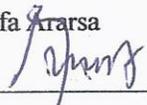
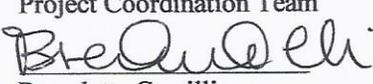


# INCLUSIVE AND SUSTAINABLE VALUE CHAINS DEVELOPMENT IN OROMIA - DRAFT PLAN OF ACTION

**Produced by:**  
**Bureau of Finance and Economic Cooperation of Oromia Regional State – BoFEC**  
 Person In Charge (PIC)

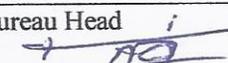
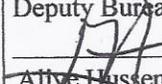
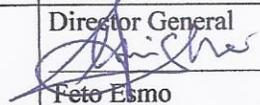
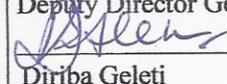
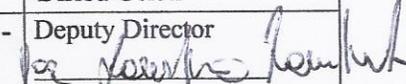
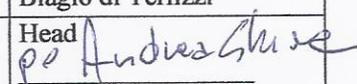
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In collaboration with the project Technical Committee (TC) Date: 03 July 2017

Approved by the project Steering Committee – SC, Date: 07 August 2017 ✓

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## **Acronyms & abbreviation**

ACC	Agricultural Commercialization Cluster
AARC	Adami Tulu Agricultural Research Center
AGP	Agricultural Growth Program
AGRA	Alliance for Green Revolution in Africa
AICS	Agenzia Italiana per la Cooperazione allo Sviluppo- Italian Agency for Development Cooperation
ATA	Agricultural Transformation Agency
AVCPO	Agricultural Value Chains Project in Oromia
BARC	Bako Agricultural Research Center
BENEFIT	Bilateral Ethiopian Netherlands Effort for Food, Income and Trade
BoANR	Bureau of Agriculture and Natural Resources
BoFEC	Bureau of Finance and Economic Cooperation
BoWCA	Bureau of Women and Children Affairs
CIHEAM Bari	Centre International de Hautes Etudes Agronomiques Méditerranéennes of Bari
CIMMYT	International Maize and Wheat Improvement Center
CPO	Cooperative Promotion Office of Woreda
DAs	Development Agents
DSM	Direct Seed Marketing
DW	Durum Wheat
DZARC	Debre Zeit Agricultural Research Center
EC	European Community
EGS	Early Generation Seed
EIAR	Ethiopian Institute of Agricultural Research
EU-NAS	Euroean Union – Nutrition Advisory Service
FAO	Food and Agriculture Organization of the United Nations
FG	Farmer Group
FTC	Farmers' Training Center
GIZ	German Federal Enterprise for International Cooperation
GoE	Government of the Federal Democratic Republic of Ethiopia
GoI	Government of the Italian Republic
GTP	Growth and Transformation Plan
HARC	Holetta Agricultural Research Center
HEW	Health Extension Worker
IAIP	Integrated Agro-Industrial Parks
IC	Industrial Clusters
ICARDA	International Center for Agriculture Research in the Dry Areas
IP	Implementing Partners
ISSD	Integrated Seed System Development
ISVCDO	Inclusive and Sustainable Value Chain Development in Oromia
MAECI	Italian Ministry of Foreign Affairs and International Cooperation
MARC	Melkassa Agricultural Research Center

MoFEC	Ministry of Finance and Economic Cooperation
NBE	National Bank of Ethiopia
NGO	Non-Governmental Organization
OA	Operational Agreement
OARI	Oromia Agricultural Research Institute
OCPA	Oromia Cooperative Promotion Agency
OIDA	Oromia Irrigation Development Authority
OSA	Oromia Special Bank Account in Birr
OSE	Oromia Seed Enterprise
OTMDB	Oromia Trade and Market Development Bureau
PC	Primary Cooperatives
PD	Project Document
PEDC	Planning and Economic Development Commission
PIC	Person in Charge
PoA	Plan of Action
PSC	Project Steering Committee
QDS	Quality Declared Seed
RTC	Rural Transformation Center
SA	Special Bank Account in Euro
SARC	Sinana Agricultural Research Centre
SupHort	Capacity Building of Agricultural Services for Supporting Horticultural Sector in Selected Woredas
TA	Technical Agreement
TFA	Trust Fund Agreement
ToT	Training of Trainers
USAID	United States Agency for International Development
VAT	Value Added Tax
WHO	World Health Organization
WoANR	Woreda office of Agriculture and Natural Resources
WoFEC	Woreda office of Finance and Economic Cooperation
ZCPO	Zonal Cooperative Promotion Office

## 1. Background

### *1.1 Goal, strategy, objective and target areas*

The project “**Inclusive and Sustainable Value Chains Development in Oromia (ISVCDO)**” is an Italian funded initiative based on the Technical Agreement (TA) between the Ministry of foreign affairs and international cooperation of the Italian Republic (hereinafter referred to as Government of Italy- GoI) and Ministry of Finance and Economic Cooperation of the Federal Democratic Republic of Ethiopia (MoFEC hereinafter referred to as Government of Ethiopia- GoE) signed on the 19 September 2016, and the Trust Fund Agreement (TFA) between the GoI and the Centre International de Hautes Etudes Agronomiques Méditerranéennes of Bari (CIHEAM Bari) signed on the 26 November 2015.

**Goal:** the intervention is conceived to contribute to improve the living conditions of rural population in Oromia Region through strengthening three key value chains (horticulture, durum wheat and processing tomato), improving women’s role in the value chain governance and promoting nutrition-sensitive agriculture among the involved communities.

The project contributes to the Growth and Transformation Plan II (2016-2020) of the GoE by operating in accordance with its key strategic directions, such as increasing agricultural productivity, enhancing commercialization and the modernization of the agricultural sector through improving the quality of the inputs, the access to credit and extension services. Moreover, it integrates a value chain and market-driven approach with specific geographical focus, joining the Agricultural Commercialization Cluster (ACC) approach on wheat and horticultural products in the areas of intervention.

The project intends the agro-processing and the value addition as entry point for the development of strategic value chains through their linkages with other major national strategies and policies such as the Integrated Agro Industrial Park initiatives (IAIP), Rural Transformation Centers (RTC) and the Industrial Clusters (IC). Moreover, this initiative is also coherent with the objectives of GTP II on gender empowerment and equality, and the improvement of the nutrition status of the target population.

This new initiative builds on the results and lessons learnt from two previous projects supported by the Italian Development Cooperation: the “Agricultural Value Chain Project in Oromia - AVCPO (2011-2017)” and “Capacity building of agricultural services for Supporting Horticultural sector in selected woreda- SupHort (2011-2015)” project.

**Strategy:** the programme has been devised to operate according to methodology and implementation modalities framed within the Ethio- Italian Country Framework of 2013- 2015 for the strengthening of durum wheat, processing tomato and horticultural value chains with a gender and nutrition-sensitive approach which is well elaborated in five project components. These components are (1) horticulture; (2) durum wheat; (3) processing tomato; and two cross-cutting components: (4) gender and (5) nutrition.

As a matter of fact, reciprocal knowledge and trust exists amongst identified project partners. The different phases of the project run in a collaborative working environment amongst the main actors representing the Ethiopian federal government such as the regional Bureau of Finance and Economic Cooperation of Oromia (BoFEC), the regional Plan and Economic Development

Commission (PEDC), the Bureau of Agriculture and Natural Resources (BoANR) and the Bureau of Women and Children Affairs (BoWCA), the Italian Agency for Development Cooperation (AICS), CIHEAM Bari; representatives of the Ethiopian research institutes such as Oromia Agriculture Research Institute (OARI) and Ethiopian Institute for Agricultural Research (EIAR) constituting the **Project Steering Committee (PSC)**.

The PSC is supported by a **Technical Committee (TC)** that includes the PIC of BoFEC, PEDC, representatives of AICS, the Bureau of Agriculture and Natural Resources (BoANR), Oromia Irrigation Development Authority (OIDA), Oromia Cooperative Promotion Agency (OCPA), OARI, EIAR and CIHEAM Bari (Annex 1). The implementation process includes joint planning, fund requests and transfers, capacity development, bids and management of contracts, technical support, implementation of physical and promotion activities, monitoring and supervision and reporting.

**Objectives and target areas:** the objective of the program is to increase the economic productivity and the quality of the selected agricultural value chains, namely the durum wheat, processing tomato and horticultural products, enhancing women participation and contributing to the diet diversification of the population in the five target zones in Oromia: **Arsi, Bale, West Arsi, West Shewa and East Shewa**. The areas of intervention and the respective institutions involved in the project are reported in Annex 2. The intervention aims to strengthen the key institutions and actors involved in the selected value chains, and to support the cooperatives and their member farmers in the implementation of enhanced cropping and post-harvest practices in a gender and nutrition-sensitive perspective and toward the value-adding of local products for getting better markets. The program is also contributing to the gradual reduction of the ever increasing imports on grain, pasta, tomato sauces and related products.

In general, 20 woredas have been selected according to their agro-ecological conditions, the ACC and land suitability for the three target value chains (Annex 2): 14 woredas for durum wheat (Bale: Agarfa, Sinana, Gassera, Goro, Ginir and Gololcha; Arsi: Hetossa and Digeluna Tijo; Dodolla, Gedeb, Shashemene and Arsi Negele; East Shewa: Lume and Gimbichu), 4 woredas for processing tomato (East Shewa: Dugda, Bora, Ziway Dugda and Adami Tulu), and finally 2 woredas for horticulture (West Shewa: Ejere and Illu Gelan).

The selection of the woredas goes in favour of a consistent and coordinated productive system at regional level, and of a feasible administrative and technical support by local authorities and research centres to the extension system, unions and primary cooperatives. The cooperatives targeted by the project are also listed in Annex 2.

**The present Plan of Action (PoA), produced according to the provisions of article 5.6 of the Technical Agreement, represents the overview of the project. The plan of the activities and expenditures is detailed in this document for 12 months period.**

## ***1.2 Project Implementation***

Implementation of the project activities, relevant institutions and project governance modalities are detailed in the project TA.

In summary, for the purpose of realizing its innovativeness and inclusiveness, the ISVCDO project will lay its ground on the following five principles:

- Research and result orientation;
- Cooperative and market orientation;
- Private sector engagement and promotion;
- Nutrition sensitivity;
- Gender sensitivity with special regard to women empowerment and youth employment.

## **2. Project Budget: Contribution of the Parties**

The TA and the TFA of the initiative foresee, respectively in article 3 and article I, the following provisions:

**Contribution of AICS** - The total financial contribution of the GoI consists in a grant amounting to **EURO 2.399.915, 000** (two million three hundred ninety nine thousand and nine hundred fifteen/00 EURO), divided as follows:

- **Component 2 (durum wheat) and component 3 (processing tomato) - EURO 1.400.000, 00** for the implementation of project activities in the 18 selected woredas, as specified in the Project Document (PD). This amount shall be directly transferred to MoFEC, then transferred and managed by the BoFEC, which is the recipient and main executing agency. This financing modality is named “channel 1b” according to the policies agreed by the GoE with the development partners.

The total amount of the Component 2 and 3 was disbursed, according to article 6 of the TA, transferred to the National Bank of Ethiopia in April 2017. The funds allocated will be transferred by MoFEC to a bank account managed by BoFEC (update 28 June 2017). Funds will be then transferred to all the Ethiopian implementing agencies and partners according to the financial needs, as detailed in this PoA.

The Components 2 and 3 are approximately divided into the following major budget categories:

- Construction of infrastructure, provision of agricultural inputs and transformation technologies to Cooperatives and Unions (53% of the budget),
  - Strengthening of extension and research services through technical and technological support (32% of the budget)
  - Capacity building of Cooperatives and Unions members through “Training of Trainers” (ToT) and traditional trainings (9% of the budget)
  - Creation of market linkages through innovative supply contracts and linking activities (6% of the budget)
  - Support the Oromia Trade and Marketing Development Bureau (OTMDB) and the Oromia Cooperative promotion Agency (OCPA) (1% of the budget)
- 
- **Component 1 (horticulture), 4 (gender) and 5 (nutrition) - EURO 999.915,00** is dedicated for the implementation of the activities in accordance with the PD. This amount is to be directly managed by CIHEAM Bari on behalf of MAECI. This financing modality is named “channel 3”

according to the modalities agreed by the GoE with the development partners. The modalities of implementation and coordination are specified in the Operational Agreement (OA) between CIHEAM Bari and BoFEC, signed on 25 May 2017.

In addition, AICS will provide technical assistance to the implementation of the activities through international and local experts on the component 2 (durum wheat) and 3 (processing tomato).

**Contribution of the GoE** – The grant provided by AICS is meant to top-up the regular budget allocated by MoFEC/ BoFEC for the implementation of agricultural sector activities. Thus, the GoE shall ensure that BoFEC provides regular allocations as per federal/regional budget and the human, financial and logistic resources necessary for the execution and implementation of the activities scheduled, as specified in the PD. Furthermore, for the implementation of construction works, for infrastructures, purchases of certain facilities for selected primary cooperatives and unions, beneficiaries are expected to contribute in labour or in kind and also about 25% of the total bid value. Moreover, VAT and other taxes cannot be covered by the Italian funds and are expected to be borne by GoE and partners (as per art. 3.2 and 6.4 of the TA).

### **3. Revision of Project Implementation Schedule and preparation of Plan of Action**

According to paragraph 5.6 of the TA, and the implementation modalities described in the paragraph 5.2 of the PD, the revision of the project implementation schedule and the preparation of the PoA for the period of 12 months has been elaborated by AICS project coordination team, in collaboration with the PIC and the TC.

The present PoA has been compiled upon consultation of the relevant Implementing Partners (IP) and stakeholders such as BoFEC, BoANR, BoWCA, CIHEAM Bari, OARI, EIAR, OIDA, Oromia Cooperative Promotion Agency (OCPA) and their line offices at zone and woreda levels, representatives of the private sector and local authorities both in Addis Ababa and during the dedicated field mission<sup>1</sup>. The list of the major partners met during the field mission is reported in Annex 3.

### **4. Results of the project**

According to the PD, the project expected results for the five components are the following:

#### Component 1- Horticulture value chain (West Shewa)

1. Producer cooperatives are strengthened through capacity building and technical assistance and linked to better market opportunities on the domestic market.

#### Component 2- Durum wheat value chain (Arsi, Bale, West Arsi, East Shewa)

2. Research system and extension services are strengthened through technical and technological support.
3. Producer cooperatives are strengthened and linked to better market opportunities on the domestic market.
4. Improved governance of the value chain through improved access to seeds, better linkages between cooperatives and agro-industries, improved access to credit.

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<sup>1</sup> The first field survey has been carried out between April and May 2017 by AICS project coordination team. Several meetings were held with local administrators, zone and woreda level BoANR and CPO, farmer cooperatives (seed multipliers and unions). Annex 3 reports the list of institutions and people interviewed during the trip.

Component 3- Processing tomato value chain (East Shewa)

5. Research system and extension services are strengthened through technical and technological support.
6. Producer cooperatives are strengthened and linked to better market opportunities on the domestic market.

Component 4 – Gender (cross-cutting)

7. The role of women is strengthened within the activities of the agricultural cooperatives throughout the three value chains (horticulture, durum wheat and processing tomato) is strengthened.

Component 5 – Nutrition (cross-cutting)

8. Increased diet diversification within the target communities, especially for women and children.

**5. Activities, budget allocation and implementation Process**

This new implementation process makes reference to and brings up-to-date to the chapter 5 of the PD including the paragraph 5.2 (methodology of intervention), 5.3 (resources and cost estimations) and 5.4 (Table 1).

Table 1 presents the detailed PoA for the 12 months of the project life, on a monthly scale. Subsequently the modalities of implementation for each activity are described. In Annex 4, budget values are separately detailed and presented for each implementing partner.

**Table 1. Project plan of activities and expected results**

Component – Expected results – Plan of Activities	Months (year: 2017-2018)																
	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Administrative finalization, preparation & approval of Plan of Action (PoA)																	
<b>Component 1- Horticulture</b>																	
<b>Result 1</b>																	
Selection of personnel																	
Technical assistance and extension to public services for strengthening the horticultural value chain																	
Expansion of irrigation plots and supplying of equipment to cooperatives and producers																	
Strengthening of horticulture cooperatives																	
Strengthening of processing cooperatives																	
Pilot exchange actions between cooperatives																	
<b>Component 2- Durum wheat</b>																	
<b>Results 2 and 3</b>																	
Selection of personnel																	
Identification and selection of woredas of intervention and producers' cooperatives in the identified zones (Arsi, Bale, West Arsi, East Shewa)																	
Identification of suitable durum wheat varieties, seeds production and multiplication centres and supply channels																	
Trainings (ToT, traditional trainings and Farm Field Schools) on agronomic practices, conducted by research and extension services																	
Trainings (ToT, traditional trainings and Farm Field Schools) on seeds classification, marketing and supply contracts																	
Field supervision on crop management (e.g. soil fertility management, seed cleaning and combine harvesting)																	
Construction of storehouses for the cooperatives, and seed cleaning facilities for the Unions																	
Provision of laboratory and field equipment to research centres (SARC and DZARC)																	
Study trips in Ethiopia and Italy																	
<b>Result 4</b>																	
Strengthening of the seed value chain and provision of field equipment to the research centres																	
Creating awareness on market opportunities on domestic and international markets																	
Strengthening the business management capacities within the Cooperatives and Unions																	
Improving access to credit																	
Strengthening the corporate governance of processing enterprises																	
Organisation of meetings and media coverage for creating awareness and presenting the results of the project																	
<b>Component 3- Processing tomato</b>																	
<b>Results 5 and 6</b>																	
Selection of personnel																	
Identification and selection of woredas of implementation and producers cooperatives (East Shewa)																	
Study on the processing tomato value chain																	
Identification of suitable tomato varieties, seeds production and multiplication centres and supply channels																	
Trainings (ToT, traditional trainings and Farm Field School) on crop management, post-harvesting and marketing conducted by local, international consultants, research and extension services																	
Provision of field equipment to the research centres and to the selected producers' cooperatives																	
Construction of storehouses for the cooperatives, and introduction of technologies for processing (e.g. dehydrator)																	
Awareness creation and facilitation of market linkages																	
Strengthening of business management capacities within the Cooperatives and Unions																	
Improving access to credit																	
Strengthening of the governance of processing enterprises																	
Study trips in Ethiopia and Italy																	

Component – Expected results – Plan of Activities	Months (year: 2017-2018)																
	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Workshops on the project results (in Ethiopia and Italy)																	
<b>Component 4- Gender</b>																	
<b>Result 7</b>																	
Selection of personnel																	
Baseline survey on women’s participation, access gaps and opportunities to increase their role in the target cooperatives																	
Ensuring capacity building to women members of cooperatives aimed at improve their skills and competences for being proactive and assuming leadership roles																	
Creating and/or supporting small women’s groups in acquiring confidence and basic skills to join a cooperative																	
Creating and supporting women’s groups specialised in the processing and marketing of horticultural products																	
Training cooperative leaders on the gender perspective and the social and economic impacts of women’s participation																	
Providing capacity building to the Cooperative and public officers at regional, zonal, woreda and kebele level, on gender mainstreaming and on the benefits deriving from women’s participation to cooperatives																	
Final survey to verify women’s participation in the beneficiary cooperatives																	
<b>Component 4- Nutrition</b>																	
<b>Result 8</b>																	
Selection of personnel																	
Baseline survey on the nutritional status of target beneficiaries in the selected communities																	
Strengthening of the specific capacities of DAs and creation of linkages among the involved institutions (DAs and HEWs)																	
Sensitization campaigns on the nutrition sensitive agriculture, targeting the entire community																	
Demonstration plots for technology transfer and production of vegetables contributing to diet diversification																	
Training targeting women, on vegetable conservation, processing and culinary techniques																	
Organizing cooperative exchanges pilot activities																	
Final survey the nutritional status of target beneficiaries in the selected communities																	

### **i.) Administrative finalization, logistics, preparation and approval of PoA**

- BoFEC assigns the Person in Charge (PIC) and the accountant of the project and communicates this assignment to AICS in Addis Ababa office.
- AICS designates the project coordination team and communicates this appointment to the PIC and BoFEC.
- The project SC is formed and composed by the PIC of BoFEC, PEDC, BoANR, BoWCA, AICS, CIHEAM Bari, OARI and EIAR.
- The TC is formed and composed by the PIC of BoFEC, representatives of OIDA, OARI, EIAR, AICS and CIHEAM Bari to support the preparation of PoA and to provide technical guidance during the preparatory and implementation phases.
- OARI and EIAR designate a coordinator and communicate his appointment to the members of the TC. OARI provides a permanent office space in its head quarter in Addis Abeba to host the programme team of AICS and CIHEAM Bari during the implementation of the project.
- Draft action plans both for OARI and EIAR research centres, CIHEAM and for all the implementing partners and the involved woreda offices in the ISVCDO have been revised with the assistance of the TC.
- The comprehensive PoA is presented to the SC for its final approval.

### **ii.) Transfer and management of funds by BOFEC, technical team and per diem scheme**

The Oromia BoFEC is responsible for managing the funds granted and transferred from Italy and for transferring the budget resources to all the implementing partners and Woredas, zones and research centres according to the approved PoA. BoFEC allocates resources from its budget for covering its personnel, taxes, VAT, duties clearance and any other levies to be paid (as per art. 3.2 and 6.4 of the TA).

The TC of the project assesses the progress of the activities and supervises by monitoring their advancement, provides guidance and formulates the required adjustments, as required. A common feasible strategy for rewarding responsibilities and additional workload will be executed in coherence with existing modalities within the implementing agencies.

**The per diem scheme followed by all the IPs mentioned in this document (as listed in chapter 3), in case of field trips in Ethiopia that requires an overnight stay, is the following: the “Channel 1” per diem payment modality (Ref. UN2/16/560 and adopted by BoFEC dated 06/08/2008 EC with Ref. 01/4/15/4245) will be adopted for officials and experts in non-research implementing partners (i.e. 210 per day at woreda level and 300 birr per day at zone level) and the existing government guideline will apply for the high government appointees during their travels. For researchers and research directors, the existing per diem payment manual of OARI and EIAR will be applicable. Farmers and kebele leaders participating on project activities such as for trainings, exchange visits and monitoring the rate is 100 birr per day. For trips not requiring an overnight stay, the government official rate calculations will be applicable.**

The above payment mechanisms are also being applied by the on-going Agricultural Growth Program II (AGP II) flagship program in several regions of the country. Recognizing the additional responsibilities and workload, allowances will be attributed to the project designated PIC and accountant of BoFEC, for officially assigned members of the TC, for researchers assigned as focal person at SARC, DZARC, MARC and AARC; and contact experts in the four zones. The value for each depends on the specific budget allocations for the institutions, upon proposal by the PSC, and will last for precise periods of assignment for project coordination and reporting.

### **iii.) Workshops: launching, mid- term, final workshops**

The launching workshop is reckoned as strategic for creating awareness and commitment amongst the involved implementing partners, private sector and relevant stakeholders. During the consultative discussions and the field survey, it appeared that the information flow among the different actors of the value chain is weak. Similarly, an information gap exists between the relevant partners and actors. The workshop will clarify the importance of the value chain approach for enhancing the market value and competitiveness of the target agricultural products and the significance of better coordination and synergy among different partners. A date for the launching workshop has been tentatively scheduled on the 24<sup>th</sup> August 2017. Subsequently, a field visit and traveling workshop for promoting the knowledge exchange among partners will be organized.

Mid-term workshop is also mandatory for presenting the progress and preliminary results after the first cycle of production and marketing. This workshop will offer the opportunity to also consider the results achieved as well as to identify possible solutions to tackle the encountered challenges. A tentative period for its venue is the second half of March 2018.

SARC, DZARC and OTMDB will organize the workshops on behalf of the project, utilizing a specific budget allocation for covering logistic expenses and participation of invited stakeholders. Major events to be facilitated by ISVCDO and the associated responsible partner institutions are discussed in the 4.6 section page 26 of this PoA.

## **7. Detailed description of the project components:**

The detailed description of the activities and expected results for the five project components are shown below.

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### **COMPONENT 1- HORTICULTURE**

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#### **RESULT 1- PRODUCERS COOPERATIVES ARE STRENGTHENED THROUGH SPECIFIC CAPACITY BUILDING AND TECHNICAL ASSISTANCE AND LINKED TO BETTER MARKET OPPORTUNITIES**

##### **1.1 Selection of personnel**

For carrying out the activities CIHEAM Bari will select the following personnel:

- Project local coordinator: in charge of coordinating the project and the local project team;
- Support and logistic team: mainly responsible for the management of all assets, consumables tracking and updating, establishing and maintaining the accountancy of the project according to the procedures of CIHEAM Bari; and
- Technical expert: to supervise, monitor and assist the field level project activities.

##### **1.2 Technical assistance and extension to public services for strengthening the horticultural value chain**

This action will aim at supporting local extension services, for improving capacities of horticultural farmers and facilitate their participation in the existing value chains. Particular attention will be given to staff skills development at woreda and kebele levels, forming trainers and facilitators and improving Farmers Training Centres (FTCs). The expected activities are:

- **Training woreda staff on horticultural technologies and market issues**

Four ToT sessions (four 1-day training workshops) will be organised at Woreda level to mobilize local extension officers and kebele DAs on technical assistance to farmers in horticulture. Training will focus on crop management, pest management, post-harvest operations and farmer groups management and it will involve around 15-20 people each selected by WoANR, with a total of at least 60 participants.

Bako Agricultural Research Centre (BARC) of OARI or Holleta Agricultural Research Centre (HARC) of EIAR will provide the training on post-harvest handling, disease management and potato seed management. West Shewa offices of agriculture and cooperatives will facilitate the trainings.

In addition, at woreda level (2 in total) workshops on horticultural value chain development will be organized involving staff of WoANR and DAs to analyse the value chain mechanisms and facilitate the involvement of farmers in the value chain, understand market challenges for farmers to be linked to local and urban markets. Traders /middlemen as well as farmers will be invited to the workshop in order to present the different points of view on market issues, explaining and presenting market challenges for farmers (needs and trends).

The workshop will involve around 15-20 people each selected by WoANR and CPO, with a total of at least 30 participants. It will be facilitated by OARI directly at head office level or by either of the two research centers in west Shewa – BARC or HARC.

- **Equipping Farmer Training Centres (FTC) to establish minimal operational conditions for setting-up demo-activities**

FTCs are important assets at kebele level where new agricultural technologies are adapted and disseminated among farmer communities. For this reason and in order to strengthen the operational capacity of FTCs, the project will support four FTCs, two in Ejere woreda and two in Ilu Gelan woreda for establishing demo-activities on horticultural technologies.

The activities will be geared towards improving the irrigation water management and providing equipment for cultivation and demo-activities organizations (e.g. irrigation kits, fences, etc).

The activity will be managed by local project team with the technical support of WoANR and OIDA offices.

- **Demo-activities**

Demo-activities at FTC level will be implemented with the support of the project and private sector (seed suppliers for the supply of seeds, seedlings and inputs). DAs will be trained on horticultural trial management (seedlings preparation, transplanting operations, cultivation, drip irrigation practice, harvesting, and crop protection) and oriented to general FTC management. Before harvest time, a field day on each FTC site will be organised, inviting community members from project areas and from adjacent/neighbouring kebeles in order to present activity results.

The training will be delivered by the seed suppliers, together with BARC and HARC researchers with the support of the local project team. The demo- activities will be managed by WoANR supported by local project team. In the above described Technical assistance and extension action (A1.1), women participation will be considered, strongly supported and encouraged, consistently with the activities of Component 4.

The activities will start at month 4.

### **1.3 Expansion of irrigation plots and supply of equipment to cooperatives and producers**

The activities will focus on the expansion of existing irrigation schemes, already supported by the SupHort project, and on upgrading storage facilities of the targeted cooperatives. SupHort project supported the construction and maintenance of weirs in Ejere woreda (Beketa, Sado) and Ilu Gelan woreda (Alenga, Kersa) to increase the water catchment capacity.

This new intervention will aim to identify the challenges and needs to improve the existing irrigation schemes and to increase the irrigation water supply over an area of 30 ha. Survey on the current situation in the selected woredas will be carried out by the project team together with OIDA officers in order to identify needs, problems, and area of intervention for irrigation scheme upgrading.

At least 1 (one) meeting within each of the 4 target communities will be conducted for designing the intervention. Technical reports for each scheme will be drafted by the international experts with the contribution of the local team.

The activity will start at month 3 of the project (see Table 1) and will be updated within the month 6, after the rainy season. Once the needs will be identified, the design of the intervention will take place with an estimation of costs and resources needed in terms of labour and time, according to the following steps:

- Preparation of bill of quantity on both labour and material cost for scheme upgrading
- Identification of contractor
- Discussion with WoANR and the beneficiary community to share division of work and responsibilities
- Assignment of focal irrigation expert at woreda level to follow up the construction activities
- Purchase of the construction materials
- Transporting the construction materials to the site

#### **- Storehouse upgrading**

Assessment to evaluate the existing storehouse conditions and the demand of cooperatives will be carried out by the local project team, in collaboration with the leaders of cooperatives and CPO officers. The sites will be jointly identified and two new storage facilities with a maximum capacity identified upon appraisal.

The activities will start at month 3 of the project with the assessment and specific works of maintenance.

### **1.4 Strengthening of horticulture cooperatives**

Product diversification, quality improvements, strengthening of administrative and financial management skills represent the main goals of this activity. These interventions are designed to enable the cooperatives to enlarge the services offered to their members and to create a better linkage with the market needs.

This intervention will be structured as follows:

- **Trainings to improve management, marketing and technical skills**

The training sessions will be organized as follows: one day training will be held at woreda level (2 in total) on marketing strategies targeting cooperative members (at least 10 members for each cooperative). The dialogue with representatives of processing and marketing enterprises and institutions will be facilitated through this activity. The training sessions will focus on the following major areas: financial and administrative management (woreda CPO experts), contract farming (provided by local professional organizations such as Agriprofocus), post-harvest management of selected horticultural crops (provided by a research centres – BARC or HARC), crop protection (3-days training, provided by a private certification organisation such as Crop Life). In addition, five farmers from each kebele will be identified to constitute a new team on crop protection those who can read and understand the labels on chemical packages and assist other farmers in their kebeles. At the end of the process, the project will certify 20 farmers in both woredas (10 from each woreda).

Project team will facilitate this process together with WoANR and CPO staff.

- **Promoting clustering approach and best practices**

This activity will take into account the Field Clustering approach promoted by the BoANR, in order to promote a market-oriented crop production. This approach gives the opportunity to scale up appropriate horticultural technologies and practices through Farmer Groups (FG). Based on the successful experiences of the SupHort project, FGs may be considered as a good instrument to test technologies (under on-farm plots) of improved seeds, cultivation techniques and disseminate the knowledge and practices within their communities (farmer to farmer extension).

BoANR staff will identify challenges and priority needs for the establishment of FG in each cooperative (20 FG for each cooperative, about 8 members of cooperatives per group). In this setting, women participation will be considered as high priority and it will be strongly supported and encouraged.

Woreda staff and DAs will provide technical assistance to the FG (drafting of the agenda and priority setting, division of tasks, administrative procedures) and they will monitor their performances, in close collaboration with the cooperative leaders. This activity will follow the below steps:

- Selection of farmers to be involved in FGs managed by cooperative leaders;
- Selection of the crops and production techniques according to the agro-ecological conditions and their nutritional properties;
- Purchase of inputs, land preparation and starting of field activities;
- Organizing field days before harvesting to facilitate knowledge dissemination and exchanges.

The activity will be managed by project team, supported by Melkassa Research Centre, and facilitated by woreda BoANR. The necessary inputs for FG activities will be provided by the project.

The activity will start at month 4 of the project (see Table 1).

- **Visits to key market actors**

A range of key market actors, relevant for cooperative activities, will be identified including input suppliers, traders and other cooperatives. Accordingly, selected representatives of the target cooperatives will be involved in field and exchange visits in order to facilitate the dialogue between key actors of the horticultural value chain (at least 3 visits for selected members of each cooperative)

will be organized. In addition, a workshop with the above mention stakeholders will be organised in order to improve the dialogue with the producer cooperatives.

The activity will be managed and organized by the local project team, with the support of woreda CPO. The activity will start at month 7 of the project (see Table 1).

### **1.5 Strengthening of processing cooperatives**

This action has a two-fold strategic value: not only it contributes to increase the shelf life of processed products and contribute to households' diet, but it also contributes to improve the role of women within the horticultural value chains.

This activity will include:

- **Training on food processing techniques, hygiene practices and business management:** training and technical assistance will be provided to cooperative members, with a special focus on women, and technical personnel (in drying, processing, and packaging).
- **Supporting tools:** inputs and assets to establish a processing group and light technology equipment for processing will be provided.
- **Market linkages:** workshop on market issues and meeting with relevant stakeholders and traders will be organized to provide market linkages and opportunities for processed products. Besides, possible visits to a locally available horticultural crops processing complex will be facilitated by the project.

This action will be implemented during the first year of the project, starting from the month 10.

### **1.6 Pilot exchange actions between cooperatives and producer groups**

The activity aims to encourage the knowledge and products exchange between different areas and producers' groups. Efforts will be put in place in order to facilitate the dialogue between cooperatives of different areas. The action will include the engagement of the cooperatives in field visits and exchange trips.

This action will be implemented starting from the second year of the project, therefore detailed at a later time.

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## COMPONENT 2- DURUM WHEAT

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### **RESULT 2 – RESEARCH CENTERS AND EXTENSION SERVICES IN THE SELECTED ZONES ARE STRENGTHENED**

The target research centers, zones, woredas, unions and primary cooperatives involved in the ISVCDO project are summarized in the Annex 2.

#### **2.1 Selection, contracting, training of personnel of research centers**

OARI will select a durum wheat project coordinator within the SARC staff, as responsible focal person for project activities in Bale and West Arsi zones, in particular in Sinana, Agarfa, Gasera, Ginir, Golocha, Goro woredas (Bale) and in Dodola and Adaba (West Arsi).

Similarly, EIAR will select a Durum wheat project coordinator within the DZARC staff, as responsible focal person for program activities in East Shewa, Arsi and West Arsi zones, in particular in Lume, Gimbichu woredas (East Shewa), Hetossa and Digeluna Tijo woredas (Arsi) and Arsi Negele, Shashemene and Geded woredas (West Arsi). The research centres, SARC and DZARC, will select or organize additional research team or personnel (i.e. research and technical staff) within their staff based on the need for the implementation of the activities.

The recruitment of field and laboratory personnel for specific period, with short term contracts, to be added to the permanent staff will be done according to verified needs. Mechanics for maintenance of out-of-order field equipments (i.e. seed drills, tractors, harvesters, threshers, etc) will be also covered by the project.

The involved research staff will be capacitated by on job training with international experts, and study tours locally and abroad. The first study tour in Ethiopia (on seed multiplication management, grain value chain and advances in pasta processing) is planned for the second half of 2017, as a significant step for strengthening SARC and DZARC internal capabilities, and for an early partnership with outstanding national and international actors in the durum wheat and pasta sector.

For the mission in Ethiopia, the project will cover all expenses related to travel, and per diem according to the above values assigned to the different partners. In case of missions in Italy, the per diem rates will not exceed the applicable European Community (EC) funded external aid contract rates (according to the last update 17 March 2017). The per diem covers accommodation, meals, local travel within the place of mission and sundry expenses. The project will also cover the expenses related to international flight, health insurance and visa (if needed).

#### **2.2 Identification and selection of the woreda of intervention and cooperatives**

Woredas of intervention and cooperatives are selected based on the agro-ecology niche or suitability for the cultivation of durum wheat and cooperatives' interest for partnership through the full consultation of relevant IPs. The full list of woredas and cooperatives is reported in Annex 2.

#### **2.3 Provision of goods and services to research centres (SARC and DZARC)**

SARC and DZARC will provide support to enhance the technical knowledge of the cooperatives and extension agents concerning all the phases of crop production and post-harvesting both for seed and grain categories. In other words, the centres will serve as providers of services to assess the quality of the products through laboratory testing and field visits. This role will contribute towards the fair

commercial transactions based on the real quality of the product according to the required standards and to strengthen the linkage between the farmer cooperatives and the buyers (food processing factories).

In order to be able to carry out these functions, the research centres need to be strengthened in their operational capacity, especially concerning laboratory equipments and facilities, technical upgrade of the research team and tools to regularly follow up the field activities. Thus, according to the needs identified during the field assessment, the project will support the following key interventions:

Infrastructures for ensuring the continuous multiplication, storage and supply of the early generation seed, DZARC will build a seed store with a capacity between 300 to 400 tons.

Equipments: DZARC and SARC are committed to improve the quality of seeds supplied to seed producers (cooperatives, regional seed enterprises and privates). For supporting this effort, DZARC and SARC each will be provided with Seed Cleaning Facility with a capacity of three tons per hour.

Durum wheat laboratories: due to unavailability or limited capacity of the existing wheat quality analyzing tools/equipment at DZARC, more advanced machines are required for providing fast lab services for the beneficiaries (cooperatives, privates, etc). For DZARC, priority will be given to the purchase of an infrared grain analyzer (with NIT technology for fast determination of principal qualitative parameters directly on samples of durum wheat grains mainly for protein content, moisture content, hectoliter weight, and gluten content), then to an Alveolink (for digital reading of Chopin's alveograph measures or the rheological characteristics), and falling number measuring equipment that measures the grain soundness or alpha-amylase activity.

For SARC, considering the tools and equipment already supplied by the previous AVCPO project, the current project will purchase falling number analyzing equipment that measures the grain soundness or alpha-amylase activity. Maintenance of the existing micro-milling machine for grains will be considered as well.

Office equipment: both for DZARC and SARC, the following office facilities comprising of laptop computer, printer, scanner, camera, and beamer or projector for presentation will be provided. This provision is limited to items or equipment that is useful for enhancing communication and production of visibility materials.

Mobility facilities: Two 4Wheel Drive cars (one for DZARC and another one for SARC) will be purchased by the project. The very bad road conditions (frequently off-road) which will be travelled by SARC/DZARC staff justify the purchase of reckoned producers of trustable, long-life and easy-to-repair vehicles.

Running costs: for both DZARC and SARC, there is allocation for consumables, maintenance and repairing and digital communications, etc.

In addition, technical and knowledge upgrade of research centres (and main stakeholders) will be ensured by the technical assistance provided by AICS. International experts will identify specific needs and gaps to improve the durum wheat value chain at a first stage of the project. Specific technical training provided by international experts will be tailored and designed in the early stage of the project according to the identified needs.

#### **2.4 Assessment of varieties for seed purity and grain quality for transformation, research on performance of durum wheat varieties under different management system and localities (Bale, Arsi, West Arsi, East Shewa) and strengthening of seed multiplication schemes**

As mentioned above, the laboratories of SARC/DZARC research centres, capacitated by the additional equipment furnished and by the contracted technicians, will play a fundamental role on all the key activities related to durum wheat value chain, namely:

- **on grain quality and variety characterization:** DZARC and SARC will establish and follow up field trials in selected target areas that are representatives of the different agro-ecological zones of durum wheat value chain. The experimentations will especially deal with cultivation site delineation and studies on fertility status of soil/nitrogen usages. The verification of suitability to processing of harvested grain lots will be assessed by the respective quality laboratories.

Justifying for the ecological and economic sustainability of the project, experiments on cereal-legume crop rotation will be implemented. Pulses will be explored for their possible retirement by national industries, and for the easy adaptation to the prevailing farming machinery (included the combine harvesters).

In addition, the research centres will also work toward the development of varieties which meet the processing and local marketing requirements through **qualitative breeding-participatory approach**. For this reason, the project proposes decentralized and participatory variety development approaches with the main objective of releasing genetic material adapted to wide environments with increased productivity and quality. The selection parameters or criteria will be based on quantitative parameters to enhance yield per unit area while maintaining the minimum quality attributes of the varieties for processing and marketing. Research will comprise multi-location adaptation and selection activities in selected woredas of Bale, Arsi, West Arsi and East Shewa zones.

- **on seed stock quality:** SARC and DZARC will be responsible for the breeder and pre-basic seed production (for each stock, before to be delivered to next multipliers, as explained in paragraph 2.5), and the analysis of commercial seed stock purity and quality of the produce by the seed multipliers (individuals or cooperatives). The laboratory analysis fees will be issued for the private (farmers, coops, etc.) at affordable level; in the early stages of the project, free of charge analysis could be provided, to encourage the voluntary certification of seed production,
- **on grain production:** SARC and DZARC will certify the quality of the grain produced by cooperatives (protein content, humidity, hectolitre and thousand kernel weights, impurity level, etc.) and guarantee fair and transparent commercial transactions, for the benefit of both buyers (the pasta factory industries) and sellers (independent farms, multipurpose cooperatives and unions). The farmer associations may stipulate agreements with the laboratories, to test each stock of grain production before aggregating in the central store to avoid admixture of poor quality grain stocks that finally will reduce the overall quality and ultimately will reduce the premium payments.

- **Strengthening the multiplication schemes of early generation seeds (breeder, pre-basic and basic seed)**

**Maintenance breeding:** varietal maintenance and breeder seed multiplication are responsibilities of research centres that have released the variety. Both targeted research centres, DZARC and SARC, are also engaged in the production of the subsequent seed classes (pre-basic and basic) with spirit of promoting the varieties and contributing to the agricultural productivity. However, this segment of the value chain activity, supply of EGS, was identified as one of the strategic bottleneck during the implementation of a pilot project in Bale zone (2011-2016). The ISVCDO has taken seed supply as one of the crucial factor for the success of the durum wheat value chain development. To guarantee the delivery of huge batches of durum wheat grain to the processing industries with the required

quality characteristics, the production chain needs to be rigorous from the starting point with quality controls along the entire process.

The seed quality at the beginning of the multiplication cycles (i.e. breeder seed) must be supported to meet the highest quality requirements at the end. Thus, at both research centres' level, a continuously evolving and dynamic methodology for conserving the purity and vigour of the original breeder's seed stock will be implemented – the so called “maintenance breeding” without which the variety deteriorates. Proper protocol for maintenance breeding of released varieties (e.g. Toltu, Tate, Utuba and Mangudo, etc and to be extended to other promissory breeding material released by SARC and DZARC) will be defined and implemented at both centres under the guidance of the responsible researcher identified and participating to a specific study tour in Italy. It will comprise lab methodologies for purity testing (by electrophoresis of seed protein) and field protocols for recurrent testing and selection of spikes/ear-to-row/small plots/etc.

**Pre-basis and basic seed production:** both SARC and DZARC will continuously multiply adequate seeds of the selected varieties on their fields to avail convenient stocks of basic seeds of the varieties already identified for pasta production and adapted to the different targeted locations. For the first crop season, existing basic seed stocks of these three varieties at SARC and DZARC and certified seeds (C1) from OSE will be utilized.

**Certification system:** like the FAO Quality Declared Seed system (QDS), and the Direct Seed Marketing (DSM) practices promoted by ISSD and ATA, will be tested by SARC and DZARC for possible scaling up in the target zones. As a matter of fact, the QDS system has been designed to provide quality control during seed production. It is less demanding on government resources than other more developed seed quality certification systems, but nevertheless is adequate to provide good quality seed both within countries and in international trade.

#### **- Baseline survey on wheat value chain**

Baseline study will be conducted in wheat value chain selected areas to define: i) the main socio-economic aspects of the cooperatives and unions and their member households (including incomes and expenditures patterns) ii) technical aspects of the wheat value chain including production, productivity, agronomic practices, processing, marketing and consumption patterns along the value chain; iii) mapping of the main stakeholders involved iv) perspectives and challenges related to the pasta making v) knowledge gaps of the cooperatives and their members related to wheat production and commercialization vi) households' diet diversity and composition vii) women engagement, participation and access barriers along the value chain. The baseline tools (including survey design, questionnaires and work plan) will be developed and implemented by DZARC and SARC, submitted and agreed with AICS coordination team.

## **2.5 Selection, contracting of Development Agents (DAs), BoANR experts and Cooperative promotion Offices of woreda (CPO)**

Local authorities (zone BoANR and CPO) will select the personnel involved in the implementation of planned activities.

A feasible strategy for rewarding staff responsibilities and additional workload will be implemented. Per Diem will be attributed according to the scheme elaborated above for non-research partner institutions in case of outstation travel. Allowances will be attributed to specifically identify focal person(s) of at zone BoANR and/or CPO for precise periods of assignment to project's tasks and coordination roles (see chapter 5)

## **2.6 Training of Trainers (ToT) (Crops dept. experts, DAs and CPOs) and technical assistance**

SARC and DZARC, in close collaboration with ATA, OTMDB, OCPA and representatives of the pasta making factories, will train woreda and zone experts from BoANR, OTMDB and OCPO on crop production, post-harvesting management, product marketing and contract management. The team which will provide the training will be composed of relevant expert from the above mentioned partners and coordinated by SARC and DZARC according to the different areas of expertise.

The ToT will address:

- Woreda and zone level offices: the technicians from BoANR, as well as the DAs in the community will be trained by researchers of SARC and DZARC according to the respective intervention sites mainly on: durum wheat production and quality maintenance for pasta factory; soil fertility management, seed classifications, seed production and quality maintenance techniques. Field visits will be part of the training, to assess and discuss the agro-ecologic conditions to be selected and suitable for high quality grain production. SARC and DZARC will provide assistance to the trainee for further cascading training activities to farmers' cooperatives (cooperatives and seeds multiplier cooperatives).
- Experts from ATA, OTMDB, OCPA and representatives of the pasta making factories will provide the ToT to zone and woreda representatives drawn from BoANR, OCP, and OTMDB and OCPO mainly on product marketing, partnership creation and contract management.

## **2.7 Procurement of goods and operational costs to the extension services (BoANR) and offices supporting commercialization and input supply (OTMDB and OCPA)**

After receiving the above mentioned ToT training, the BoANR, OTMDB and OCPA offices will be responsible for the follow up trainings in respective woredas (expert and DAs). For this reason, operational and running costs related to the delivery of trainings to cooperatives and related capacity building activities, will be supported (personnel per diem, fuel cost, stationery, communication, transportation, etc.) by the project.

DAs and the woreda experts will provide the regular follow up of the ToT and farmers' trainings provided by the SARC and DZARC researchers (as detailed in chapter 2.8).

For each offices of BoANR and OCPA at zone and woreda levels, provision of office equipment (laptop computer and printer) particularly devoted to increase communication with farming communities by innovative technologies will be supported.

## **2.8 Preparation of pamphlets and communication and visibility tools**

SARC and DZARC in collaboration with BoANR, will produce pamphlets and documentation of project achievements. Particular attention and effort will be devoted to produce communication tools such as videos (in Amharic and Afaan Oromo language) recognized as valuable support for training to farmers by woreda experts, DAs and CPOs.

## **RESULT 3 – COOPERATIVES IN THE SELECTED ZONES AND WOREDAS ARE STRENGTHENED AND LINKED TO BETTER MARKET OPPORTUNITIES**

### **3.1 Selection of grain production and seed multiplication sites**

The selection will take place immediately after the completion of the ToT of woreda experts and the training to the cooperatives on wheat grain production and seed multiplication, upon consultation of all involved institutions and considering the of interest of individual farmers and cooperatives. The selection will also take into account the practice of Field Clustering approach promoted by the BoANR, as one of its GTP II strategy and other development partners operating in the same area such as (e.g. GIZ, USAID supported CIMMYT and ICARDA projects, BENEFIT-Netherlands). For the promotion and practices of the field clustering, special emphasis will be employed in areas where the use of combine harvesters is common. Experience showed that combine harvesters are one of the factors for varietal mixture, disease and weed disseminations from farm to farm with the existing fragmented cropping pattern. Thus, piloting the clustering approach will ultimately has multiple implications on top of improve the seed and grain qualities aspects.

### **3.2 Procurement of goods and services to primary cooperatives and unions**

Primary Cooperatives (PCs) and the unions of the selected woredas will be supported in terms of certain infrastructures. The recently conducted field visit confirmed that some of the PCs need the construction or the upgrading of stores. Exact construction requirements and/or maintenance works for each of them will be defined upon direct appraisal. The project will cover the cost of construction materials, and cooperatives themselves will construct the infrastructure. In other words, the project will contribute to the construction of the facilities up to 75% of the total costs. This will allow the efficient and tailored use of the resources, and a positive sense of ownership among the members. However, according to specifically verified needs and urgencies, skilled contractors could be eventually hired for basic works (in this case comparative advantages would be taken in due consideration - for efficient use of allocated fund within the time frame of the project).

According to the recent field visit and the consultation meetings, most of the unions have already adequate warehouses but lack seed processing facilities and certain agricultural mechanization tools and machineries. So from these observations and local realities, it is agreed to make the cooperative-based supports and investments more demand-driven and selective. Accordingly, Siko Mendo (Bale), Utta wayu (West Arsi), Lumia Adama (East Shewa) will be granted with seed cleaning facilities as described below:

- Siko Mendo Cooperative Union – this union will be granted with complete line seed processing unit with 3 tons per hour capacity comprised of the following major components - pre-cleaning, grading, indent cylinder, gravity separator or cylindrical screening machine, chemical treatment and bagging and weighing.
- Utta Wayu Cooperative Union – considering their existing facilities, the project would better purchase the missing components of the complete line seed processing plant. The following are going to be considered: gravity separator or cylindrical screening machine, chemical treatment and bagging and

weighing. This facility will also serve for farmers who are member of Duro Abaro cooperative union around Arsi Negele areas.

- Lume Adama Cooperative Union – will be provided with complete line seed processing unit with 3 tons per hour capacity comprised of the following major components - pre-cleaning, grading, indent cylinder, gravity separator or cylindrical screening machine, chemical treatment and bagging and weighing.

The project will contribute to create synergies in agricultural mechanization skill development with local private actors or on-going projects in the area (e.g. Marcello Strada KMPLC, GIZ project at Asella) for piloting.

### **3.3 Training and technical assistance to members of cooperatives**

Target PCs and Unions will benefit from the trainings provided by Woredas experts, DAs, CPOs and SARC/DZARC, covering the following topics: durum wheat production for high quality pasta making; soil fertility management and crop rotation, seed production, seed classification (seed classes) and quality standard maintenance (grades) and certification; product marketing, supply contract management, and multi-stakeholder partnership management (establishing win-win relationships).

The initial training will be provided at the FTC or at the PCs structure for the benefit of interested cooperative members. It will address the understanding of specific needs of Durum wheat (for quality pasta production) in terms of both cultivation site selection and management techniques to enhance the required grain quality; field visits will be used for site assessment. It will be important to make farmers understand that not all soils and microclimate conditions will allow the successful production of durum wheat which could pay the premium price, and that the application of learnt management techniques will enhance the quality characteristics.

The training will provide the awareness and the link with SARC and DZARC to fully exploit and utilize the quality lab analysis services for grains in the research centres, as well as for seeds, and the guidelines to manage the grain stocks to avoid any quality deterioration.

In addition, SARC and DZARC will closely follow seed cooperatives to provide technical assistance on high quality seed production techniques and marketing, finding synergies with similar initiatives carried out by development partners in the area (e.g. ISSD project).

Both SARC and DZARC will arrange minimum of two study tours to domestic pasta factories, seed companies and mechanization centres for farmer cooperatives and experts in their respective mandate areas. These sessions are expected to complement the training sessions, aiming to facilitate the establishment of lasting trust and partnerships between producers and processors or other service providers along the value chains.

### **3.4 Stores construction and seed cleaning facilities**

See point 3.2.

### **3.5 Study tour to industrial sites in Ethiopia and Italy**

As part of the awareness creation, technical enhancement and strengthening of the private and public partnership, study tours for selected participants (e.g. IPs, private sector partners) will be organized for specific and agreeable thematic areas. The visits will be both local and international with full engagement of outstanding value chain actors and companies in the host countries. The specific topics and schedule will be defined upon consultation with selected IPs and TC members. For the mission in

Ethiopia, the project will cover all expenses related to the travel and per diem as previously described rates above.

In case of missions in Italy, the per diem rates will cover accommodation, local travel within the place of mission and sundry effective expenses, they will be calculated according to effective expenses and in any case they will not exceed the applicable European Community (EC) funded external aid contract rates. The project will cover the expenses related to international flight, health insurance and visa (if needed).

#### **RESULT 4 – IMPROVED GOVERNANCE OF THE DURUM WHEAT VALUE CHAIN**

##### **4.1 The seed value chain is strengthened and production schemes are implemented**

The project will tackle key aspects related to the seed supply (see chapter 2.4), capitalizing on the lessons learnt during the implementation of the pilot durum wheat value chain development project in Bale (2011-2016), focusing on improving the coordination between institutions, the value chain governance.

DZARC and SARC together with Oromia Seed Enterprises (OSE) will make available high-quality seeds that will allow the sowing of small areas by cooperatives both for seed and for grain production in the target areas (see chapter 2.4). Similarly, the number of involved farmers will be small, but their crop management would be high to get the required quantity of grain and quality so as to guarantee the prior impression of the target processing industries. For this, the attention during the selection of farmers and sites is critical. In any case, the technical assistance (by newly trained BoANR experts, DAs and CPOs, and SARC/DZARC staff) will be concentrated on these few model farmers (whose durum wheat fields will consequently constitute the sites for organizing field days for the benefit of the neighboring farmers – field clustering approach will be applied).

The seed multiplier farmers will play a critical role, too, as their certified seed will be the strategic input for the subsequent grain production, for fulfilling an increased demand by pasta making industries. SARC, DZARC and the woreda responsible experts will supervise; provide technical support on the durum wheat seed production. For ensuring better coordination of the durum wheat seed value chain development, on-time discussions and technical trainings will be conducted involving OSE seed producing PCs, SARC/DZARC and BoANR team.

##### **4.2 Awareness campaigns on marketing opportunities on international and local markets**

The innovations and quality standards introduced along the durum wheat value chain (for grain quality, seed certification and pasta quality standards) will be supported and scaled up by uniquely designed initiatives and awareness campaigns. The relevant partners for the design and the implementation of this important activity are key stakeholders in the wheat value chain such as OSE, SARC/DZARC, OCPA, OTMDB, cooperative unions and pasta factories.

These initiatives will contribute to increase the knowledge and exposure to new marketing opportunities for grain, seeds and pasta. The campaigns will target a broad spectrum of value chain actors including producers, the private sector, support delivering institutions, government officials, and consumers' associations.

The major activities might include: seed fair, pasta fair, presentation of the annual raw material demand of the current pasta factories, trends on durum wheat grain and pasta importation, consumer preferences and future trends (the recent dynamics with life style changes, etc).

#### **4.3 Business management capacities are strengthened within cooperatives and unions.**

At the early stage of the project implementation, the business management skills of cooperatives and the unions will be reinforced. Several trainings in separate modules will be organized and held, through capitalizing on the expertise of distinguished institutions such as OCPA, socio-economic department of SARC and DZARC. The regional OCPA will organize at least one business management training for each zone.

The topics dedicated during the training will be:

- i) Business planning capacity and risk management;
- ii) Aggregation and delivery of agricultural produce, management of existing facilities such as transport, equipment, and supplies;
- iii) Financial management (cost accounting, monitoring, auditing, access to credit, internal capitalization) ;
- iv) Quality control (procedures and safety);
- v) Marketing, contractual agreement, pricing and promotional activities.

#### **4.4 Business management skills and corporate governance of private processors are strengthened**

Experiences on the agro-processing sector showed that there are technical or technological and managerial capacity gaps on the existing pasta making factories. These might be attributed to the lack of trained personnel working on the latest technologies or machines, poor integration to the raw material supply chain, lack of proper support from the relevant public institutions and financial service providers. The project will play a crucial role in channeling genuine information forward and backward among the producers, relevant public partners and the private food processors. The private representatives will be also part of the international exposure visits programs.

#### **4.5 Access to credit for cooperatives and unions is improved**

The 2030 Agenda holds up the promise of a radically different and better future for rural people, rural economies, and agriculture and food systems. But realizing this promise will require enormous investments, supported by enabling policies and institutions – including vastly improved and inclusive access to finance for investment by smallholder farmers and rural small and medium enterprises. Access to finance is of fundamental importance for small- holder farmers, cooperatives, unions, and agro-processing enterprises. Finance for inputs and agricultural machines is capital for producers and their cooperatives and unions and could be provided by existing Microfinance Institutions (inputs) and Leasing companies (agricultural machines). Finance is also needed by the cooperatives and unions for aggregating the farmers’ production and by agro-processing enterprises for acquiring the same raw materials.

Piloting actions to improve the access to finance for value chain actors represents an important aspect of the project which will require: (i) facilitating the informed dialogue among value chain actors such as financial institutions (e.g. Oromia Cooperative Bank, Development Bank of Ethiopia, Cooperative Bank of Ethiopia, Enat Bank), cooperatives and enterprises ii) understanding the role that financial institutions could play in the contract agreement between involved parts (i.e. cooperatives, buyers, processors) iii) capacity development for cooperatives/unions and financial institutions on the implementation of new financial products, including leasing and commodity collateralized financing.

In this case, new financial products could be tested such as Commodity Collateralized Financing, which is currently developed by International Finance Corporation (IFC-World Bank) and the Italian Agency for Development Cooperation. Leasing products would be useful as well for domestic agro-

processors. Finally, testing of insurance products could be an additional tool to provide the necessary incentives for farmers to concentrate in the production of durum wheat with a quality orientation. In addition, the Italian Agency for Development Cooperation will contribute to find synergies with other on-going credit and finance projects.

#### **4.6 Meetings, workshops and media coverage contribute to the awareness creation and dissemination of the results of the project.**

Launching workshop, mid-term meetings, awareness campaigns, field days, exchange trips, pasta and seed fairs, project mid-term and final evaluation workshop are going to be the major events to be organized during the implementation period of the initiative. The following are the responsible institutions for organizing the above mentioned meetings and workshops:

- Launching and awareness creation workshop (OTMDB, OCPA);
- Field days and local exchange visits will be organized by SARC and DZARC in their respective mandate areas;
- Exchange trips and travelling workshop (DZARC);
- Seed fair will be organized by SARC and DZARC in their respective centres;
- Pasta fair will be organized by EIAR, OARI, AICS and pasta processors;
- Project mid-term workshop will be the responsibility of EIAR; and
- Project final and lessons learnt workshop (OARI).

Moreover, the OTMDB in collaboration with TC members will organize a workshop on durum wheat contract agreement, with the participation of top management of the Pasta factories, the management of the involved Unions, and other stakeholders (OCPA, BoANR, MoANR, research institutions, ATA-ACC, OSE, etc). The draft contract farming legal framework prepared by ATA and AGRA and the related directives/guidelines will be discussed in comparison with existing “Durum wheat supply contract document” used during the implementation of “AVCPO project”.

Based on previous pilot project experiences and the outputs of the workshop, preliminary working version of pre-cultivation contractual agreement is expected at the end of the workshop. Another meeting will be organised for analysing the application of this contract document and for improving the required amendments.

#### **4.7 Facilitation of meetings, consultancy on contractual agreement drafting, and technical assistance**

An improved market information system and the implementation of workable contractual agreements between farmers/producers and final buyers (pasta factories) are acknowledged as critical factors for the sustainability of the targeted value chains development. OTMDB will guarantee the coordinating and monitoring role along the chains, till the establishment of trustworthy market relationships amongst interested stakeholders such as ATA.

A feasible strategy for rewarding staff responsibilities and additional workload will be implemented for the focal person from OTMDB with a similar scale for the focal persons at the research centres.

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## **COMPONENT 3- PROCESSING TOMATO**

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### **RESULT 5 – RESEARCH CENTERS AND EXTENSION SERVICES IN THE SELECTED ZONES ARE STRENGTHENED**

#### **5.1 Selection, contracting, training of personnel of research centers**

The EIAR will select a tomato program coordinator within the MARC staff, as responsible for program activities at the research station, in the laboratory and in Dugda, Bora and Ziway Dugda Woredas in East Shewa zone. MARC will select or organize additional research team or personnel (i.e. research and support staff) within their staff based on the need for the implementation of the activities. In the same way, OARI will select a tomato program coordinator within the AARC staff, as responsible for program activities at the research station and in Adami Tullu Woreda in East Shewa zone. AARC will select or organize additional research team or personnel (i.e. research and support staff) within their staff based on the need for the implementation of the activities.

#### **5.2 Baseline survey on processing tomato value chain in the Central Rift Valley areas**

Baseline study will be conducted in processing tomato value chain in selected areas to get deep understanding of the value chain and to create the baseline of the main socio-economic aspects of the cooperatives, unions and their member households. The major components of the survey include: i) incomes and expenditures patterns of the involved communities; ii) technical aspects of the processing tomato value chain including production, productivity, agronomic practices, processing and marketing including a mapping of the main stakeholders and distribution channels; iii) challenges and potentials along the steps of the value chain; iv) project households' diet diversity, composition and consumption patterns; v) women participation and access gaps along the value chain and in the cooperatives involved in the project. In other words, the survey will address all the major actors in the tomato value chain in the rift valley system such as input suppliers, farmers (producers), local collectors' association/ cooperatives, brokers, processors, retailers, support providers (including information providers, woreda office of BOANR, OCPA, research centers, credit associations and NGOs) and consumers.

The tools (including survey design, questionnaires, and work plan) will be developed by MARC and AARC and finally will be submitted to AICS coordination team and CIHEAM Bari.

#### **5.3 Identification and selection of the woreda of intervention and cooperatives**

Woredas of intervention and cooperatives are selected based on the agro-ecology suitability for tomato cultivation, their interest in partnership creation with this project and the private sector. The list of the selected woredas and cooperatives was achieved through the full consultation of IPs and is shown in Annex 3.

#### **5.4 Provision of goods and services to research centres**

MARC and AARC will contribute to identify new technologies suitable to the local context (such as varieties, crop management practices, etc) and to provide support to enhance the technical knowledge of the cooperatives and extension agents concerning all the phases of crop production and post-harvest management. In addition, MARC will pilot a laboratory service to assess the quality of the product through field visits and laboratory analysis.

In order to be able to carry out these functions, the research centres need to be strengthened in their operational capacity, especially with laboratory equipments and facilities, and technical upgrade of the research team to regularly follow up the field activities.

To achieve these goals and according to the needs identified during the field assessment and consultations, the project will support the following key interventions:

Infrastructures: MARC will build one Screen-house (18 m x 20 m, with metal pipe frames, insect proof white nets and drip irrigation system) while AARC will construct a 6m\*8m laboratory building partitioned into two rooms.

Equipments: both MARC and AARC will be strengthened with the following lab equipment and tools: sensitive balance, refractometer, moisture tester, pH meter, seed counter, solar drier, air drier, viscometer, firmness meter and spectrophotometer.

Office equipment: both MARC and AARC will be provided with the following office facilities: laptop computer, printer, scanner, camera, and beamer or projector for presentation will be provided. This provision is limited to items or equipment that is useful for enhancing communication and production of visibility materials.

Mobility facilities:

Two 4Wheel Drive cars (one for MARC and another one for AARC) will be purchased by the project. The very bad road conditions (frequently off-road) which will be travelled by MARC/AARC staff justify the purchase of reckoned producers of trustable, long-life and easy-to-repair vehicles.

Running costs: for both MARC and AARC, there is allocation for consumables, maintenance and repairing and digital communication cost.

### **5.5 Technical assistance (AICS) and identification of suitable tomato varieties, seed production, multiplication centres and supply channels**

According to the feasibility study report of the Integrated Agro-Industrial Park (IAIP), the tomato seeds in the project area are mainly supplied by private operators and information about the suitability of imported varieties to the local environment and their technological characteristics is usually lacking. Moreover, the lack of proper linkage between the private sectors with agricultural research institutes led the tomato seed supply and distribution very unsystematic and unregulated. In general supply of improved seed is the major limiting factor that impedes productivity and quality of products. In addition, the lack of functional vegetable seed certification/regulatory system has ultimately resulting in the use of uncertified poor quality seeds by farmers.

For these reasons, the project intends to support the local research centers in their ability to maintain the existing varieties to gain information about their suitability and performances in the local environment and to introduce new technologies along the value chain.

Technical and knowledge upgrade of research centres and main stakeholders (e.g. OCPA, OIDA, Unions, and processors) along the value chain will be ensured by the technical assistance provided by AICS. International experts will identify specific needs and gaps to improve the processing tomato value chain at a first stage of the project. Specific technical training provided by international experts will be tailored and designed in the early stage of the project according to the identified needs.

MARC and AARC, capacitated by the additional equipment and assisted by this technical assistance by international consultants will play a fundamental role in identification and characterization of tomato varieties fitting to the local environment.

MARC and AARC will conduct field trials on registered and/or available processing tomato varieties in selected agro-ecological zones for their adaptation, yield and quality. The experimentations will especially deal with identification of suitable varieties to the specific cultivation sites and agronomic practices. In addition, the varietal technological quality will be assessed by laboratory analysis on major parameters for processing (e.g. colour, viscosity, pH, titrable and organic acids, total soluble solids, etc).

Varietal maintenance and breeder seed multiplication are the sole responsibilities of research centres that have released the variety. However, this segment of the value chain activity, multiplication, handling and supply of early generation seeds is marked as one of the strategic bottlenecks for the growth of the sector.

The project will support the effort of both MARC and AARC for strengthening the breeder seed maintenance, the micro-seed multiplication and delivery to the seed farmer cooperatives or other multipliers or actors in the respective sites. The seed quality at the beginning of the multiplication cycles (i.e. breeder seed) must be supported to meet the highest quality requirements at the end. Thus, at both research centres' level, a continuously evolving and dynamic methodology for conserving the purity and vigour of the original breeder's seed stock will be implemented. Advanced protocols for maintenance breeding of processing tomato varieties will be defined and gradually implemented at both centres under the guidance of the responsible researcher who is going to participate to a specific study tour in Italy.

#### **5.6 Selection, contracting of DAs, OIDA experts and CPOs**

Local authorities (zone OIDA and CPO) will select the personnel involved in the implementation of planned activities.

A feasible strategy for rewarding staff responsibilities and additional workload will be implemented. Per diem will be attributed according to the scheme elaborated above for non-research partner institutions in case of outstation travel. Allowances will be attributed to specifically identified focal person(s) at zone OIDA and/or OCPA for precise periods of assignment for project tasks and for coordination roles.

#### **5.7 Training of Trainers (OIDA experts, DAs and CPOs) and technical assistance**

MARC and AARC, capacitated by the technical assistance and training as described in chapter 5.5, in close collaboration with OTMDB, OCPA, OIDA and representatives of tomato processing factories, will train woreda and zonal officers drawn from BoANR, OIDA, OCPA and DAs on crop production, post-harvest management, product marketing and contract management. The team which will provide the training will be composed of relevant experts from the above mentioned partners and it will be coordinated by MARC and AARC according to the different sites of implementation and thematic areas.

The ToT will address specific priorities among the following major topics: tomato production and quality for processing, seed production and quality, nursery seedling management, appropriate seeding rate, soil fertility management, irrigation water techniques, weeding, cultivation, pest

management, post-harvest handling techniques such as harvesting and storage, transportation and marketing. Joint field visits will be part of the trainings.

MARC and AARC will produce pamphlets and documentation tools on the project achievements. Particular attention and effort will be devoted to produce communication materials such as videos (in Amharic and Afaan Oromo language) recognized as valuable support for further training of farmers by woreda experts, DAs and CPOs. In addition, the research centres will provide continuous technical assistance to trainers and beneficiaries (cooperatives members) after the trainings.

### **5.8 Procurement of goods and operational costs to the extension services (OIDA) and offices supporting commercialization and input supply (OCPA)**

After receiving the above mentioned ToT training under section 5.7, the OIDA and OCPA offices will be responsible for the follow up trainings in respective woredas (expert and DAs). For this reason, operational and running costs related to the delivery of trainings to cooperatives and related capacity building activities, will be supported by the project (personnel per diem, fuel cost, stationery, communication, transportation, etc.).

DAs and the woreda experts will provide the regular follow up of the ToT and farmers' trainings provided by MARC and AARC researchers (as detailed in section 5.8 above). Both offices of BoANR and OCPA at zone level will receive office equipment (laptop computer and printer) particularly devoted to increase communication with farming communities using innovative technologies.

## **RESULT 6 - COOPERATIVES IN EAST SHEWA ARE STRENGTHENED AND LINKED TO BETTER MARKET OPPORTUNITIES**

### **6.1 Selection of processing tomato production and seed multiplication sites**

The selection of the specific areas will take place immediately after the completion of the ToT of woreda experts and the training to the cooperatives on tomato production and seed/seedling multiplication, upon consultation of all involved institutions and considering the interest of individual farmers and cooperatives. The selection will also take into account the practice of Field Clustering approach promoted by the BoANR, as one of the GTP II strategy.

### **6.2 Procurement of goods and services to primary cooperatives and unions**

The PCs in the selected woredas and the Meki Batu union in the Dugda woreda will be supported in terms of certain infrastructures and equipment. Based on the information from recently conducted field visit, most of the PCs need the construction of temporary storages (or shelters), harvesting tools or basic seedlings production facilities. The required construction works or equipment for each of the PCs will be defined upon direct appraisal. The project will provide the construction materials, and cooperatives themselves will construct the infrastructure under the supervision of the woreda offices. The project's grant to the construction will be about 75% of the total cost. This will allow the efficient and tailored use of the resources, and a positive sense of ownership among the members. However, according to the specific needs, skilled contractors could be eventually hired (in this case comparative advantages would be taken in due consideration - for efficient use of allocated fund within the time frame of the project).

According to the field visit, Meki Batu union (in East Shewa) is establishing a processing tomato unit. In order to encourage diversified market opportunities for the producers of the area, this union will be supported to enhance the efficiency of the processing, once established and operational, to improve the harvesting and product aggregation phase from the scattered producers.

### **6.3 Training and technical assistance to members of cooperatives**

Members of the target cooperatives and staff of Meki Batu union will participate to technical trainings designed and indentified by the international expert (AICS technical assistance) to increase the tomato production and to strength business management skills. The trainings will be held in separate modules in the early stage of project implementation, capitalizing on existing local expertise, as discussed below:

- **Processing tomato production and post-harvest management:** the training sessions will be organized and managed by MARC, AARC and OIDA team and it will address the understanding of specific needs of processing tomato production and post-harvesting in terms of both cultivation site selection and management techniques (including irrigation water management) to increase the production and to enhance the quality in order to meet the essential standards required for processing; field visits will be used for site assessment and demonstration of best-practices. In addition, the training will create awareness on the new roles of MARC and AARC in the tomato value chain development.

Both MARC and AARC will arrange minimum of three study tours to domestic tomato processing factories and vegetable seed dealers for farmer cooperatives and experts in their respective mandate areas. These sessions are expected to complement the training sessions, aiming to facilitate the establishment of lasting trust and partnerships between producers and processors or other service providers along the tomato value chains.

Representatives of cooperatives and unions will participate to field visits and to processing tomato factories in the country.

- **Seed production and multiplication:** seed cooperatives and farmer groups will receive trainings from MARC and AARC on high quality seed, seedling production and transplanting techniques, and nursery establishment and seedling marketing. The training will be an opportunity to find synergies with similar initiatives in the area. DAs and the woreda BoANR and OIDA technicians will provide the follow up trainings as it was provided by the researchers' team.
- **business management skills:** separate sessions will focus on the following topics i) business planning capacity and risk management; ii) aggregation and delivery of agricultural produce, transport, facilities, equipment and supplies; iii) financial management (cost accounting, monitoring, auditing, access to credit, internal capitalization); iv) quality control procedures and safety; v) marketing, contractual agreement, pricing and promotion. These training sessions will be facilitated by OIDA, OCPA and OTMDB. The regional OCPA will organize at least one business management training at zone level.

### **6.4 Stores and shelter construction**

See point 6.2.

### **6.5 Improving the access to credit**

The 2030 Agenda holds up the promise of a radically different and better future for rural people, rural economies, agriculture and food systems. But realizing this promise will require enormous investments, supported by enabling policies and institutions – including vastly improved and inclusive access to finance for investment by smallholder farmers and rural small and medium enterprises. Access to finance is of fundamental importance for smallholder farmers, cooperatives, unions, and

agro-processing enterprises. Finance for inputs and agricultural machines is capital for producers and their cooperatives and unions and could be provided by existing Microfinance Institutions (inputs) and Leasing companies (agricultural machines). Finance is also needed by the cooperatives and unions for aggregating the farmers' production and by agro-processing enterprises for acquiring the same raw materials.

Piloting actions to improve the access to finance for value chain actors represents an important aspect of the project which will require: (i) facilitating the informed dialogue among value chain actors such as financial institutions (e.g. Oromia Cooperative Bank, Development Bank of Ethiopia, Cooperative Bank of Ethiopia, Enat Bank), cooperatives and enterprises ii) understanding the role that financial institutions could play in the contract agreement between involved parts (i.e. cooperatives, buyers, processors) iii) capacity development for cooperatives/unions and financial institutions on the implementation of new financial products, including leasing and commodity collateralized financing. Leasing products would be useful as well for domestic agro-processors. Finally, testing of insurance products could be an additional tool to provide the necessary incentives for farmers to concentrate in the production of durum wheat with a quality orientation.

In addition, the Italian Agency for Development Cooperation will contribute to find synergies with other on-going credit and finance projects.

#### **6.6 Awareness creation on engagement of private processor and facilitation of marketing agreement**

The current scenario seems that there is poor linkage between small holder farmers or their cooperatives and the private processors or generally to the proper market. The experience of the processors to be engaged in out growers' scheme through contractual arrangements is also insignificant. The ISVCDO project will facilitate and promote innovative marketing arrangements in a win-win relationship for the benefit of both actors of the processing tomato value chain. The OIDA, OTMDB, MARC, AARC, BoANR, OCPA and AICS will play an important third party role for the quality control of the product along the value chain and for the well functioning, inclusiveness and sustainability of this innovative market linkage.

#### **6.7 Governance and business management skills of private processors are strengthened**

Experiences on the agro-processing sector showed that there are technical or technological and managerial capacity gaps on the existing processing factories. These might be attributed to the lack of trained personnel working on the latest technologies or machines, poor integration to the raw material supply chain, lack of proper support from the relevant public institutions and poor access to financial services. The project will play a crucial role in channeling genuine information forward and backward among the producers, relevant public partners and the private food processors. Specific technical training provided by international experts will be tailored and designed in the early stage of the project according to the specific needs. The private representatives will be also part of the international exposure visit programs.

#### **6.8 Study trips in Ethiopia and Italy**

As part of the technical enhancement, awareness creation and strengthening of the private and public partnership, study tours for selected participants (e.g. IPs, private sector partners) will be organized for specific thematic areas. The visits will be organized at the early stage of the project implementation and they will be designed to provide specific skills to fill the knowledge gap along the important stages of the value chain (including quality insurance and processing). The visits will be

both local and international with full engagement of outstanding value chain actors and companies in the host countries.

The specific topics and schedule will be defined upon consultation with selected IPs and TC members. For the mission in Ethiopia, the project will cover all expenses related to the travel and per diem as previously described rates above and the coordinator will be MARC and AARC (as elaborated in section 6.3).

In case of missions in Italy, the per diem rates will cover accommodation, local travel within the place of mission and sundry effective expenses, they will be calculated according to effective expenses and in any case they will not exceed the applicable European Community (EC) funded external aid contract rates. The project will cover the expenses related to international flight, health insurance and visa (if needed).

### **6.9 Dissemination of project results (in Ethiopia and Italy)**

Dissemination of the results of the project will have the following main purposes:

- Raise awareness and inform on project activities and areas of intervention;
- Involve large number of communities and able to get input and feedback for further programming;
- Promote the project outputs and model of implementation for government higher officials and relevant development partners;
- Ensure that the achieved results and effects are inclusive and sustainable; and
- Define proper scaling up mechanisms.

The dissemination initiatives will be tailored for different target audience and will be held in Ethiopia and Italy. The possibilities to report on project case studies and results include publications, conferences and workshops and presentations in collaborative events (such as clusters, working groups and platforms). The proper strategy for this activity will be defined and agreed through consultation with IPs and the TC members.

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## **COMPONENT 4- GENDER**

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### **RESULT 7 - IMPROVED ROLE OF WOMEN WITHIN THE ACTIVITIES OF THE AGRICULTURAL COOPERATIVES THROUGHOUT THE 3 VALUE CHAIN**

This result will focus on strengthening women's role in producers' cooperatives in the three value chains (horticulture, durum wheat and processing tomato). The activities will aim at: a) providing long-term capacity building to grow women functional literacy, their self-confidence, and their financial, business and technical skills; and b) giving access to key inputs, technologies and services in order to support them in assuming business risks and take on responsibility roles in collective and formal organisations.

The programme will focus on providing capacity, creating awareness and on the support of women groups and cooperatives' members in a gender perspective.

All the activities of Component 4 are detailed below and they will be supported by the project local team, by CIHEAM coordinator and by international experts, with at least 2 missions on the project's areas.

### **7.1 Selection of personnel**

In addition to the personnel specified in the activity 1.1, this component will include the selection of a technical gender expert to technically support the activities and to provide follow up to the involved institutions and target cooperatives. The expert will be in charge of leading, coordinate and supervise the baseline, the project final survey and carrying out capacity building activities addressed to women groups.

### **7.2 Baseline survey on women participation, access gaps and opportunities to increase their role in the target cooperatives**

This activity will be coordinated and managed by CIHEAM team and it will target the cooperatives involved in the three value chains. The baseline survey will investigate the following:

- (i) gender analysis of target communities, including gender analysis of the three target value chains (horticulture, durum wheat and processing tomato): women and men roles and responsibilities, their different benefits, opportunities, needs, constraints and challenges along the value chains; economic opportunities arising along the value chains, as well as women and men capacity to access them; and factors contributing to reduce gender inequalities in the value chains (connection with nutrition component activities);
- (ii) mapping of existing and effectiveness of formal and informal women groups in the area (or in close areas);
- (iii) analysis of main barriers to women's participation to collective action;
- (iv) state of the art of gender mainstreaming in cooperative and other relevant government offices at woreda and kebele level and assessment of related training needs;
- (v) mapping of training needs and professional training providers on gender issues and women's collective action.

The survey tools will include individual and group interviews to community leaders, women and other household members.

Woreda Offices of Agriculture, CPO, BoWCA women and children affairs together with the socio-economic departments of DZARC, SARC, MARC, AARC will facilitate the implementation of the activity. Tools, methodology and work plan will be agreed with AICS coordination team.

The activity will start at month 3 of the project (see Table 1).

### **7.3 Ensuring capacity building to women members of cooperatives aimed to improve their skills and competences for being proactive and assuming leadership roles**

One day training in each woreda for the three value chains will be organized targeting women members of cooperatives and addressing specific topics such as functional literacy, self-confidence, autonomy, and financial, business and technical skills and other critical issues as emerged from the baseline survey described in the activity 7.2. The participants will be around 500 in total (in 20 woredas). The training will be provided by relevant public institutions (e.g. EIAR) or private professional organisations (e.g. Agriprofocus), in close collaboration with the gender experts at zonal level and of the CIHEAM project team.

The activity will start at month 8 of the project (see Table 1). A follow up training will be carried out in the second year of the project.

#### **7.4 Creating and supporting small women groups for acquiring confidence and basic skills to join cooperatives**

Capacity building activities will be implemented targeting selected formal and informal women groups in the project target (and according to activity 7.2). Such activities will enable women to acquire the basic tools to build on their existing activities (as relevant), to improve their understanding of benefits and challenges of collective action and to facilitate their access to credit and other fund raising mechanisms.

The activities will also support the establishment of linkages between formal and informal women groups and cooperatives.

The activity will start at month 9 of the project (see table 1).

#### **7.5 Creating and supporting women groups specialised in the processing and marketing of horticultural products**

See: component 1 activity 1.4 and 1.5.

#### **7.6 Training cooperative leaders on the gender perspective and on the benefits of women participation in the cooperatives**

This training will aim to mainstream gender perspective and to enhance the inclusion of women in the cooperatives as active and participative members. One day training will be organized targeting managers and leaders of the cooperatives. The training will allow women and men to understand the role played by gender and it will contribute to acquire knowledge necessary for advancing gender equality in daily lives and work environment.

The training will be attended by at least 5 members per each cooperative (approximately 210 people), including women that have management or administrative roles in cooperatives.

The training will be delivered by experts of zonal and woreda BoANR, CPOA and women and children affairs.

The activity will start at month 7 of the project (see Table 1).

#### **7.7 Providing capacity building to the staff of Cooperative offices and other public bureaus at regional, zonal, woreda levels on gender mainstreaming and on the benefits of women participation to cooperatives**

Five days training modules (one for each zone) will be delivered to the staff of cooperative offices and other public bureaus at regional, zonal, woreda levels. The training will provide a comprehensive coverage of the practical, technical and analytical aspects of gender mainstreaming and as such included presentations, group works and discussions.

The training will be attended by at least 40 participants (2 for each woreda) from zonal BoANR, CPO, and zonal and woreda offices of women and children affairs.

The training will be provided by relevant public or private professional organisations selected among project institutional partners with specific expertise on gender mainstreaming (such as EIAR and OARI) and local professional organisations (for example Agriprofocus).

The activity will start at month 6 of the project (see Table 1).

### **7.8 Final survey to verify women participation in the beneficiary cooperatives and groups**

The final project survey will have the main goal of assessing the outcomes and impact of the project intervention on the target cooperatives in terms of women participation, improvements of women leadership, the emergence of new women groups and capacity building. Tools, methodology and work plan will be agreed with AICS coordination team.

The activity will start in the second year and will be finalized in the last two months of the project duration.

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## **COMPONENT 5- NUTRITION**

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### **8- DIVERSIFIED DIET FOR THE TARGETED COMMUNITIES WITH SPECIAL FOCUS ON WOMEN AND CHILDREN**

Regarding this important component, the programme will intervene in synergy with the institutional actors at different levels of the government structure – regional, zonal and woreda levels. The Development Agents (DAs) under the WoANR and the Health Extension Workers (HEWs) will have a fundamental role in promoting nutrition sensitive activities. .

The activities will focus on awareness raising and improving household diets through:

- i)* nutritional education of local communities (men and women) in all intervention areas;
- ii)* research of appropriate strategies to diversify the diet (by resorting to markets or diversifying the local production);
- iii)* diversifying production through demonstration plots, and promotion and monitoring of home gardens;
- iv)* promoting appropriate technologies to process food products;
- v)* cooking demonstrations;
- vi)* the promotion of fresh and processed food products among cooperatives;
- vii)* strengthening the capacities of development agents at community level.

Women will play a fundamental role in their capacity of privileged household actor. They will receive specific trainings aimed at understanding the nutritional habits and steer the households toward a diversified diet.

The activities will be coordinated and supported by CIHEAM Bari team and their international and local experts.

#### **8.1 Selection of personnel**

See activity 1.1 and 7.1

#### **8.2 Baseline survey on the nutritional status of target beneficiaries in the selected communities**

Baseline survey on consumption patterns and diet diversification of project target communities will be conducted. The activity will include some preparatory activities such as: survey team constitution and definition of roles, preparation of questionnaire according to FAO methodology of WDDS and its adaptation to the local survey context, definition of the sample (size and sampling frame), recruitment and training of local enumerators.

Data collection will be carried out according to a fieldwork plan. The survey team will be responsible for data entering, analysis and reporting. The report will include background, methodology and key results.

The baseline activity will be organized by the local project team in cooperation with an international expert. The tools will be developed in consultation with EU- NAS (Nutrition Advisory Service) with the support of the gender and nutrition experts of the local project team. Enumerators for data collection will be identified in collaboration with MARC/AARC, WoANR and CPO, Woreda Health Office (WHO) and other relevant partner institutions.

Parallel to the baseline survey, rapid assessment on dietary patterns of the communities and identification of nutritional gaps will be carried out in order to start planning agricultural interventions. The activity will be carried out by local project team supported by the international expert and facilitated by WoANR, CPO and WHO. Tools, methodology and work plan will be agreed with AICS coordination team. The activity will start at month 3 of the project (see Table 1).

### **8.3 Strengthening of the capacities of DAs and creation of linkages among various involved institutions (e.g. DAs and HEWs)**

Two days nutrition sensitive agriculture training will be organized in the project intervention zones aiming at enhancing the knowledge and skills of DAs and HEWs on nutrition-sensitive agriculture. This training will involve DAs, HEWs and it will help to effectively promote agricultural practices that can maximize the nutritional benefits to the involved communities. The training will be provided by relevant departments of EIAR and OARI or other relevant centers identified by the project. In addition, in order to ensure the operational capacity of woreda offices, the project will provide means of transport (i.e. bicycle and motorbikes) according to the needs identified in each woreda. This activity will start at month 6 of the project (see Table 1).

### **8.4 Sensitisation campaign on the linkages between agriculture, nutrition and health, targeting the entire community (women and men)**

Nutrition information campaign targeting the entire community (women and men) in the project areas will be organized to raise awareness about nutritious food choices and healthy diet. The campaign may also involve schools involving children, the school community and parents. The facilitators of the community conversations will encourage participants to transmit their learning to other community members (secondary target audience), thereby scaling the effects of the intervention.

The activity will start in the second year of the project.

### **8.5 Demonstration plots for technology transfer and production of vegetables contributing to diet diversification**

Demonstration plots will be realized at cooperative level (all the cooperatives involved in the project) for technology transfer and vegetable production. This intervention aims to provide easy access to vegetables with high nutritional values, following recommendations obtained from the rapid assessment on dietary habits (activity 8.2). The same approach will be encouraged at household level (home garden/kitchen garden approach) and women participation will be strongly encouraged.

This activity will include a training package on agronomic practices and post-harvesting techniques. One field day per each demonstration plot will be organized involving the communities. Activities and trainings will be delivered by CIHEAM Bari, WoANR, OIDA, and other professional organizations identified by the project (e.g. Agriprofocus, Send a Cow, Future Aid, Catholic Relief Service).

The activity will start at month 6 of the project (see Table 1).

### **8.6 Training women on conservation and processing of horticultural products for domestic use, utilisation of horticultural products and culinary demonstrations**

In each community, training will be organized and targeted to improve women skills on conservation of products and specifically on the use of basic technologies for agro-processing in order to add value to primary agricultural production and also disseminate knowledge on the benefits of diet diversification.

Moreover, cooking demonstrations at coop level will be organized for women to create awareness about available food options in the area, nutritious food preparation, awareness on nutrient composition of different food groups, especially for children, reproductive women and for the whole family.

The activity will start at the second year of the project (see table 1).

### **8.6 Pilot exchange actions among cooperatives**

The activity will be expanded and integrated with activity 1.6.

### **8.7 Final survey on the nutritional status of target beneficiaries in the selected communities.**

The final survey will be carried out according to the same modalities used for the baseline (see activity 8.2) in order to compare data and assess project impacts on the communities according to the indicators. A report will present the results of the survey, putting in evidence the project impacts on the diet diversification of the target communities. Tools, methodology and work plan will be agreed with AICS coordination team.

The activities will start during the last two months of the project duration.

### **TECHNICAL ASSISTANCE, MONITORING, REPORTING, REVIEW MEETINGS AND EXTERNAL AUDITING**

AICS will provide the role of coordination and technical assistance to the project by international and local experts and consultants and it will operate from its office in Addis Abeba. Day to day monitoring of the initiative will be the responsibilities of BoFEC with an officially assigned PIC in collaboration with relevant IPs and institutions. According to the art. 5 of the TA, program review meetings will take place quarterly and will be attended by the members of the TC and relevant IPs. The meetings will serve as platform to review the progress of program implementation and suggest corrective measures, as required and within the framework of this PoA. Review meetings will also serve as mid-term and final review of the project implementation. The specific schedule of the meetings will be defined upon consultation of the TC.

According to the art. 7 of the TA, semi annual reports will be provided every six months and will be consolidated during the program review meetings. BoFEC and AICS will organize joint evaluation activities (on-going, final and ex-post) whenever deemed necessary.

### Annex 1. Members of the Technical Committee (TC)

Institution	Name	Email
BoFEC	Fufa Ararsa	fufafira@gmail.com
PEDC	Fekadu Abebe	fekgejea@yahoo.com
BoANR	Abera Beyene	aberabeyene81@gmail.com
OARI	Tafa Jobie	tafajobie@yahoo.com
EIAR	Tesfa Benalefew	tesfa25@gmail.com
OIDA	Kifle Bekele	bekelekifle8@gmail.com
OCPA	Birawak Temesgen	kenna.birawaaq@gmail.com
CIHEAM Bari	Annarita Antonelli and	annarita@iamb.it,
	Tiglu Tesfaye	tigletesf@gmail.com
AICS	Benedetta Camilli and	b.camilli@itacaddis.it,
	Genene Gezu	g.gezu@itacaddis.it

**Annex 2. Summary of the implementing partners and beneficiary cooperatives of ISVCDO project, August 2017**

SN	Zones	Research Centers	Unions	Woredas	Primary Cooperatives
1	Bale (zone capital Robe = 430km)	Sinana (SARC)	Sikomendo	Sinana	Fako Jafera
				Sinana	Dureti Tulu
				Goro	Meliyu Burka
				Gassera	Derara
			Agarfa	Agarfa	Ali Kajawa
				Agarfa	Elebidu
			Oda Roba	Ginir	Ebisa
				Ginir	Kebena
			Dire	Gololcha	Misa Dogeno-Dinsa
				Gololcha	Bekelcha-Kenjila
2	West Arsi (zone capital Shashemene = 250km)	Sinana (SARC)	Raya Wakena	Dodolla	Berissa
			Raya Wakena	Dodolla	Kechema
		Debre Zeit (DZARC)	Gedeb Asasa	Gedeb	Abdi Boru Bucho
			Gedeb Asasa	Gedeb	Ebisa Gudina
			Utta Wayu	Shashemene	Duro Huluka
			Utta Wayu	Shashemene	Ashalef Weyo
			Duro Abaro	Arsi Negele	Boreta Gello
			Duro Abaro	Arsi Negele	Derara Bolu
3	Arsi ( zone capital Asella = 175km)	Debre Zeit (DZARC)	Hetossa	Hetossa	Tedo Leman
			Hetossa	Hetossa	Shaki Sherera
			Galema	Digeluna Tijo	Lole Abosera
			Galema	Digeluna Tijo	Lole Ketara
4	East Shewa (zone capital Adama = 100km)	Debre Zeit (DZARC)	Lume Adanma	Lume	Dhaka Bora
			Lume Adanma	Lume	Biftu
			Lume Adanma	Lume	Cala
			Erer	Gimbichu	Hawi Boru
			Erer	Gimbichu	Lemlem Chefe
			Erer	Gimbichu	Finchua
		Melkassa (MARC)	Meki Batu	Dugda	Oda Jida
			Meki Batu	Dugda	Walta'e Siriti
			Meki Batu	Dugda	Oda Gugsa
			Meki Batu	Bora	Melka Oda
			Meki Batu	Bora	Abdari Golba
			Meki Batu	Ziway Dugda	Sheled
		Adami Tulu (AARC)	Meki Batu	Ziway Dugda	Natile Shenen
			Meki Batu	Adami Tulu	Dodicha
Meki Batu	Adami Tulu		Raya Warantu		
5	West Shewa (zone capital Ambo = 125km)	Holleta (HARC)		Ejere	Endode Horticulture producers
				Ejere	Illuaga potato seed producers
		Bako (BARC)		Illu Gelan	Sibabiche onion seed producers
				Illu Gelan	Jato horticulture producers
<b>Total</b>		<b>6</b>	<b>13</b>	<b>20</b>	<b>42</b>

### Annex 3. List of partners interviewed during the consultation meetings and field survey

Name	Institution	Responsibility	Email	Telephone
HE Tesfaye Mengiste	MoANR - Ministry of Agriculture	State Minister	tesmengdo@yahoo.com	
Tolossa Gedefa	BoFEC - Bureau of Finance and Economic Cooperation	Bureau Head	tolessagobena@yahoo.com	946700946
Teshome Nigussie	PEDC - Planning and Economic Development Commission	Deputy Commissioner		929180851
Fikadu Abebe	PEDC - Planning and Economic Development Commission	Planning & Budget Team Leader, PIC of AVCPO	fekgejea@yahoo.com	911866511
Aliye Hussien	Oromia BoANR - Agriculture	Deputy Bureau Head	a.hussen5@yahoo.com	911840465
Fantahun Mengiste	EIAR - Ethiopian Institute for Agriculture Research	Director General	fantahunmen@yahoo.com	911255669
Eshetu Derso	EIAR - Ethiopian Institute for Agriculture Research	Director Crop Research	eshetudrs4@gmail.com	911048253
Dagnachew Shiferaw	Oromia Cooperative Development Agency	Head of Agency		
Wendemagegnehu Negera	Oromia Trade and Market Development Bureau	Bureau Head	wondin@yahoo.com	944100489
Terefe G/Silassie	Oromia Trade and Market Development Bureau	Deputy Bureau Head		929907202
Fato Esmo	OARI - Oromiya Agricultural Research Institute	Director General		939816061
Tafa Jobie	OARI - Oromiya Agricultural Research Institute	Crop Research Director	tafajobie@yahoo.com	911985594
Sefuidin Mahadi	OIDA - Oromiya Irrigation Development Authority	General manager	seifisham@yahoo.com	944755619
Samuel Hussien	OIDA - Oromiya Irrigation Development Authority	Deputy General Manager	samiogeto@yahoo.com	911118481
Solomon Chanyalew	EIAR - DZARC - Debre Zeit Agriculture Research Center	Center director	solchk2@gmail.com	911647981
Samson Eshetu	EIAR - DZARC - Debre Zeit Agriculture Research Center	Socio-economic & extension research	eshetusamson@gmail.com	911084779
Setotaw Ferede	EIAR - DZARC - Debre Zeit Agriculture Research Center	Socio-economic research	setotawferede@yahoo.com	912072890
Asmare Dagnew	EIAR - MARC - Melkassa Agriculture Research Center	Deputy crops director	asmare75@yahoo.com	910742136
Tesfa Benalefew	EIAR - MARC - Melkassa Agriculture Research Center	Vegetable research team	tesfa25@gmail.com	912688864
Ahmed Seid	East Showa Zone, Agriculture Office	Deputy Office Head		915746425
Tadesse Hailu	Yerer Cooperative Union	Marketing head		912229060
Selam Worku	Lume Cooperative Union	Planning & Marketing		922376401
Adem Bushe	Arsi Zone, Agriculture Office	Deputy office head	bushi.adem@gmail.com	927307955

Name	Institution	Responsibility	Email	Telephone
Mekonnin Sisay	Hetossa woreda, Agriculture Office	Deputy office head		911910366
Biniam Solomon	Galema Cooperative Union	Finance manager		910419620
Alemu Lema	Bale Zone, Agriculture Office	Office Head		911305147
Hindiya Hussen	Bale Zone, Cooperative Promotion Office	Deputy Office Head		911030905
Abdi Hussen	Bale Zone, Agriculture Office - Extension	Team leader		226651823
Alemshet Alemayehu	Bale Zone, Agriculture Office - Agronomy	Team leader		910793321
Tadele Regassa	Bale Zone, Cooperative Promotion Office	Expert	tadele.regassa@yahoo.com	912466596
Sultan Haji	Agarfa Cooperative Union	Managers		910458525
Amare Biftu	OARI - SARC - Sinana Agriculture Research Center	Department of Socio-economics	amarebiftu@gmail.com	913356373
Gemeda Hule	West Arsi Zone, Cooperative Promotion Office	Office Head		911389294
Engida Ashenafi	West Arsi Zone, Cooperative Promotion Office	Expert, Project Focal		911030215
Limaso Hussen	West Arsi Zone, Agriculture Office	Extension Head		916010635
Muktar Adem	Utta Wayu Cooperative Union	Manager		916788299
Shallo Hulluka	Gedeb Cooperative Union	Finance manager		912254287
Genemo Gishe	Duro Abaro Cooperative Union	Store keeper		924758564
Kumessa Gudina	Meki Batu Fruit & Vegetable Cooperative Union	Deputy Manager	kumesagudina@yahoo.com	911856065
Miheretu Fufa	OARI - AARC - Adami Tulu Agriculture Research Center	Center director	miheretufufag@gmail.com	911530715
Ursula Truebswasser	EU Delegation	Nutritionist Adviser	utuebswasser@gmail.com	929034804
Terefu Hedeto	Oromia ATA - Agricultural Transformation Agency	Program Manager	edeto.terefu@rocketmail.com	
Karl Kaiser	GIZ - German Cooperation		kmikaiser@yahoo.de	
Tadesse Desalegn	GIZ - German Cooperation	Deputy Coordinator of the Wheat Value Chain Project		918769629
Kedir Nefo	Oromia Seed Enterprise (OSE)	General Manager	kedirnefob@gmail.com	913645254
Belete Wakbeka	Oromia Cooperative Bank	Director of the Credit Department	chalawaqa@yahoo.com	911180180
Amsalu Ayana	The Netherlands Cooperation - ISSD Program	Representative	aga.amsaluayana@gmail.com	911842210
Keberu Belayneh	AGP - Agricultural Growth Program	Program Coordinator	minagr3@ethionet.et	116461971
Filippo Brasesco	FAO	APO Agribusiness Officer	filippo.brasesco@fao.org	938481081
Fikre Mulugeta	FAO	Seed Project Manager	fikre.mulugeta@fao.org	911607889

<b>Name</b>	<b>Institution</b>	<b>Responsibility</b>	<b>Email</b>	<b>Telephone</b>
Zewde Bishaw	ICARDA	Country Director - Ethiopia	z.bishaw@cgiar.org	927720772
Nigussie Tadesse	ICARDA	Project Coordinator	negussie_ab@yahoo.com	911487666
Carlo Fadda	Bioversity International	Country Director - Ethiopia	c.fadda@cgiar.org	
Gashaw Taye	Prima Macaroni	Plant manager		911642881
Mitiku Alemayehu	Africa Food Complex	Manager	tesfaye.abeba@gmail.com	911207480
Feleke Tadesse	Horizon Plantations - MIDRock Group	Deputy managing director	africaff@ethionet.et	911490553

## Annex 4. Budget allocations for each Implementing Agency per each project component

(Currency exchange rate applied in this budget calculation is 26.4881 (1 million Euro) + 27.5448 (400,000 Euro))

Implementing Partner (IPs)	Activity as described in the PoA	Expenses and cost details	Unit	Number/Amount	Unit cost (Birr)	Estimated total cost (Birr)	1st year	Total cost (Euro)	1st year (Euro)
<b>BoFEC</b>									
General		per diem and allowances	lump sum			240,000.00	168,000.00	9,660.67	6,342.47
		running costs	lump sum			180,000.00	126,000.00	6,294.50	4,766.85
<b>Total</b>		<b>Total</b>				<b>420,000.00</b>	<b>294,000.00</b>	<b>15,955.18</b>	<b>11,099.32</b>
<b>OTMDD (Regional)</b>									
General		per diem and allowances	lump sum			32,000.00	16,000.00	1,208.09	604.04
		running cost and support to institutional coordination, supply, events and seminars	lump sum			30,000.00	21,000.00	1,132.58	792.81
	A 2.6, A 2.7, A 4.2, A 4.6, A 4.7, A 6.7, A 6.3, A 6.6	Launching project workshop and support to supply contract arrangement	lump sum			150,000.00	150,000.00	5,662.92	5,662.92
<b>Total</b>		<b>Total</b>				<b>212,000.00</b>	<b>187,000.00</b>	<b>8,003.59</b>	<b>7,059.77</b>
<b>OCFA (Regional)</b>									
General		per diem and allowances	lump sum			32,000.00	16,000.00	1,208.09	604.04
		running cost and support to institutional coordination	lump sum			30,000.00	21,000.00	1,132.58	792.81
	A 2.6, A 2.7, A 4.2, A 4.6, A 4.7, A 6.7, A 6.3, A 6.6	Support to supply contract arrangement, cooperative promotion, awareness campaigns	lump sum			120,000.00	120,000.00	4,530.34	4,530.34
		Capacity building for cooperatives and Unions: business management trainings (Minimum 1 per zone)	lump sum			50,000.00	50,000.00	1,887.64	1,887.64
<b>Total</b>		<b>Total</b>				<b>232,000.00</b>	<b>207,000.00</b>	<b>8,788.65</b>	<b>7,814.83</b>
<b>BoANR (Regional)</b>									
General		Per diem and allowances	lump sum			32,000.00	16,000.00	1,208.09	604.04
Support to farmer cooperatives unions and line offices	A 4.3	Running cost and support to extension services for line offices and coordination of the Seed Supply	lump sum			110,000.00	77,000.00	3,993.49	2,795.45
<b>Total</b>		<b>Total</b>				<b>142,000.00</b>	<b>93,000.00</b>	<b>5,201.58</b>	<b>3,411.11</b>
<b>OHDA (Regional)</b>									
General		per diem and allowance	lump sum			22,000.00	16,000.00	1,161.74	604.04
6.3 Training and technical assistance to members of cooperatives (tomato)	A 6.3	Training and technical assistance to members of cooperatives (tomato)	lump sum			50,000.00	25,000.00	1,687.64	943.82
6.6 Awareness creation on engagement of private processor and facilitation of marketing agreement	A 6.6	Business management workshop-training to unions, market facilitation and awareness creation	lump sum			45,000.00	20,000.00	1,698.88	752.06
<b>Total</b>		<b>Total</b>				<b>117,000.00</b>	<b>61,000.00</b>	<b>4,748.26</b>	<b>2,302.92</b>
<b>Component 2: Durum wheat value chain</b>									
<b>OARI SARC</b>									
General		Per diem and allowances	lump sum			130,000.00	91,000.00	4,719.58	3,303.71
A 2.1 Selection, contracting, training of personnel of research centers	A 2.1	Contracting of staff	person	2	10,000.00	20,000.00	20,000.00	726.69	726.69
A 2.3 Provision of goods and services to research centres	A 2.3	Laboratory (Falling Number) (OARI BoFEC)	lump sum			250,000.00	175,000.00	9,076.12	6,352.29
		office equipment	lump sum			45,000.00	45,000.00	1,633.70	1,633.70
		running costs, operational costs, maintenance and lab reagents	lump sum			150,000.00	100,000.00	5,445.67	3,630.45
		field vehicle (4*4 vehicle for the bad roads & off-roads) (OARI BoFEC)	no.	1		1,300,000.00	1,300,000.00	47,195.84	47,195.84
A 2.4 Assessment of varieties for seed purity and grain quality for transformation, research on performance of durum wheat varieties under different management system and localities (Bale, Arsi, West Arsi, East Sheva) and strengthening of seed multiplication schemes and A 4.1 The seed value chain is strengthened and production schemes are implemented	A 2.4, A 4.1	seed production: field workers, machinery renting, consumables, fuel)	lump sum			120,000.00			
		seed processing unit: medium level machine (OARI BoFEC)	no.	1		2,600,000.00	60,000.00	4,356.54	2,178.27
		baseline survey on durum wheat value chain	lump sum			120,000.00	120,000.00	4,356.54	4,356.54
		assessment of varieties for seed & grain quality: early generation seed multiplication (breeder, pre-basic & basic)	lump sum			70,000.00	35,000.00	2,541.31	1,270.66
A 3.5 Study tour to technological upgrade of SARC team to Italy	A 3.5	study tour abroad: lab methods=seed methods (OARI BoFEC)	lump sum	3		110,000.00	70,000.00	3,993.49	2,541.31
A 2.6 Training of Trainers (ToT) (Crops dept. experts, DAs and CPOs) and technical assistance to them and A 3.3 Training and technical assistance to members of cooperatives and A 4.3 Business management capacities are strengthened within cooperatives and unions	A 2.6, A 3.3, A 4.3	training of trainers for WoANR, CPO, DAs, cooperatives & technical assistance	lump sum			192,000.00	192,000.00	7,348.54	7,348.54
A 2.6 Preparation of pamphlets and communication and visibility tools	A 2.6	preparation of pamphlets, communication and visibility tools	lump sum			170,000.00	119,000.00	6,417.98	4,492.58
A 2.2 Awareness campaigns on marketing opportunities on international and local markets	A 4.2	awareness campaign on access to market (seed, grain & pasta)	lump sum			70,000.00	21,000.00	2,541.31	762.39
A 4.6 Meetings, workshops and media coverage contribute to the awareness creation and dissemination of the results of the project Study tour for wheat cooperatives, producers, officers and extensionists to agroprocessing factories	A 4.6	workshops organisation: field days, seed fairs, pasta fair, final workshop (SARC-OARI)	lump sum			98,000.00	49,000.00	3,699.77	1,849.89
		study tour in Ethiopia (Bale, MINIMUM 2)	lump sum			130,000.00	50,000.00	4,907.86	1,887.64
<b>Total</b>		<b>Total</b>				<b>8,774,000.00</b>	<b>8,186,300.00</b>	<b>214,530.00</b>	<b>192,847.00</b>
<b>ELAR-DZARC</b>									
General		per diem and allowances	lump sum			130,000.00	91,000.00	4,807.86	3,435.51
A 2.1 Selection, contracting, training of personnel of research centers	A 2.1	Contracting of staff	lump sum			20,000.00	20,000.00	755.06	755.06
A 2.3 Provision of goods and services to research centres	A 2.3	Laboratory equipment (NIR, Alveolac, Falling Number) (ELAR-BoFEC)	person	2	10,000.00	20,000.00	240,000.00	11,325.84	9,060.67
		Office equipment	lump sum			45,000.00	45,000.00	1,698.88	1,698.88
		Running costs, operational costs, maintenance and lab reagents	lump sum			120,000.00	84,000.00	4,530.34	3,171.24
		Field vehicle (4*4 vehicle for the bad roads & off-roads) (ELAR-BoFEC)	no.	1		1,300,000.00	1,300,000.00	49,078.84	49,078.84
A 2.4 Assessment of varieties for seed purity and grain quality for transformation, research on performance of durum wheat varieties under different management system and localities (Bale, Arsi, West Arsi, East Sheva) and strengthening of seed multiplication schemes and A 4.1 The seed value chain is strengthened and production schemes are implemented	A 2.4, A 4.1	Seed production: field workers, machinery renting, consumables, fuel)	lump sum			120,000.00			
		Seed store (smaller warehouse for early generation seed classes)	lump sum			300,000.00	150,000.00	11,325.84	5,662.92
		Seed processing unit: medium level machine (ELAR-BoFEC)	lump sum			2,600,000.00	2,600,000.00	98,157.29	98,157.29
		Assessment of varieties for seed & grain quality	lump sum			70,000.00	35,000.00	2,642.70	1,321.35
		Early generation seed multiplication (breeder, pre-basic & basic)	lump sum			110,000.00	77,000.00	3,993.49	2,795.45
		Baseline study (design, implementation, data collection and analysis, reporting)	lump sum			150,000.00	150,000.00	5,662.92	5,662.92
A 3.5 Study tour to technological upgrade of DZARC team to Italy	A 3.5	Study tour abroad: lab methods=seed methods (ELAR-BoFEC)	no.	1		200,000.00	200,000.00	7,260.90	7,260.90
A 2.6 Training of Trainers (ToT) (Crops dept. experts, DAs and CPOs) and technical assistance to them and A 3.3 Training and technical assistance to members of cooperatives and A 4.3 Business management capacities are strengthened within cooperatives and unions	A 2.6, A 3.3, A 4.3	ToT for WoANR, CPO, DAs, cooperatives & technical assistance	lump sum			200,000.00	140,000.00	7,550.56	5,285.39
A 2.6 Preparation of pamphlets and communication and visibility tools	A 2.6	Preparation of pamphlets, communication & visibility tools	lump sum			70,000.00	20,000.00	2,541.31	726.09
A 2.2 Awareness campaigns on marketing opportunities on international and local markets	A 4.2	Awareness campaign on access to market (seed, grain & pasta)	lump sum			100,000.00	50,000.00	3,775.28	1,887.64
A 4.6 Meetings, workshops and media coverage contribute to the awareness creation and dissemination of the results of the project Study tour for tomato cooperatives, producers, officers and extensionists to agroprocessing factories	A 4.6	Workshops organisation: field days, seed fairs, pasta fair, traveling & mid-term workshop (DZARC-ELAR)	lump sum	3		240,000.00	168,000.00	9,060.67	6,342.47
		study tour in Ethiopia (West Arsi, East Sheva and Arsi, MINIMUM 2)	lump sum			130,000.00	65,000.00	4,907.86	2,453.93
<b>Total</b>		<b>Total</b>				<b>6,208,000.00</b>	<b>8,499,000.00</b>	<b>233,706.00</b>	<b>207,022.00</b>
<b>Extension offices (BoANR, OCPO)</b>									
General BoANR		Per diem and allowances BoANR (4 zones)	lump sum			200,000.00	100,000.00	7,550.56	3,775.28
A 2.7 Procurement of goods and operational costs to the extension offices	A 2.7	Equipment and running costs in the 3 zones and 14 wordas for BoANR, consumables, bid advertising, stationery, office equipment	lump sum			294,000.00	294,000.00	11,099.32	11,099.32
Support to provide ToT to cooperatives and unions and capacity building activities		Allowances for 4 zones, training equipment costs and training operational cost in the 4 zones and 14 wordas (for OCPO)	lump sum			494,000.00	345,800.00	18,649.88	13,054.92
4.1 The seed value chain is strengthened and production schemes are implemented	A 4.1	ToT: wordas WoANR & OCPO experts, DAs	lump sum			150,000.00	105,000.00	5,662.92	3,964.04
A 2.6 Training of Trainers (ToT) (Crops dept. experts, DAs and CPOs) and technical assistance to them and A 3.3 Training and technical assistance to members of cooperatives	A 2.6, A 3.3, A 4.1	Follow up training sessions and follow up to cooperatives in the 4 zones and 14 wordas (guidance for DAs, WoANR and OCPO)	lump sum			300,000.00	150,000.00	11,325.84	5,662.92
<b>Total</b>		<b>Total</b>				<b>1,438,000.00</b>	<b>994,800.00</b>	<b>54,289.00</b>	<b>37,866.00</b>
<b>Primary Cooperatives</b>									
A 3.2 Procurement of goods and services to primary cooperatives and unions and A 3.4 Stores construction and seed cleaning facilities	A 3.2, A 3.4	Store construction: material provision and basic work contracts (selected coops; min 21 coops)	lump sum			6,000,000.00	6,000,000.00	217,826.96	217,826.96
A 3.3 Training and technical assistance to members of cooperatives and unions	A 3.3	Training of PC members	lump sum			460,000.00	230,000.00	17,366.29	8,683.14
<b>Total</b>		<b>Total</b>				<b>6,460,000.00</b>	<b>6,230,000.00</b>	<b>235,193.25</b>	<b>226,510.10</b>
<b>Unions</b>									
A 3.2 Procurement of goods and services to primary cooperatives and unions (seed cleaning facilities)		Uta Wayu Union (West Arsi zone) - Line with 3 tons hr capacity	lump sum	1		2,600,000.00	2,600,000.00	98,157.29	98,157.29
		Silo Siondo Union (Bale)-Line with 3	lump sum	1		3,800,000.00	3,800,000.00	143,460.65	143,460.65
		Lume Adama (East Sheva zone) - Line with 3 tons/hr capacity	lump sum	1		3,800,000.00	3,800,000.00	143,460.65	143,460.65
<b>Total</b>		<b>Total</b>				<b>10,200,000.00</b>	<b>10,200,000.00</b>	<b>385,078.58</b>	<b>385,078.58</b>

Component 3: processing tomato value chain									
EIAR/MARC									
General		perdiem and allowances	hump sum			95,000.00	66,500.00	3,586.52	2,510.56
A 5.2	Baseline survey on processing tomato value chain in the Central Rift Valley	baseline survey on processing tomato value chain in the Rift Valley	hump sum			55,000.00	55,000.00	2,076.40	2,076.40
A 5.4	5.4 Provision of goods and services to research centres	laboratory equipment (EIAR.BoFEC)	hump sum			300,000.00	300,000.00	11,325.84	11,325.84
		office equipment	hump sum			45,000.00	31,500.00	1,698.88	1,189.21
		running costs, operational costs, maintenance and lab reagents	hump sum			70,000.00	49,000.00	2,642.70	1,849.89
		screen house/ greenhouse	hump sum			250,000.00	175,000.00	9,438.20	6,606.74
		field vehicle (*4 vehicle for the bad roads & off-roads)	no.	1		1,300,000.00	1,300,000.00	49,078.64	49,078.64
A 5.5	5.5 Identification of suitable tomato varieties, seed production, multiplication centres and supply channels	variety selection & seed production: field trials, characterizations for yield & quality	hump sum			80,000.00	56,000.00	3,020.22	2,114.16
A 6.8	A 3.5 Study tour to technological upgrade of MARC team to Italy	study tour abroad: seed management, lab services, advances in tomato sector [EIAR.BoFEC]	no.			130,000.00	130,000.00	4,719.58	4,719.58
A 5.7, A 6.3	5.7 Training of Trainers (OIDA experts, DAs and CPOs) and technical assistance and 6.3 Training and technical assistance to members of cooperatives	training of trainers for OIDA, WoANR, CPO, DAs, cooperatives & technical assistance	hump sum			120,000.00	84,000.00	4,530.34	3,171.24
A 6.6	6.6 Awareness creation on engagement of private processor and facilitation of marketing agreement 6.9 Dissemination of project results (in Ethiopia and Italy)	workshops organization: field days, seed fairs, etc	hump sum			150,000.00	75,000.00	5,662.92	2,831.46
		awareness campaign on access to market (tomato and its products)	hump sum			95,000.00	47,500.00	3,586.52	1,793.26
		preparation of pamphlets, communication & visibility tools	hump sum			75,000.00	52,500.00	2,831.46	1,982.02
	Study tour for tomato cooperatives, producers, officers and extensionists to agro-processing factories	study tour in Ethiopia (East Shewa, Minimum 3 visits)	hump sum			90,000.00	45,000.00	3,397.75	1,698.88
Total		Total				2,855,000.00	2,467,000.00	107,595.97	90,437.32
OARI/AARC									
General		perdiem and allowances	hump sum			95,000.00	66,500.00	3,448.93	2,510.56
A 5.2	A 5.2 Baseline survey on processing tomato value chain in the Central Rift Valley	baseline survey on processing tomato value chain in the Rift Valley	hump sum			30,000.00	30,000.00	1,089.13	1,132.58
A 5.4	5.4 Provision of goods and services to research centres	laboratory equipment (OARI.BoFEC)	hump sum			150,000.00	150,000.00	5,445.67	5,662.92
		office equipment	hump sum			45,000.00	31,500.00	1,633.70	1,189.21
		running costs, operational costs, maintenance and lab reagents	hump sum			70,000.00	49,000.00	2,541.31	1,849.89
		Laboratory room (8m x 6m, partitioned into two)	hump sum			300,000.00	300,000.00	10,891.35	11,325.84
A 5.5	5.5 Identification of suitable tomato varieties, seed production, multiplication centres and supply channels	variety selection & seed production: field trials, characterizations for yield & quality	hump sum			50,000.00	35,000.00	1,815.22	1,321.35
A 6.8	6.8 Study trips in Ethiopia and Italy	study tour abroad: lab methods=seed methods [OARI.BoFEC]	no.			100,000.00	100,000.00	3,630.45	3,775.28
A 5.7, A 6.3	5.7 Training of Trainers (OIDA experts, DAs and CPOs) and technical assistance and 6.3 Training and technical assistance to members of cooperatives	training of trainers for OIDA, WoANR, CPO, DAs, cooperatives & technical assistance	hump sum			100,000.00	70,000.00	3,630.45	2,642.70
A 6.6	6.6 Awareness creation on engagement of private processor and facilitation of marketing agreement 6.9 Dissemination of project results (in Ethiopia and Italy)	workshops organization: field days, seed fairs, etc	hump sum			100,000.00	50,000.00	3,775.28	1,887.64
		awareness campaign on access to market (tomato and its products)	hump sum			90,000.00	45,000.00	3,267.40	1,698.88
		preparation of pamphlets, communication & visibility tools	hump sum			70,000.00	49,000.00	2,541.31	1,849.89
	Study tour for tomato cooperatives, producers, officers and extensionists to agro-processing factories	study tour in Ethiopia (East Shewa, Minimum 3 visits)	hump sum			70,000.00	25,000.00	2,642.70	943.82
Total		Total				1,270,000.00	1,001,000.00	46,352.92	37,790.56
Extension offices (BoARN-OIDA, OCPA)									
General BoARN-OIDA		1 zones & 4 woreda support (processing tomato)							0
5.7 Training of Trainers (OIDA experts, DAs and CPOs) and technical assistance and 5.8 Procurement of goods and operational costs to the extension services (OIDA) and offices supporting commercialization and input supply (OCPA)		perdiem and allowance BoARN- OIDA	hump sum			70,000.00	35,000.00	2,642.70	1,321.35
Operational support to OCPA in 1 zone and 4 woredas		Training equipment costs and training operational cost in the zone and woredas for OIDA	hump sum			142,000.00	99,400.00	5,360.90	3,752.63
Capacity building to cooperatives and unions		Support to activities: operational cost, personnel, transport, office equipment	hump sum			110,000.00	77,000.00	4,152.81	2,906.97
		Allowances for 1 zone, training equipment costs and training operational cost for OCPA	hump sum			100,000.00	70,000.00	3,775.28	2,642.70
		ToT: woreda OIDA, WoANR & OCPA experts, DAs	hump sum			50,000.00	50,000.00	1,887.64	1,887.64
		Follow up training sessions and follow up to cooperatives (perdiem for DAs, OIDA, WoANR and OCPA)	hump sum			100,000.00	100,000.00	3,775.28	3,775.28
Total		Total				572,000.00	431,400.00	21,594.60	16,286.56
Primary Cooperatives									
6.2 Procurement of goods and services to primary cooperatives and unions and 6.4 Stores construction		Light stores: material provision and contracts for basic works and harvesting equipments	hump sum			910,000.00	910,000.00	33,037.09	33,037.09
6.3 Training and technical assistance to members of cooperatives		Training of PC members	hump sum			200,000.00	200,000.00	7,550.56	7,550.56
Total		Total				1,110,000.00	1,110,000.00	40,587.65	40,587.65
Support to cooperative unions									
6.2 Procurement of goods and services to primary cooperatives and unions		Equipment: processing harvesting unit (for fresh vegetables from PCs to unions)-Meki Batu	no.	1		490,000.00	-	18,498.87	-
Total		Total				490,000.00	-	18,498.87	-
Total cost of the Project						37,507,000.00	33,957,500.00	1,399,995	1,266,033.87

Component 1- Horticulture					
<b>CIHEAM Bari</b>					
Component 1- Horticulture		Unit	1st year (euro)	2nd (euro)	Total (euro)
A 1.2 Technical assistance and extension to public services for strengthening the horticultural value chain	A 1.2		14000	6000	20000
A1.3- Expansion of irrigation plots and improvement of cooperatives and producers' equipment	A 1.3		60000	15000	75000
A1.4- Strengthening of horticulture cooperatives cooperatives and producers groups	A1.4		30000		30000
A 1.5 Strengthening of processing cooperatives	A 1.5		10000	10000	20000
1.6 Pilot exchange actions between cooperatives and producer groups	A 1.6			8000	8000
<b>Subtotal component 1</b>			<b>114000</b>	<b>39000</b>	<b>153000</b>
<b>Component 4- Gender</b>					
7.2 Baseline survey on women's participation, access gaps and opportunities to increase their role in the target cooperatives	A 7.2		18000		18000
A 7.3 Ensuring capacity building to women members of cooperatives aimed to improve their skills and competences for being proactive and assuming leadership roles	A 7.3		7000	5000	12000
7.4 Creating and/or supporting small women's groups in acquiring confidence with basic skills to join a cooperative	A 7.4		2000	6000	8000
7.6 Training cooperative leaders on the gender perspective and on the benefits deriving from women's participation in the cooperatives	A 7.6		5000		5000
7.7 Providing capacity building to the staff of Cooperative offices and other public bureaus at regional, zonal, woreda level, on gender mainstreaming and on the benefits deriving from women's participation to cooperatives	A 7.7		5000		5000
7.8 Final survey to verify women's participation in the beneficiary cooperatives and groups	A 7.8			12000	12000
<b>Subtotal component 4</b>			<b>37000</b>	<b>23000</b>	<b>60000</b>
<b>Component 5- Nutrition</b>					
8.2 Baseline survey on the nutritional status of target beneficiaries in the selected communities	A 8.2		30000		30000
8.3 Strengthening of the capacities of DAs and creation of linkages among the various involved institutions (DAs and HEWs)	A 8.3		30000		30000
8.4 Sensitisation campaign on the linkages between agriculture, nutrition and health, targeting the entire community (women and men)	A 8.4			20000	20000
8.5 Demonstration plots for technology transfer and production of vegetables contributing to diet diversification	A 8.5		21400	5000	26400
8.6 Training women, on conservation and processing of horticultural products for domestic use, utilisation of horticultural products and culinary demonstrations	A 8.6			9900	9900
8.7 Final survey the nutritional status of target beneficiaries in the selected communities.	A 8.7			20000	20000
<b>Subtotal component 5</b>			<b>81400</b>	<b>54900</b>	<b>136300</b>
<b>Other costs</b>					
CIHEAM-Bari coordination		year	72000	24000	96000
Local personnel		year	177000	59000	236000
<b>Subtotal</b>			<b>249000</b>	<b>83000</b>	<b>332000</b>
<b>Operational costs</b>					
DSA for training		lump	10000,00	3000,00	13000
Offices equipment & maintenance		lump sum	10000,00	3000,00	13000
Vehicles purchase		unit	62000,00		62000
Vehicles functioning and maintenance		lump sum	37800,00	12600,00	50400
<b>Subtotal</b>			<b>119800</b>	<b>18600</b>	<b>138400</b>
<b>International flights</b>					
			<b>10000,00</b>	<b>4000,00</b>	<b>14000</b>
<b>Technical Assistance</b>					
R&E expert		days	28800,00	14400,00	43200
Irrigation expert		days	7200,00	7200,00	14400
Gender/nutrition expert		days	28800,00	14400,00	43200
<b>Subtotal</b>			<b>64800,00</b>	<b>36000,00</b>	<b>100800</b>
Management costs					65415
<b>Total</b>			<b>676000,00</b>	<b>258500,00</b>	<b>999915</b>