from KEPOFA.

Mr. Tiony has been practicing artificial incubation of eggs using a paraffin incubator and his farm was used by the Ministry of Livestock Development as a training ground for other indigenous chicken farmers. But he did not have proper bio-security procedures in place and was experiencing high chick mortality. In late August, after joining KEPOFA, his farm was visited by a bio-security team that conducted training sessions with other farmers. Since this visit, he imposed strict bio-security measures recommended by the team and satisfyingly witnessed an average 20% decrease of chick mortality on his farm. Once again, he has been approached by the Ministry to form a poultry group to facilitate dissemination of new bio-security technologies in poultry production in the rural areas.



Ms. Kiptiony argues the benefits of KEPOFA membership

This latest increase in KEPOFA membership was the result of a recent field study in Western Kenya led by the project coordinator, Thomas Kaudia, Winrock volunteer, Mr. Bill Wolfe, and Miss Mary Were, KEPOFA director, Nyanza province. Additionally, the cumulative effects of earlier field visits by Winrock volunteers, successful practices of bio-security measures, the membership drive effort by partners, and the active involvement of KEPOFA representatives making field visits with the PSPK project team have strengthened KEPOFA's role and lead to increased membership.

Formed in 2002 as a farmers association catering to the needs of Kenyan poultry farmers, KEPOFA today boasts a membership of over 1,500 – mainly backyard poultry producers – and continues to attract farmers in large numbers throughout Kenya as they hear about the increases in poultry production that members are having since implementing bio-security norms learned through KEPOFA. KEPOFA is also encouraging organizations promoting poultry production to join for the ease of disseminating information and reaching more farmers, and the Science Products Centre in Kisumu took the lead on being the first organization in the region to join.

Mrs. Martha Kiptiony, the 87 year old farmer, boasts “mtoto yangu ni number one kwa kuku” (“My child is number one in raising chickens”), and the advertisement of Tiony's success and it's relation to KEPOFA speaks volumes.

Kenya: Farmers Facilitate Biosecurity Norms

In September 2009, Winrock volunteer Clair Wilcox visited 25 locations – farms and host organizations, interviewing 22 farmers and one broker seller – and found minimal to no bio-security measures in place. Since her visit, positive results are being realized as indicated by an overall average decrease of 20% in chick mortalities in Kericho at Tiony’s farm, and in Kisumu at Star Lady’s farm, the LBDA poultry unit, and the Science Products Centre. In Eastern province, the control of ectoparasites is being achieved.

At five of the stops during her two week assignment, Wilcox conducted field demonstrations to a total of 200 farmers (142 women) using glow-germ powder which introduced the concept of microbes – where they can be found and how they are transmitted – and measures restricting human traffic to prevent the transfer of microorganisms to the farm and poultry flock.

Another example of a biosecurity measure was the installation of a foot bath or foot dip (containing water mixed with a disinfectant) placed strategically at the entrance to a poultry farm/unit. Anyone entering or leaving facility would step into the bath to disinfect their shoes or boots to prevent the spread of pathogenic microorganisms.

Many of the farmers rear chickens in groups but also have individual farms in their homes. Wilcox designed bio-security poultry production technologies for these smallholder producers and trained them in bio secure-poultry production in the rural areas. These trainees were given the task of training their neighbors in proper bio-security norms as a means of disseminating the technology.

Based upon the principals of the model farm as presented by a former consultant, Wilcox made a presentation to a diverse group, including individual farmers, a delegate from each visiting cooperative group, managers of three poultry production facilities, and regional directors of KEPOFA, indicating specific methods of bio-containment and a practical demonstration of disease transfer. She also facilitated the development of individual action plans which will become permanent records of the progress made on each farm.

An estimated 2,140 individuals will initially stand to benefit from the training and technical assistance provided by Wilcox and her colleagues. This figure includes the 1,475 members of KEPOFA as well as the smallholder producers and farmers of Nyubani Village. Sending these trained farmer-community leaders back to their communities to disseminate the information on conducting bio-secure poultry farming will make a much broader impact.



Foot bath is being constructed at Nyambani Village in Kitui. No foot baths existed before the training in bio-security applications.

Kenya: Farmers Groups' Training Produces Dramatic Results

Increasing Incomes and Sales for Hundreds of Kenyan Poultry Farmers

In Kenya, up to 75% of poultry farmers (a majority of whom are women) raise small, free-roaming flocks that are extremely susceptible to disease. Unfortunately, many backyard poultry farmers are beyond the reach of public sector extension services and have little support to improve their production efficiency, and diseases claim a large toll of their poultry. Groups such as the Kenya Poultry Farmers Association (KEPOFA) and Agricultural Business Development (ABD) are providing services to help farmers improve practices, increase productivity and competitiveness, and generate more sales. Despite their strong resolve, these groups were in need of assistance to increase impact on their members. Luckily for them and for the thousands of farmers they support, Winrock International's Partnership for Safe Poultry in Kenya (PSPK) Program was able to help.

KEPOFA has 2,323 members who comprise mainly backyard poultry producers. KEPOFA's mission is to contribute to socio-economic empowerment of its members by addressing sector constraints related to production, processing, and marketing through lobbying, advocacy, and delivery of quality services. KEPOFA came to Winrock with a need to develop and implement strategies that will build on urban demand for safe, indigenous chicken eggs and meat. ABD is a community-based organization with a mission to increase incomes for smallholder farmers. Over the last five years, ABD has been facilitating the development of agricultural value chains, including indigenous chicken, for 645 members. It has been providing support to poultry producers in helping them form groups and linking them to animal health services, but needed further support in improving production and value addition to enhance returns.

In light of these needs, PSPK developed biosecurity demonstration farms and provided training on biosecurity practices for KEPOFA and ABD members. Most of the KEPOFA farmers have now received PSPK's technical



training on biosecurity practices in poultry production and marketing. "The farmers are now knowledgeable about production and safe poultry production procedures," says Ms. Wairimu, KEPOFA chairperson. Farmers also know how many chickens they are supposed to keep in order to make money.

Likewise, Sarah Nzau, Program Manager of ABD's Makueni office, states, "The attitudes of the groups have changed. The mortality rates have dropped considerably, since farmers are now vaccinating their birds and know the vaccination programs well. They now have more income, due to the increased number of birds they are now selling."

Farmers trained by PSPK implement safe production practices and see an increase in incomes

applying a financial model and developing a brand, one of the groups acquired an agricultural loan of Ksh 750,000 (\$8,844) to finance their poultry production business.

Since the training, KEPOFA has had a cumulative increase in members (848 members, a 57% increase). After additional support from PSPK on

The successes achieved after PSPK training has generated excitement and interest among other poultry farmers. "Now, most of the other farmers are calling, asking to be trained on biosecurity practices, marketing their chickens, and on the financial model," Sarah states.

Kenya: Women's Group Improves Biosecurity Measures and Becomes a Model for Other Groups

The Kondele Market Traders Women's Group, comprised of 12 members (8 women & 4 men), in Kondele Village is located at what was the epicenter of post-election violence that rocked Kenya following the election in December 2007. Prior to the violence, the group had a membership of 40 (27 women & 13 men). The skirmishes destroyed most members' premises and displaced many of them. Members' poultry structures were destroyed and their birds and equipment were looted. Since that time the group has worked diligently to rebuild and resume operations.

Following biosecurity trainings with the PSPK program, members learned that they should designate an area for selling birds away from the farm. They have since built a house to keep chickens which are ready for sale, and don't allow buyers past that point. They also constructed an isolation unit for sick birds, and bought dust coats for the members working in the hatchery. Access to the hatchery is limited, and members with access to the hatchery must wear dust coats, use the foot bath, and wash their hands upon entry and exit.



The group also provides vaccination services on request, or via mass campaigns. Mass vaccination campaigns are done for free, to help ensure that the group is protected from the risk of outbreaks, and the local chief is expected to notify the public about the vaccinations. Vaccinations on request are done for a fee.

The group now produces 300 day old chicks each month, and has established a small vegetable farm to ensure their chickens are fed well. They regularly receive orders for chickens for weddings, funerals, and other occasions. In these cases, the group slaughters and packages the chickens for the clients themselves.



Unfortunately the group does not have electricity on site, but their goal is to one day have a freezer which would enable them to process and store a larger volume of birds to sell directly to hotels. PSPK will be working with buyers on biosecurity protocols, and in making linkages between producers and buyers, to enable groups like the Kondele Market Traders Women's' Group, to increase their production and sell larger quantities to buyers at regularly scheduled intervals.

Margaret Mirambe, group leader said, "...we have about 30 farmers coming from Mwingi district to learn from us. People visit and copy what we are doing."

Kenya: Building Confidence with New Brands for Safe, Indigenous Poultry Products

A rising demand for indigenous poultry products in Kenya provides a great opportunity for smallholder producers. Increased sales of indigenous products would bring essential income to the smallholder farmers who produce these products, as well as the traders and processors who help get these products to markets. However, in order to fully take advantage of this demand and facilitate entry of indigenous eggs and poultry meat into supermarket chains, smallholders need to ensure consumers that their products are high-quality and free of disease. With this in mind, PSPK fielded poultry expert and business owner Bob Corshen to help articulate local poultry meat and egg brands and develop a brand marketing strategy for six traders, taking consumer preferences into consideration and leveraging the power of the products' competitive advantage. The effort was a success, and the brands are in use today, thus paving the way for thousands of other smallholder producers to sell their indigenous poultry products.

Corshen worked with each individual trader to develop a concept –including a brand name and logo– that defines themselves and their products. Corshen then worked with student volunteers from the University of Nairobi, School of Arts & Design, to develop draft designs for each concept. Together, the students and the traders worked to finalize the logos. Corshen also provided guidance on marketing strategies and how and where to use these new logos. Each participant was extremely pleased with the end result. Corshen notes, *“I sincerely believe that seeing their company/organization name and logo in a professional design gave each of them the feeling that they were now going to become leaders in the indigenous poultry business.”*

The traders were each provided with a grant to help them market their brands. These funds enabled one of the traders (SUNCHIC) to develop multiple advertisements for their products (see photo to the right). The grants also enabled the traders to acquire processing equipment, transportation crates, storage equipment, cool boxes, and packaging materials for safe processing and marketing of their poultry products.

With these defined brands, the traders have increased confidence in their ability to sell their products, and consumers can increase confidence in and awareness of the producers and traders involved in the growing market of indigenous poultry products in Kenya. In fact, the largest supermarket chain in Kenya immediately expressed a high level of interest in fresh, indigenous chicken, and indicated that he would create shelf space for these newly branded products.

As a result of PSPK support, the Umjua Poultry Group to become the first group in the south coast region of Kenya to sell chickens in packaging materials.

Mr. Njuguna of SUNCHIC– excitedly states, *“SUNCHIC wouldn't be where it is now if it wasn't for Winrock [PSPK]!”*

Another trader, Ms. Benta Owino of the Wambo Development Group, notes, *“We are now professors of chicken rearing and marketing because of PSPK!”*



SUNCHIC developed strong advertisements with the support of PSPK.

CNFA FARMER-TO-FARMER SUCCESS STORIES

Nepal: Cooperative increases production, quality and income through improved horticulture practices

Ekolelo Agro-Production & Livestock Cooperative was established in 2006 with the vision of building a highly competitive farm cooperative through the use of agricultural best practices and innovative technologies. Based in Huambo province in the town of Bailundo, Ekolelo's main activity is horticulture production, which takes place on the cooperative's 55 hectares of land. Since its inception, the cooperative has seen its membership increase by nearly 75 percent each year, to 138 members.



Ekolelo has established a wide customer base ranging from local shoppers in Bailundo to serving domestic markets near Angola's northern border. Presently, the cooperative produces 60 tons of fresh produce per year and had aspirations to further expand its horticulture sales to domestic markets, but it was hindered by poor soil quality and outdated production methods, which led to inconsistent quality and yields. To help improve yields and fuel additional growth, Ekolelo's board of directors reached out to CNFA and requested training in organic vegetable production.

CNFA sent Kathryn Pereira, an agricultural economist with substantial experience in organic and sustainable agriculture to work with Ekolelo. Kathryn trained 34 cooperative members in compost preparation, crop rotation, and sustainable organic vegetable production techniques not commonly practiced in the region. Ekolelo adopted her recommendations and FTF-Angola staff followed up regularly to provide additional support. The benefits were almost immediate. Yields increased by nearly 20% in the first growing season after Ms. Pereira's assignment and the cooperative began producing higher quality tomatoes by

using organic compost in the soil. Since adopting Kathryn's recommendations, Ekolelo's gross annual sales have increased 17%, net income by 18%, and total production volume by 11%. Its increased ability to attain higher yields prompted the cooperative to purchase 100 hectares of land to expand horticulture production. The cooperative also built a warehouse that is used for storing produce before it is sent to the market.

"If EKOLELO ASSOCIATION BEGINS TO CONSISTENTLY USE CROP ROTATION, ORGANIC FERTILIZER AND IMPROVED TOMATO PRODUCTION TECHNIQUES THEY WILL EXPERIENCE A HIGHER PRODUCTION YIELDS AND DECREASED LOSS DUE TO DISEASE AND THUS INCREASED INCOME."

Tajikistan: Volunteers Reignite Apricot Industry - Amir Farm assistance from USAID's Farmer-to-Farmer Program

Tajikistan's northern-most region has changed significantly over the past decade, with many important economic industries struggling. The historically-famed apricot industry, once the primary source of income for many households, has particularly suffered in this decline. For years, large quantities of high-quality apricots were exported. Due to increased global competition and quality standards, however, this



Tajik women dry and pack fresh apricots at Amir Farm in northwest Tajikistan.

once successful crop has lost its status as the most profitable fruit in northern Tajikistan.

Recently, international efforts have sought to revive this industry in the Asht district of northern Tajikistan. One successful example is the USAID-funded Farmer-to-Farmer Program (FTF) implemented by CNFA. In 2010, CNFA sent two volunteers to assist apricot farmers: Robert Morris of Las Vegas, Nevada and Dr. Wayne Williams of San Diego, California.

The "Amir" Dehkan Farm sought FTF assistance to address its financial constraints due to a decrease in apricot exports. Robert Morris traveled to Asht to address efficient orchard management and irrigation principles with the farm. He conducted trainings for Amir and other local farms, and designed a drip irrigation system for Amir's orchards. Morris then trained farm employees on the how to operate and maintain the new irrigation system, as well as ways to decrease costs. Once fully installed, the new system should reduce water expenses by 80%, and increase the growing season by 12-15 weeks.

Dr. Wayne Williams took a broader approach in his follow-up assignment, completing a comprehensive analysis of Amir's operations. He also led two extension courses, addressed pest and disease challenges, and performed soil analyses for six apricot orchards. Williams also branched out to assist the local community, drafting a proposal for a truck terminal and cold storage system to provide centralized post-harvest services, allowing for increased communication and cooperation.

Williams' assessment has helped Amir's employees understand the different insect and disease problems facing apricot trees, thereby better equipping them to handle new threats. They now have the knowledge necessary to combat these challenges, although fully addressing them will require careful planning, organization and funding. "Success will only come with good organization and financing. When a business like Amir becomes sufficiently organized, there is a higher chance of receiving much-needed funding to accomplish these proposals," Williams concluded.

As a direct result of these volunteers' innovations, Amir Farm has enjoyed increases in sales and profits of \$21,800 and \$19,600 respectively, as well as a 95% increase in job creation. This technical assistance has also reached other local growers, helping to reignite the apricot sector that is so vital to the region's economic future.

Georgia: Cheese Company sets its sights high after volunteer assistance

Increasing demand within the Republic of Georgia presents exciting opportunities for the country's dairy industry. One dairy company, EcoMilk LLC, underwent a complete renovation in 2010. After struggling with proper sanitation practices during its overhaul, EcoMilk decided to seek volunteer expert assistance through USAID's Farmer-to-Farmer program.

In December of 2010, CNFA sent Steve Morgan on his first assignment with EcoMilk LLC. Mr. Morgan utilized his 43 years of experience in the cheese production process to assist EcoMilk in adding gouda, mozzarella, and a local smoked cheese known as solguni, to their product line. In addition to providing



FTF volunteer Steve Morgan demonstrating proper cheese making techniques.

recipes and improving packaging and storage procedures, the volunteer provided recommendation on market research and record-keeping.

In April of 2011, Mr. Morgan returned to aid EcoMilk in their cheese ripening and storage development processes. Thanks to these assignments, EcoMilk has grown significantly. The company now processes up to 70 MT of milk a year and has increased its customer base from 103 to 150 institutions. EcoMilk has added nine employees to its payroll, including three women, for a total workforce of 16.

During an October 2011 assignment with another Georgian dairy company, Mr. Morgan checked in on EcoMilk. He was pleasantly surprised to note the significant strides the company has made. EcoMilk is beginning to reach beyond their European cheese products to diversified Georgian varieties with added flavors, such as pepper and mint.

EcoMilk LLC is now one of the most successful cheese producers in Georgia. In the near future, the company plans to begin exporting its solguni cheese to the U.S. through its sister company, "Ethno Food".

Moldova: INAGRO - Experts Improve Greenhouses and Increase Business Membership

INAGRO Agribusiness Park, a business cluster formed by local businesses and scientific institutes, was created at the initiative of the Moldovan Academy of Science's Agency for Innovation and Technology Transfer. Their goal is to promote innovations in agriculture, thereby boosting the profits of agricultural



producers and processors. The academy of Science has allocated an administrative building and 100 hectares of agricultural land for use by INAGRO's members. The academy has also opened membership to all farmers ready to practice high value agriculture, with an emphasis on non-traditional crops and organic production. AgriPark residents closely cooperate with scientific researchers in order to take advantage of the newest discoveries.

CNFA's Farmer-to-Farmer program has worked with INAGRO since 2008. Funded by USAID, the Farmer-to-Farmer program seeks to improve the ability of agriculturalists in developing countries to increase their incomes. To help accelerate INAGRO's advancement in technologies, CNFA has conducted seven consulting assignments

to assist INAGRO. The areas covered have included strategic planning, greenhouse development, and soil testing.

Dr. Mike Brugger, an emeritus professor of agriculture engineering with Ohio State University and senior project manager of North Point Engineering, conducted a greenhouse management and design assignment with INAGRO in November 2010. He made many suggestions for the improvement of their operations; these included new double-plastic roofs, and mechanical ventilation systems. Following these recommendations improved the efficiency of the older greenhouses and sparked the construction of four new facilities with the updates incorporated. Finally, Mr. Brugger helped develop an operations manual to streamline greenhouse operations as well as a budget to implement the improvements.

In 2011, after taking into consideration multiple CNFA volunteer recommendations, INAGRO began selling a wide variety of vegetables at their local supermarket chain. INAGRO members maintain demonstration plots of cabbage, sweet pepper, onion, sweet corn and eggplant. Thanks to the success of their projects, resident membership has tripled. INAGRO plans to continue working with CNFA on ICT4D-related projects in the years ahead.

Malawi: Cooperative increases production, quality and income through improved horticulture practices

Lisungwi Youth Club serves the young farmers of Mitundu. Located just outside of Lilongwe, the club was formed by members of a local farmers association and pupils at two area primary schools. Its mission is to develop the full potential of youth and promote their active participation in various developmental and agricultural activities. The club is supported by Exagris Africa Limited, a private agribusiness and beneficiary of CNFA's Farmer-to-Farmer (FTF) Program.



FTF Volunteer Tom Cadwallader (left) inspects the improved INAGRO greenhouses.

One of Lisungwi's primary activities is producing fruits and vegetables. Club members identified the potential for creating an income stream by adding value to the fruits and vegetables through processing and selling the product in the local market. The club did not have processing experience or the financing to establish a formal processing facility. Realizing that they had reached a pivotal moment in their organization's development, the club requested assistance from CNFA's FTF Program in Malawi.

CNFA responded by sending Rick and Terrill Christensen, two brothers from Idaho with extensive experience and knowledge of food dehydration technology. Using a metal drum, a net and wire, the volunteers taught club members how to construct a low-cost and highly-durable fruit and vegetable dryer for approximately \$35. All of the materials

used were locally sourced, ensuring that Lisungwi itself could replicate the training with other youth groups in the area.

Shortly after the training, the club began adding value to its fruits and vegetables through dehydration. The results were almost immediate. During the first full year using the dryer, Lisungwi produced 2,600 kilograms of dehydrated fruits and vegetables. Nearly 10 percent of their production was sold through an Exagris-owned retail store, increasing the club's sales by \$4,300. The club spread the technology further

by training family members to use the dryer, and promoting the inclusion of dehydrated fruits and vegetables in local diets. Lisungwi also conducted its own trainings on the dehydration techniques in surrounding villages, reaching more than 300 people.

“It is possible that the host organization or its members can develop great products and/or combinations of products that they can sell in their local market. I think that it can expand to other markets too. They have even suggested that there is a possibility that they will try to develop products for ShopRite.” - Terrill Christensen, CNFA Farmer-to-Farmer Volunteer

Mozambique: Poultry Feed Formulation Reduces Costs and Increases Incomes



Based in Mozambique’s Nampula province, ACIANA is an agricultural, commercial and industrial association dedicated to promoting local agriculture development. ACIANA’s vision is to displace imported poultry meat by building a local production base that can satisfy local demand. Since 2006, the association has been working with their membership to develop the necessary economies of scale. They do this primarily through the establishment of commercial level chicken coups and through member training.

ACIANA was headed for success and smallholder poultry farmers collectively had the capacity to produce nearly 1 million birds annually. However, various constraints limited the association from meeting its potential. Low-cost poultry imports cut into the farmers’ market share. Despite their best efforts, their relatively high cost of production made it difficult for them to compete. Realizing that they needed to act quickly to counteract the effect of imports in the local market, the farmers, through ACIANA, reached out to CNFA.

Through the Farmer-to-Farmer program, CNFA responded by sending Bob Albrecht, a retired senior executive with more than 30 years in the feed and farm supply industry. Using a hands-on approach, Mr. Albrecht led the farmers through trainings that focused on processing soybeans into low cost and nutritious poultry feed, recipe formulation for feeds, and best practices for decreasing poultry production cycles. The results were almost immediate. After the training, the association increased its net income by 72 percent and decreased the poultry production cycle from 45 to 35 days. Today, the association is much better positioned to provide higher quality and lower cost poultry meat that can better compete against imports.

“Developing a quality feed that farmers will buy and which will meet the animal’s health, reproductive and performance needs does not occur by accident.” - Bob Albrecht, CNFA Farmer-to-Farmer Volunteer.

Kenya: Sunflowers Expand Markets - Mitunguu Millers LLC benefits from technical assistance in oil pressing and processing

Located 240 kilometers northeast of Nairobi, in Meru County, is Mitunguu Millers Limited, a private company engaged in cold pressed sunflower oil production. The proprietor, Samuel Gathumbi is a trained agronomist, who upon retirement opted to venture into food processing.

While working for a large tobacco company, Gathumbi saw first-hand the harmful effects of tobacco on local farmers, therefore he chose to work in sunflower production. To start, he designed the factory and installed a sunflower seed press. Though there was demand for cold pressed oil from Nairobi supermarkets, the owner found his profits suffering due to the poor quality of raw materials and the concomitant poor quality finished product.



Samuel Gathumbi, proprietor of Mitunguu Millers, works with Paul and Nyambura from CNFA Farmer-to-Farmer, demonstrating oil pressing and processing in the factory.

Partnering with CNFA through the USAID-funded Farmer-to-Farmer program, Mitunguu Millers was able to receive technical assistance to improve upon skill areas that hindered the company. Mr. Gathumbi is currently supplying over 1,000 liters of oil to one of the leading supermarket chains in Nairobi, Tuskys; where he has been allocated a dispenser to assist him sell his oil. He has consequently hired staff that not only sell the product, but educate customers on the benefits of consuming cold pressed sunflower oil. This has raised the need for raw materials to meet the ever increasing demand for oil, lending the company to look beyond Mount Kenya for raw materials.

Locally, the company promotes production by sourcing and distributing seeds to farmers. Gathumbi has also taken a lead position in helping to seek training for the farmers in improved sunflower production practices from FTF volunteers. Mitunguu Millers has nearly doubled their gross sales since the inception of FTF assistance in 2009.

Tanzania: Management Skills Increase Member Participation - Gendi Rural Cooperative Society strengthens leadership and community support

Farmer-to-Farmer program volunteers help address many challenges faced by small business managers. Gendi Rural Cooperative Society operates as a broker and bridge between small scale pigeon pea and coffee producers and local exporters.

As a result of the 1995 policy of trade liberalization, Gendi suffered a significant drop in association membership and was forced to reduce the services they provided to cooperative members, including extension services and supporting high value produce.

Gendi started working with CNFA in 2008 and has received seven volunteers to date. The cooperative has requested assistance in business planning, marketing and harvest strategies to increase their productivity and profitability. One specific need was the creation of a business plan to address the necessary steps to implement a modern Warehouse Receipt System for their newly renovated storage facility.



FTF Volunteer Lynda Swenson (center) embraces Tanzanian culture while sharing her knowledge in organizational management.

Volunteer Lynda Swenson arrived on assignment with Gendi in May 2010 to assist them with the storage facility. Coupled with Gendi's commitment to success as well as the provincial government's cooperation, Swenson formulated a detailed plan of action to attain all the necessary authorizations to succeed in execution of the Warehouse Receipt System.

Through implementation of volunteer recommendations and myriad visits from CNFA staff, Gendi has become a model for similar cooperatives in the region, based on the successes garnered from FTF assistance and their own determination. The cooperative has been able to expand member services to encompass maize crops in addition to the high value pigeon peas and coffee from which it originated. Within only two years, Gendi has grown in membership and increased gross annual sales by over 400 percent as a collective group.

"It's not too often that we volunteers get to actually see the success and conclusion of our projects. I was the right person, the co-op was willing and the provincial government wanted to authorize Gendi; I just connected the dots."- Lynda Swenson, CNFA Farmer-to-Farmer Volunteer

Uganda: Advancing Agriculture and Individuals - Farmer to Farmer opens new doors through technical assistance

Kapchorwa Commercial Farmers' Association (KACOFA) is a registered association with over 6,000 members, more than half of whom are women. Their aim is to increase household incomes of their members through improved farming practices.

KACOFA management identified a potentially lucrative market to supply large volumes of white sorghum. In spite of the visibly high enthusiasm among KACOFA's farmer members to produce sorghum, they felt ill-equipped to do so on a commercial scale. For this reason, they sought assistance from the USAID-funded Farmer to Farmer program.



Representatives from the Ministry of Agriculture Animal Industries and Fisheries visit a healthy sorghum crop in Kapchorwa during a field visit to CNFA FTF host sites in September 2011.

A volunteer consultant then worked with the group to help them improve various production and post-harvest practices. The volunteer offered several recommendations to increase production efficiency such as:

1. placement of gardens in relation to morning sun;
2. selection of locally adapted seed varieties to increase climate tolerance and disease resistance;
3. application of fertilizer based on soil tests, and;
4. early harvest of the crop to avoid damage from birds and other pests.

In the year that followed, KACOFA was able to increase their sorghum production by over 50%.

In September 2011, KACOFA hosted a team from the Ministry of Agriculture Animal Industries and Fisheries (MAAIF), comprising of Commissioner Dr. Robert Karyeija and Principal Officer Dr. Doris Kiconco. Dr. Karyeija was astonished to see such a healthy sorghum crop in Kapchorwa, commenting that he was used to seeing sorghum crops that were seriously affected by diseases such as smut and rust. KACOFA CEO David Kissa expressed “we were [in bad shape] before CNFA came in. Seed selection and testing has enabled us to have this crop. That is the secret we got from John Clove who volunteered with us from CNFA.”