



AMHARA
REGIONAL STATE



MINISTRY FOR FOREIGN
AFFAIRS OF FINLAND



AGROBIG PROGRAMME PHASE I COMPLETION REPORT

JANUARY 2013–JUNE 2017

AgroBIG

**The first draft of this Programme Completion Report
was reviewed and discussed by AgroBIG Supervisory Board on 29.6. 2017
in Bahir Dar. The requested additions and updates have since been
incorporated in this final report version submitted
on October 9th, 2017.**

Agro-Business Induced Growth Programme in the Amhara National Regional State (AgroBIG)
Ethiopia

BoFEC/PSU
New ACSI Building 3rd Floor
P.O. BOX 217
Bahir Dar
Amhara Region
Ethiopia

www.agrobig.org

Technical Assistance provided by the consortium of



CONTENTS

ACRONYMS

EXECUTIVE SUMMARY

1. Programme Background	1
1.1 Alignment with the government strategy	1
1.2 Project area	2
1.3 Value chain approach in AgroBIG	2
1.4 Project duration and operational focus	3
1.5 Intervention logic	4
1.6 Programme beneficiaries	4
1.7 Major changes in the programme environment	5
2. Progress towards achieving the Programme goals	7
2.1 Programme Objective level achievements	9
2.1.1 Progress against Programme Objective targets	9
2.1.2 Nutritional status of children	10
2.2 Programme purpose level achievements	10
2.2.1 Yield of the VC product (quintals/hectare)	12
2.2.2 Percentage of on-farm post-harvest losses	12
2.2.3 Average farm-gate price of Value Chain product (ETB per quintal)	13
2.2.4 Volume and value of agricultural production and processed products	13
2.2.5 Female household members' role in decision making	14
2.2.6 Annual Household income	15
2.2.7 Profitability of onion, onion seed and potato	15
2.2.8 Conclusions on the AgroBIG Programme Outcome	17
3. Progress in achieving the Programme outputs	18
3.1 Component 1 outputs – Functioning efficient Value Chains developed	20
3.1.1 Summary of Component 1 outputs	21
3.1.2 Summary of Component 1 interventions facilitating the positive results	24
3.1.3 Organizational and agribusiness development along the Value Chains	25
3.1.4 Action and business plans eligible for grant funding	38
3.2 Component 2 – Service Delivery developed to support and facilitate Value Chain Development	39
3.2.1 Summary of Component 2 outputs	40
3.2.2 Private Sector Service Delivery Capacity and Technical Assistance Developed	42
3.2.3 Public Sector Capacity Developed to Service, Facilitate and Advise on Value Chain Development	47
3.3 COMPONENT 3 – Access to Inclusive Finance	51
3.3.1 Summary of Component 3 achievements	51
3.3.2 AgroBIG grants	55
3.3.3 Auditing and closing of grant project files	56
3.3.4 ACSI Loan Fund	56
3.3.5 Gender Balanced Family Financial Training	57
3.3.6 BDS training for ACSI branch staff	57
3.3.7 M-birr mobile banking	57
3.3.8 Community Warehouse Receipt Scheme for Rice	58

4. Relevance, effectiveness, efficiency and sustainability	60
4.1 Relevance	60
4.2 Effectiveness	60
4.3 Efficiency	61
4.4 Sustainability	62
4.5 Cross cutting objectives	62
4.5.1 Gender Equality	62
4.5.2 Climate Change Adaptation	64
4.5.3 Reducing Social Inequalities	65
4.5.4 Human Rights Based Approach (HRBA)	65
5. Assumptions, risks and opportunities	66
6. Resource allocation	69
6.1 Use of Programme Implementation Budget	69
6.1.1 Planned Budget by Components	69
6.1.2 Fund transactions between MFA/Finland & ANRS/BoFED	69
6.1.3 Government of Ethiopia Contribution	70
6.1.4 Budget Utilization By Components	70
6.2 Audit	73
6.2.1 Internal audit	73
6.2.2 External audit	73
6.3 Usage of TA Resources	73
7. Management and coordination	74
7.1 Staffing	75
7.2 The Technical Advisory Service	75
7.3 Monitoring and Evaluation	76
7.4 Communication	76
8. Lessons learned and recommendations	78
8.1 Major challenges	78
8.2 Technical observations and issues	80
8.3 Organizational observations and issues	84
9. Annexes	85
ANNEX 1. AgroBIG logframe with indicators, targets and achievements by 2016/2017	
ANNEX 2. Summary of targeted kebeles	
ANNEX 3. List of AgroBIG publications by Implementign Partners and PSU	
ANNEX 4. Trainings and field days facilitated with AgroBIG support in 2013-2016	
ANNEX 5. List of completed and on-going grant projects in 2014-2015	
ANNEX 6. Inventory list of AgroBIG Programme fixed assets as per June 2017	
ANNEX 7. Vehicles purchased by AgroBIG funding	
ANNEX 8. Personnel of AgroBIG PSU Phase I	
ANNEX 9. Summary of funds transferred to the Implementing agencies against approved annual budgets, respective annual expenditures and remaining balance during 2013-2017.	
ANNEX 10. List of Bank Accounts of the Implementing partners receiving funds fom AgroBIG	

PROGRAMME FACT SHEET

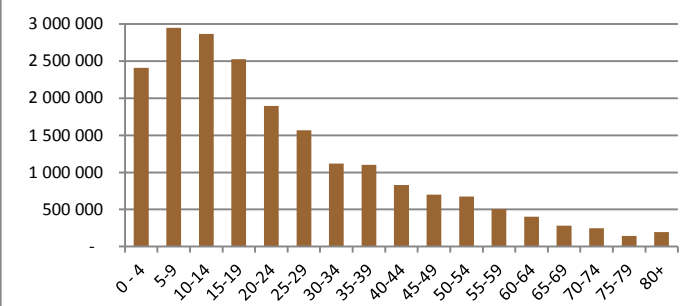
Programme title	Programme for Agro-Business Induced Growth in the Amhara National Regional State (AgroBIG)	
Sector	Agriculture, Agribusiness	
Sub-sectors	Agribusiness Development in Value Chains	
Programme area	Ethiopia, Amhara National State, the part of the Tana Beles Growth Corridor that has Gonder and Bahir Dar as the main market centres.	
Duration	Initially three year pilot phase 2013–2015 including an inception period, with an additional non-cost extension of 18 months till mid-2017. The programme is expected to have an another 4.5 year continuation period after the pilot phase.	
Programme financing	Total	EUR 10.4 Million ETB 257.25 Million
	Government of Finland	EUR 9.3 Million ETB 227.85 Million
	Government of Ethiopia	EUR 1.1 Million (in-cash and in-kind) ETB 25.08 Million
Competent authorities	Ministry of Finance and Economic Development (MoFED, later MoFEC) Ministry for Foreign Affairs of Finland (MFA)	
Lead implementing agencies and programme oversight	The lead agency is the Bureau of Finance and Economic Development (BoFED, later BoFEC) of the Amhara Region coordinating with the relevant Bureaus, institutions and financing agencies.	
	Supervisory Board, Regional Technical Committee, Woreda Steering Committees, Woreda Technical Committees	
Overall objective	To contribute to poverty reduction through agriculture based economic growth.	
Programme purpose	To establish efficient and profitable value chains of selected crops/products benefitting the involved actors and stakeholders along the chain.	
Programme Components (as per Programme document)	Component 1. Value Chain Development: This component brings actors together to establish formal and informal linkages. Value Chain Platforms identify problems and solutions and develop action plans to increase profitability along the value chain.	
	Component 2. Service Delivery Development: This component develops the service provision to the value chain actors to increase production, trading, processing, retailing or marketing.	
	Component 3. Access to finance: This component enhances saving and credit facilities to value chain, and makes funds available through (i) Innovation, Development and Research Fund, (ii) Matching Grant Fund, (iii) and Value Chain Fund to meet the financing needs in the selected value chains.	
	Programme Support Unit (PSU) facilitates implementation.	
Exchange rate	1 EUR equals to 22.8 ETB in April 2012; By March 2017 the exchange rate has risen up to 24 ETB/EUR	

THE AMHARA REGION

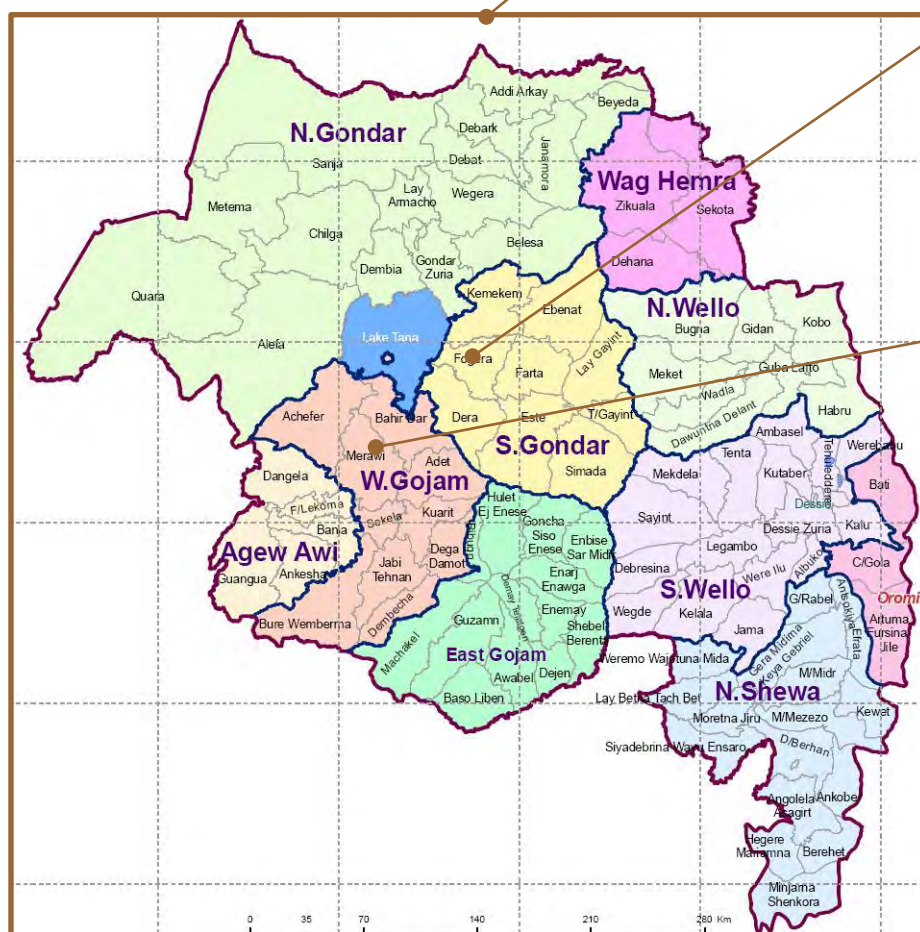
AMHARA REGION IN A NUTSHELL

- 10 zones, 137 rural woredas
- Land area: 157 127 km² (BoFEC 2014)
- Agricultural land 4.4 million hectares (2013/2014)
- Population: 21.1 million (CSA projection for 2017)
- Bahir Dar town, urban population 314,000 (CSA projection 2017)
- 84% of population residing in rural areas, engaged in agriculture

Population by age groups in Amhara in 2015



FEDERAL DEMOCRATIC REPUBLIC OF ETHIOPIA



FOGERA WOREDA

- Land area: 114,414 ha
- Cultivated: 63% of total area
- Population 278,700 (CSA 2017 projection)
- Woreda capital: Woreta
- 34 kebeles in total, 18 of them targeted by AgroBIG

MECHA WOREDA

- Land area: 129,930 ha
 - Cultivated: 59% of total area
 - Population 350,700 (CSA 2017 projection)
 - Woreda capital: Merawi
 - 43 kebeles in total, 17 of them targeted by AgroBIG
- NB. Mecha woreda was in 2016 split into two, North and South Mecha.

ACRONYMS

ACSI	Amhara Credit and Savings Institution
AgroBIG	Agro-Business Induced Growth Programme
AGP_LMD	Agricultural Growth Programme Livestock Market Development
ANRS	Amhara National Regional State
ARARI	Amhara Regional Agricultural Research Institute
ASE	Amhara Seed Enterprise
ATA	Agricultural Transformation Agency
BDU	Bahir Dar University
BoA	Bureau of Agriculture
BoFED	Bureau of Finance and Economic Development
BoFEC	Bureau of Finance and Economic Cooperation
BoIUD	Bureau of Industry and Urban Development
BoTIMD	Bureau of Trade Industry and Market Development
BoTVED	Bureau of Technical Vocational Training and Enterprise Development
BoTT	Bureau of Trade and Transport
BoT	Bureau of Trade
BoRT	Bureau of Road and Transport
BoTVED	Bureau of Technical and Vocational Enterprise Development
CIP	International Potato Center
CPA	Cooperative Promotion Agency
CoC	Certificate of Competence
CSPro	Census and Survey Processing System
DA	Development Agent
DLS	Diffused Light Storage
DO	Development Objectives
ETB	Ethiopian Birr
EUR	Euro
FAO	Food and Agricultural Organization
FHH	Female-Headed Household
FNRRTC	The Fogera National Rice Research and Training Center
GAP	Good Agricultural Practices
GoE	Government of Ethiopia
GTP	Growth and Transformation Plan
IDRF	Innovation, Demonstration and Research Fund
IMIS	Integrated Market Information System
IP	Implementing Partner
IPM	Integrated Pest Management
ISSD	Integrated Seed System Development
IT	Information Technology
LIVES	Livestock and Irrigation Value Chains for Ethiopian smallholders -project
M&E	Monitoring and Evaluation

MFI	Micro Finance Institution
MFF	Male-Headed Household
MGF	Matching Grant Fund
MoFED	Ministry of Finance and Economic Development Currently: Ministry of Finance and Economic Cooperation MoFEC
MSP	Multi-Stakeholder Platform
MTE	Mid-Term Evaluation
RUSACCO	Rural Savings and Credit Cooperative
PC	Primary Cooperative
PSU	Programme Support Unit
QA	Quarantine Authority
Qt	Quintal (100kg)
RTC	Regional Technical Committee
SMEs	Small and Medium Enterprises
SC	Steering Committee
SPSS	Statistical Package for Social Sciences
SVB	Supervisory Board
TA	Technical Assistance
TC	Technical Committee
TVET	Technical and Vocational Education and Training
VC	Value Chain
VCF	Value Chain Fund
WHO	World Health Organization
WoCPO	Woreda Cooperative Promotion Office
WoTIMD	Woreda Office of Trade and Market Development
WoRT	Woreda Office of Road and Transport
WoA	Woreda Office of Agriculture
WoEPLUA	Woreda Office of Environmental Protection, Land Use and Administration
WoFEC	Woreda Office of Finance and Economic Cooperation
WoFED	Woreda Office of Finance and Economic Development
WoYS	Woreda Office for Youth and Sport
WoWCA	Woreda Office of Women and Children Affairs'

Woreda	District, third level administrative unit
Kebele	Village, smallest administrative unit

EXECUTIVE SUMMARY

AgroBIG, the Programme for Agro-Business Induced Growth in the Amhara National Regional State, is a bilateral agricultural programme between the governments of Ethiopia and Finland. The Programme is an innovative and results-driven agricultural intervention using the value chain approach to develop smallholder agriculture in parts of the Tana Beles Growth corridor within the Amhara Region in the northwestern part of Ethiopia. The programme is aligned with Ethiopia's national development goals and strategies.

Two woredas, Mecha and Fogera, have been targeted. AgroBIG has around 340,000 beneficiaries, majority of them cooperative members and their household members.

This report covers the results of the first phase of the Programme, which was a pilot phase over the period from January 2013 to June 2017.

MAIN RESULTS ATTAINED

AgroBIG has to a great extent achieved its Programme **purpose**: to establish efficient and profitable value chains of selected crops/products benefitting the involved actors and stakeholders along the chain. The Programme has focused on four value chains: onion (bulb and later seed), rice, potato and maize.

The Programme has also created additional benefits that strengthen sustainability. It is concluded that AgroBIG has made good progress towards its **long-term objective**, poverty reduction through agriculture based economic growth.

The achievements from the baseline situation in 2014 are in this report compared with the data recorded in a household survey in 2015, and furthermore with information captured in focus group discussions (FGD) with beneficiaries in late 2016 and early 2017. The results assessed with the main indicators for the Programme reveal the following:

- The households (HH) in Fogera and Mecha who have been involved in the cultivation of onion bulbs, onion seed, potato and rice have more than **doubled their total income**. The survey in 2015 showed that the average household income had increased by 9% in Fogera to around 24,600 ETB and by 115% in Mecha to 27,800 ETB in a year. The FGDs in 2016 and 2017 revealed further progress: annual income per hh was estimated as 75,000 ETB in Fogera and 53,100 ETB in Mecha.
- The household asset indexes showed positive progress during the surveyd period: **consumption asset index** increased by 5 % from 2.1 in the baseline to 2.2, and **production asset index** had increased by 7% from 2.9 to 3.1.
- The **value of agricultural production** per household has increased considerably. This is due to increased volumes and improved quality of the produce, which has attracted buyers fetching good prices. For example, production of onion bulbs per household in Mecha has increased from an average of 1 qt to 40 qt and in Fogera from 29 qt to 55 qt. Fogera has traditionally been an important onion supplier in the region, and its total production has been steadily increasing. Very few farmers in Mecha produced onion bulbs when AgroBIG started, but onion is increasingly attracting farmers due to Koga Irrigation Scheme that enables reliable access to irrigation during the off-season. The price fluctuation and also risk for post-harvest losses can be substantial and jeopardize smallholders' gross income though. To optimise producers' returns and mitigate financial risks AgroBIG has assisted farmers to access good quality seed, encouraged staggered planting and good agronomic practises, and introduced improved

harvesting and post-harvest methods that reduce losses after harvesting and most importantly, improve quality and extend the shelf-life of onions that are rather a perishable crop.

- **Average yields/ha** of the targeted commodities have increased with 9-20% from 2014 to 2015, and more during 2016 and 2017. Availability of good quality onion, potato and rice seed, which AgroBIG has promoted and supported, has contributed a lot, along with improved agronomic practices. AgroBIG has facilitated establishment of a seed system for **onions** that now enables seed cooperatives and seed companies provide quality declared, packed and labelled seed, to local farmer as well as outside the locality. Seed production as such offers an attractive business opportunity. Successful farmers, male and female, have multiplied their annual income through engaging in seed production. As for **potato**, AgroBIG has supported production of disease resistant seed that enables farmers to cultivate potato even during the rainy season when the risk for diseases is higher. Adet Agricultural Research Center has intensively been engaged in producing mini tuber potato seed, and its capacity in this supply has been doubled. Community based **rice** seed multiplication and marketing groups are organized and farmers producing disease and cold resistant rice seed varieties.

CAPACITY DEVELOPMENT AND SERVICE DELIVERY

AgroBIG has worked through the existing institutions—cooperatives, authorities and extension service, research, training and other—creating synergies and enabling them to develop their human capacity, necessary equipment and even infrastructure. Substantial support has been channelled to primary cooperatives to benefit their members in form of improved services and support in organizing marketing and sales. Amhara Credit and Savings Institution (ACSI) has been key partner for the Programme in managing AgroBIG grant and loan funds.

The Programme has facilitated **linkages between buyers and suppliers**, and helped to improve marketing systems and to establish market centers. Contract marketing has been performed between onion and potato producer cooperatives, consumer coops and ETFRUIT. The influence of often aggressive unlicensed brokers has been reduced considerably. Cooperatives have been supported to purchase calibrated weighing scales to add accuracy and transparency in transactions. Farmers are communicating with Woreda Office of Trade (WoTT) to link with traders and other buyers before harvest. Most importantly, the level of trust between producers and cooperatives/union has improved. All these things put together have remarkably improved the operations within value chains generating benefits to all respective actors.

In order to increase market efficiency, AgroBIG supported Bureau of Trade Industry and Market Development (BoTIMD) to establish a **web based integrated market information system** in the region. As a result, value chain actors will have easy access to real time market information.

AgroBIG has also supported the **formation of farmer clusters**. Clusters make it easier to organize field days and demonstrations on agricultural practices and post-harvest technologies. Plant Quarantine Agency can inspect the seed production on the field and in laboratory, and certify seed as local best seed within the woreda.

In order to engage **landless youth** in income generating activities, the Programme has mobilized young people into groups that have been capacitated to provide services for farmers in Mecha and Fogera on commercial basis: manual well-drilling, application of agro-chemicals, input supply, mechanized maize threshing, ploughing and maintenance of water pumps. The demand for mechanized threshing has been quickly increasing even outside the targeted two woredas, and farmers are very pleased with the service as it is affordable, saves time and gives better quality compared to traditional threshing. The activity of manual well drilling has picked up a lot in Fogera after farmers following the model farmers example and realizing the advantage of a well for dry season cultivation enabling also staggered production, i.e not planting everything simultaneously.

Other private sector actors supported cover a wide range of beneficiaries, from major commercial companies to individual entrepreneurs who run small businesses like making potato crisps as snacks, which is currently occupying close to 50 women in Bahir Dar and Mecha.

AgroBIG support to development initiatives and institutional capacity building has created over 1000 jobs or job opportunities. In addition to jobs created for employees and self-employed, the Programme has assisted smallholders to have profitable occupation and get additional income year round. Farmers conclude that they now have more work to do than before, but also the income has increased, which allows them to source production assets and buy household goods that they are in need of.

ACCESS TO FINANCE

To enhance entrepreneurs', businesses' and cooperatives' and other entities' access to finance, AgroBIG has had three different grant funds in use. A total of **570 grant applications** were received for the three calls during the Programme period. The grant contributions a total of 26 million ETB have been awarded for 166 projects during 2015-2016 supporting various new investments of a total value of 45 million ETB in efficient value chains. After the award of the grant, 24 projects were cancelled for various reasons and **142 of the awarded projects have finally been implemented** for the grant value of 22 million ETB, total value of the projects being 39 million ETB. The year 2016 grant applications were not awarded due to uncertainties within the operating environment.

Several of the achievements reported above have been supported with AgroBIG grants.

- **The Innovation, Demonstration and Research Fund** has provided opportunities mainly for research institutions to actively participate in providing solutions to improving yields and fighting plant diseases. **Nine initiatives** have been implemented.
- **The Value Chain Fund** has supported especially the capacity of agricultural primary cooperatives to invest in improving their services to members. Total of **118 grants** were implemented to provision of water pumps, crop spraying equipment, farm processing equipment, improved crop transport and central collection centers.
- **The Matching Grant Fund** has provided substantial grant support for high quality processing of rice and potatoes and facilities for input supply and improved marketing of maize and horticultural crops. Investments in **15 projects** to the total value of 26 million ETB have been catalyzed by the fund.

In addition, a **loan fund** has been established with ACSI so that loans can be provided to cooperatives for crop trading and wholesale lending to Rusaccos. A **family financial literacy programme**, with a gender orientation to enhance women's participation in financial decision making, has been initiated to educate farmer families in sound financial planning. Initiatives to activate **mobile banking services** in the rural areas were taken. To improve financing to crop trading, AgroBIG also initiated a community warehouse receipt scheme for rice, which is the first of its kind in Ethiopia.

USE OF RESOURCES

The contribution from the Finnish Government for AgroBIG phase 1 was EUR 9.3 million, equal to ETB 257.25 million. 99.9 % of this has been utilized by June 30, 2017.

A total of ETB 25.08 million, equal to EUR 1.1 million, was initially budgeted as the contribution from the Ethiopian Government. Part of this was to be in-cash and the rest in-kind. In total ETB 16,015,529 (both in-cash and in-kind) has been channelled to facilitate the Programme implementation.

RECOMMENDATIONS

A number of lessons have been learned during the Programme implementation. Summary of the key recommendations is presented below:

Ownership of the Programme and interventions:

- *Ensure that there is participation in decision making*
- *Work with existing structures, without creating bypasses, to build capacity*

Value chain approach:

- *Bring various value chains actors together to create an understanding of how value chains function and how value can increase*

Seed system:

- *Establish formal seed systems as starting points for successful production*
- *Provide the technical knowledge and skills required to operate seed system*
- *Establish workable distribution channels required to make good quality seeds widely available*

Value addition:

- *Further efforts are required to identify possibilities for value addition, and to invite entrepreneurs to be engaged in agribusinesses*
- *Promote the production and marketing of higher value crops*

Formation of clusters:

- *Continue promoting the creation of clusters*
- *Train extension workers on providing support to cluster farmers*

Cooperatives:

- *Strengthen the cooperatives' management and administration capacity*
- *Provide working capital and storage facilities to the cooperatives*

Towards commercial farming:

- *Provide marketing information and opportunities to producers*
- *Improve rural infrastructures*

Increased production:

- *Promote the improvement of everyday farming practices*
- *Provide training to extension workers*

Marketing and linkages:

- *Ensure that the IMIS can display up-dated and recent price information widely*
- *Continue building linkages between buyers and sellers which involves the production and promotion of good quality products*

Procedures:

- *Be aware of requirements and be fully prepared to meet those*
- *Follow the implementation of entered contractual agreements in all details*

Capacity building:

- *All training should be demand driven based on needs assessments*
- *Follow-up the usefulness of training sessions conducted*
- *Encourage women to participate in trainings*
- *Provide gender sensitive capacity building programmes and practical arrangements that respond to women's specific needs.*

Value chain finance:

- *Continue promoting the availability of grant funds for value chain development*
- *Simplify the procedures for applications and approval.*

1. PROGRAMME BACKGROUND

Rapid economic growth has been seen over the last few years in Ethiopia. The Government has invested heavily in infrastructure and in education and health. As a result, the poverty level in the country has declined. Still, the humanitarian situation and food security remain as major challenges.

Agriculture sector provides the bulk of employment and income opportunities to the rural population, and it will even in the future continue to play a major role in the economy. As the agricultural practices are still very traditional and subsistence farming prevails, transformation towards commercial farming and adoption of more effective and cost-efficient methods is required to enable the sector respond to the needs of the increasing population and market demand.

This has been the starting point for AgroBIG. The project has used the **value chain approach** to identify **potentials and constraints** along selected value chains, and to identify **intervention areas** to add quality and value to the products coming out of these chains.

1.1 ALIGNMENT WITH THE GOVERNMENT STRATEGY

The main strategy for developing the agriculture sector in Ethiopia is described in the Ethiopian Government's **Growth and Transformation Plan, GTP**. The GTP II (2015-2020) sees agriculture as an important driver of economic growth and development. The strategy is to pay special attention to high value crops, industrial inputs and export commodities. Irrigation based agriculture, horticulture, fruits and vegetables, livestock and fisheries development will be prioritized, along with promoting the productivity and quality of staple food production.

GTP II, that builds on the experiences of the former GTP I, has been built around the following five objectives for the agriculture sector:

- Accelerated growth in agricultural production with a gradual shift towards high value commodities
- Sustainable, broad-based and inclusive agricultural development
- Elimination of national food gaps
- Establishment of a market system that benefits farmers and non-farm actors
- Improved implementation capacity among institutions and human resources.

AgroBIG has operated in line with the GTP I and II, with the aim to support the attainment of their goals.



Improved water utilization in agriculture is one of the key objectives in GTP II to enhance productivity. The Koga Irrigation Scheme now enables a total of 7004 hectares be cultivated under irrigation in North Mecha woreda.

1.2 PROJECT AREA

AgroBIG has been implemented in two woredas, **Mecha** and **Fogera**, in the Amhara National Regional State (see page vi). Both woredas are situated close to Bahir Dar, the capital city of Amhara Region, in the so called Tana Beles Growth Corridor, which has large areas under irrigation. The Government's intention with the Corridor is to develop it into a major food producing and processing area based on commercialized farming and an enabling business environment.

Although the programme woredas are seen as food secure woredas with areas having irrigation facilities, many farmers are still operating at the subsistence level, on small parcels of land relying on very traditional farming methods and crops. Value addition through further processing is far from straight forward considering that the local consumption traditionally is for fresh products. To introduce new products for the local market is not easy, production wise as well as market wise, in a traditional setting with limited buying power.

1.3 VALUE CHAIN APPROACH IN AGROBIG

To introduce, develop and rely on the value chain approach has been central to AgroBIG. The first phase of the project has been designed to address constraints and opportunities along **four value chains**: onions, potato, rice and maize.

Farmers by tradition try to produce as much as possible from their land, but there are many aspects to be considered in maximizing the outputs. It involves not only the farmer but many other actors operating along the chosen value chains as well. The value chain approach recognizes that the success of an individual actor along a given value chain depends on the success of other actors too. For instance, a farmer needs to buy seeds and fertilizers from input suppliers, sell his products to retailers, have access to market information and extension support etc. And, all actors along the value chain need to have access to finance. These relationships are illustrated in figure below.

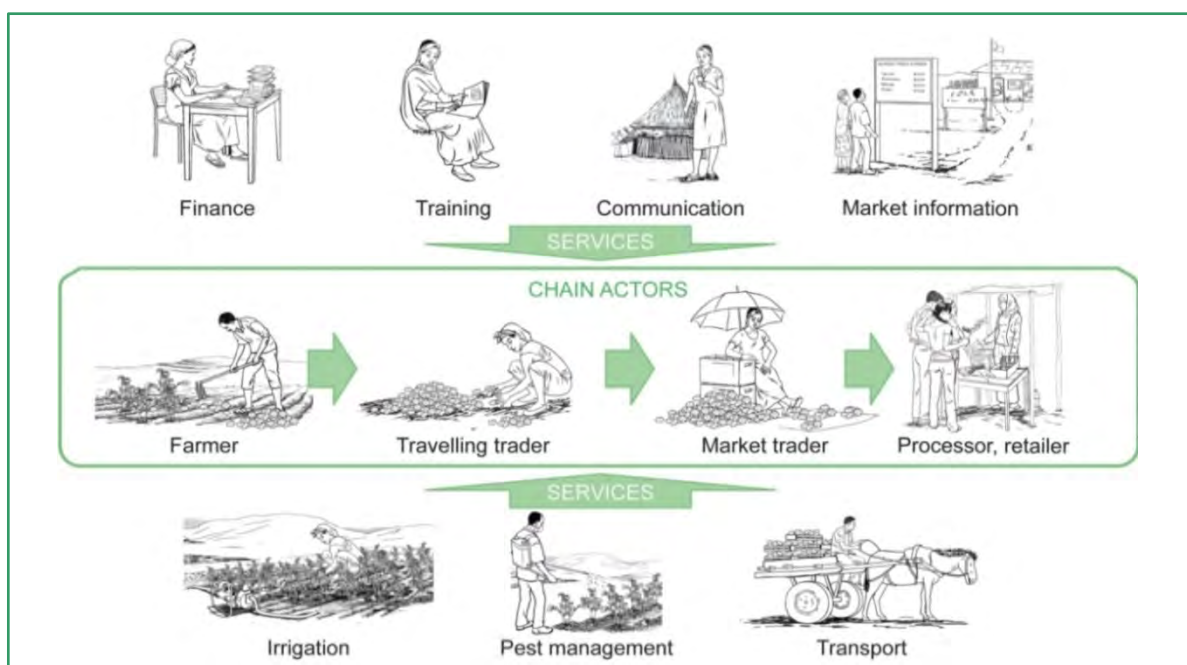


Figure 1. AgroBIG supports interventions that enhance the capacities, performance and shared understanding among the value chain actors of the critical factors that must be in place to ensure success. The public sector institutions at federal, regional and local level play a key role in this symbiosis. Cooperation between public and private entities is essential to identify and eliminate issues in legislation, standards, regulations and public services that hinder private business creation and management or unreasonably disturb the market operations.

1.4 PROJECT DURATION AND OPERATIONAL FOCUS

AgroBIG started to operate in early 2013 with a three year programme cycle, which was followed by a no-cost extension phase of 18 months lasting till June 2017. A new phase, AgroBIG II, is presently being prepared and expected to start by mid-2017.

Over these last four years, AgroBIG has operated with three components. Their goals and adopted approaches are summarised below.

COMPONENT 1: VALUE CHAIN DEVELOPMENT

The programme brings together the **value chain actors**—farmers, traders and processors who have been assisted to add value to their produce. This has been done in various ways to help them become **more productive** and efficient, for example, by enabling farmers to get the right seed and teaching them how to grow a healthy crop. By sorting and grading their produce and selling it as a group, a higher price can be reached on the market. AgroBIG has helped to establish or upgrade **agribusinesses**, for example by improving storage facilities and helping small enterprises obtain equipment to process and package the product ready for sale. The programme has improved **markets** and developed **networks**, for example by putting sellers and potential buyers in touch with each other and by establishing platforms where various stakeholders can discuss problems in the chain and identify solutions.

COMPONENT 2: SERVICE DELIVERY

The programme has **improved the capacity of both private and public sector service providers** who support the value chain actors. For example, it has improved the supply of certified seed, trained young entrepreneurs to set up pest control or threshing services, helped farmers get organized into cooperatives, and assisted cooperatives get scales to weigh produce and carts to transport it. It has also upgraded the skills of extension workers who advise farmers on good agricultural practices. Many training courses, exchange visits and study tours have also been facilitated and organized in order to build human resources capacity.

COMPONENT 3: ACCESS TO FINANCE

AgroBIG has offered and promoted a range of financial services, tailored to different needs. Groups of farmers, cooperatives and small enterprises have been able to apply for a grant from the **value chain fund** to pay for small items of equipment such as a pump, thresher or scales. The applicant has had to cover 15% of the cost of the equipment. The **matching grant fund** has been aimed to cover larger investments such as warehouses and rice mills; applicants must cover 50% of the cost. The **innovation, demonstration and research fund** has provided grants for innovations, demonstration and research activities. The **loan fund** has provided short-term working capital loans for various activities along the chain. Other initiatives include educating farm families (especially women) in financial literacy, promotion of mobile money services, and supporting a warehouse-receipt scheme.

Human Rights Based Approach (HRBA) has guided the project implementation as applicable. Cross cutting objectives of AgroBIG relate to three major areas:

- Gender equality
- Support to the most vulnerable for enhanced equality
- Environmentally sustainable development and adaptation to climate change.

Specific activities have been initiated and supported by AgroBIG to meet the needs of the vulnerable groups, including landless unemployed youth.

1.5 INTERVENTION LOGIC

AgroBIG is based on a Logical Framework Analysis Matrix (LFA) that was developed during the early planning stages. While the original Programme Document, including the LFA, was updated during the inception phase, the number of indicators in the LFA was reduced however, leaving the Programme still with numerous indicators.

In 2015 MFA introduced the results based project management that will in due course replace log-frame based approach in MFA funded projects and programmes. This shift was discussed in the Programme team and results chains were drafted for key AgroBIG intervention areas. However, the Programme log-frame was sustained as the basis for the progress monitoring and reporting.

1.6 PROGRAMME BENEFICIARIES

The majority of AgroBIG beneficiaries consist of the members of the supported primary cooperatives. These individuals are mostly farmers, who—together their household members—benefit from new facilities and improved capacities of their cooperative.

The number of multipurpose cooperative members in 2016, which is the base for the beneficiary count in order to avoid overlap, was 41,934 (10.9% female) in Mecha, while in Fogera the members within the reach of the cooperatives was 23,122 (15.5% female). In total, around 340,000 individuals have thus been able to benefit from the Programme interventions.

Table 1. Summary of the primary and secondary beneficiaries of AgroBIG during 2013-2017. The members of farmer households, based on average household size, are included in the total number of beneficiaries, while the entrepreneurs, traders and consumer cooperative members are counted in this table as individuals only.

Definition	Male	Female	TOTAL	Remarks
1. Farming households				
Coop member HHs	56,901	8,155	65,056	32 Multipurpose coops (12 in Mecha and 20 in Fogera) , serving 1-3 kebeles each (2016 situation)
Non-coop member HHs	2,845	408	3,253	Assumption: 10 % are non-coop members; further assumption: half of those non-members are reached
Additional HHs	4,328	865	5,193	Additional HHs from investments of ETFRUIT and Nada Women Monastery
Subtotal HHs	64,074	9,428	73,502	Estimation: 16 % are women (FHH) (based on the coop membership ratio)
Farming HH members total			337,425	Average HH size in Amhara 4.6 (ERSS Survey 2013)
2. Entrepreneurs				
MSMEs in processing	65	209	274	Women groups and coops doing potato or rice processing, other rice processors, bakeries
MSMEs in service provision	304	11	315	Youth groups in agrochemicals, water pumps, drilling and threshing; input supplier
3. Traders				
Traders trained or received other support	187	35	222	Training for 166 on financial management and entrepreneurship; road side kiosk and market center operators
4. Consumer cooperative members				
Individuals	696	822	1,518	One in Mecha, two in Fogera have received grants
TOTAL	65,326	10,505	339,754	

In addition to 32 multipurpose cooperatives, the Programme has worked closely with irrigation cooperatives (29) and seed producer cooperatives (6) in Mecha and Fogera, and also with four cooperative unions. Their staff have also benefitted from capacity building they have been engaged in.

In addition to the targeted **farmers and their household members**, the other Programme beneficiaries are **small and medium size entrepreneurs**—processors, traders, input suppliers, service providers - who have received capacity building and loans and grants to develop their businesses. These count around 800 individuals in total. In addition consumer cooperative members have benefitted the grants obtained by their cooperative. When considering even their household members the final beneficiaries would be at least twice or three times the number of individual entrepreneurs who have participated in AgroBIG trainings and other activities or received grants.

1.7 MAJOR CHANGES IN THE PROGRAMME ENVIRONMENT

Some changes in the Programme environment during its first phase have influenced the implementation, most of them positively, while the true benefits of some other, more recent developments are likely to materialize and assist the Programme implementers during the second phase of AgroBIG.

The major changes during the past years include the following:

- **Irrigation development:** Completion of the *Koga dam* in Mecha around six years ago, which is around the time that AgroBIG was being designed, and finalization of the quaternary canals in 2015, has facilitated year round production of the main crops in the area reached by the scheme. Also in Fogera, the *Rib river irrigation dam* and canal constructions are on-going, expected to serve farming households for dry season irrigation. This will create good potential for the AgroBIG value chain enhancement in the area.
- **Development in the private sector:** There are some *big private investors* such as the *Koga Veg*, the so called impact investment, part of the *Durabilis* sustainable farm group, which has started promoting fair trade by e.g. engaging smallholder farmers in export of fresh vegetables (sugar snaps, snow peas, baby corn etc.) through outgrower schemes. There is a chance for AgroBIG to support export market involvement of the farmers around the Mecha area in the future.
- **Availability of farming assets:** Related to *seed*, the establishment of National Rice Research and Training Center in Fogera in 2013 has facilitated rice research and release of new rice varieties such as Edget. When it comes to *fertilizers*, Agricultural Transformation Agency (ATA) has introduced and handed over soil atlas and related to that, promoted the use of blended fertilizers that better enable demand based fertilizing than earlier. Area specific fertilizer recommendations have already been provided for each kebele. This is expected to reduce unnecessary or unbalanced fertilizing and cut costs.
- **Commodity cluster approach** was introduced by ATA to selected woredas in the region. AgroBIG quickly picked the idea and started advocating it in Fogera and Mecha.
- **Access to finance:** Expansion of formal bank branches in woreda centers has created access to financial services and motivated farmers and entrepreneurs to mobilize savings. Also *Waliya capital lease* is as an opportunity for business establishments.
- **Logistics, roads, availability of transport:** The number of kebeles connected to woreda centers has increased, which facilitates better access to markets, services and highways for rural population. The ambitious national intervention to link kebeles to main access roads is carried out through Universal Rural Roads Access Program (URRAP).
- **Access to power:** The rural electric supply network has expanded.

Terminal Horticulture Market Centre in Bahir Dar is expected to improve marketing of horticulture products by providing a central trading place for fruits, vegetables and even for other perishable goods like fish.



In addition:

- There are some **big investments** that the Government has initiated since 2012 in the Region. For instance the construction of the **Terminal Horticulture Market Center** in Bahir Dar is a response and catalyst for the emerging expectations on horticulture produce markets, also wished to increase the interest of new investors. Establishment of **agricultural industrial parks** close to Programme woredas at Bure has a potential to attract private processors and agribusiness operators. An initiative by *Gafat endowment* to establish a **starch processing plant** around Bahir Dar is an opportunity for maize producers.
- Uplifting the Bikolo Abay **Horticulture Training Center in Mecha district** is contributing to the Government strategy related to the horticultural sector in the Region. The training center is expected to bridge the skill and knowledge gaps of both farmers and development agents (DA) as well as horticultural entrepreneurs in the Region.
- **Restructuring of the bureaus**, such as Bureau of Trade, Industry and Market Development (BoTIMD) facilitates giving more emphasis to **market development**. Also, assigning TVET under Bureau of Technical Vocational Training and Enterprise Development (BoTVED) to provide full package support to SMEs, from capacity building to linking with financial services, is an opportunity to provide coordinated services such as organization, skills training, work premise and loans to beneficiaries.
- The **urban centers** (Woreta and Merawi) were accorded **woreda status** with their own sectors. This is an opportunity to promote market linkages, processing and access to land as well as other municipal services.
- The **government initiated change armies/development groups/networks** are in place to mobilize beneficiaries for training and other targeted interventions.
- The Government commitment to establish a **youth fund** to create more jobs and employment in rural and urban areas (both for men and women) reinforces what AgroBIG has initiated in organizing landless youth into groups and by so doing providing farm services.

Disturbances/civil unrest during August-October 2016 caused some delays in Programme implementation. For example some private farms were attacked, which hindered their operations and affected the planned outgrower scheme development in which the Programme had been involved.

2. PROGRESS TOWARDS ACHIEVING THE PROGRAMME GOALS

The activities designed under the three AgroBIG components all aim at attaining the **Programme purpose** during the first phase of the programme. This attainment is envisaged, on its part, to contribute to the long-term **overall objective**. These two are defined in the Programme Document as follows:

PROGRAMME PURPOSE

The purpose of the Programme is to establish **efficient and profitable value chains of selected crops/products benefitting the involved actors and stakeholders along the chain** (farmers, processing industries, traders and buyers). The profitability will be enhanced as the production efficiency is increased at all levels of the value chain, resulting in products that have found buyers.

OVERALL OBJECTIVE

The development objective of the Programme is **to contribute to poverty reduction through agriculture-based economic growth** in the Programme area. This should lead to increased income of farmer households from sales of farm products in the Programme area, and establish economically viable agribusiness in the Programme area contributing to the Region's overall economic growth.

The three main components of AgroBIG are closely interlinked: the **Service Delivery** Component provides direct support to the **Development of Value Chains** component, while the third component provides **Access to Funds and Financial Services**, hence even the programme outputs are in most cases results from interventions of more than just one component.

The main AgroBIG thematic result areas include organizational development, networking and partnership development, seed system development, improvement of post-harvest handling, introduction of an information system, market and business development, private and public service delivery development, knowledge development as well as providing access to value chain finance. The achievements regarding the interventions will be discussed in chapter 3 of this report.



AgroBIG contributes to the attainment of the Sustainable Development Goals, particularly the ones no 1, 2, 5, 8 and 12 that address poverty, access to food, decent work and economic growth, equity, and responsible production.



Left: Ato Negus Alie, model farmer from Fogera is holding labelled packets full of inspected and quality declared onion seed which has given him good revenue.

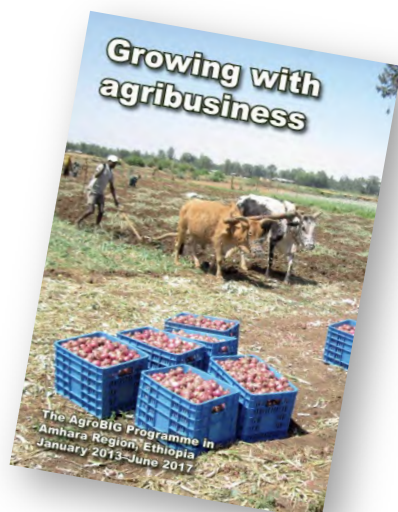
Investments in improving the seed system have paid off: quality seed gives higher yields and good crop quality, which has been noticed even in the onion and potato seed market.

As a consequence, buyers have been ready to pay higher prices for seed that has good reputation.

Right: Trading of onion bulbs has progressed well in Fogera. Good quality of onions has been noticed and traders are coming from long distances to buy Fogera onions that have the desired size and colour and long shelf-life. Calibrated weighing scales is used to record the accurate volume of loaded produce. A youth group is managing loading of onions in Quhar Abo kebele in April 2017



Right: Horticulture market centers have just recently been opened in Merawi and Woreta towns. 19 operators in each, majority of women, enjoy operating under a durable shade instead of open air conditions.



'Growing with agribusiness' book, published in May 2017, gives a detailed picture of AgroBIG interventions during 2013–2017. Electronic version of the book is available at www.agrob主g.org



2.1 PROGRAMME OBJECTIVE LEVEL ACHIEVEMENTS

Assessing the long-term impact of AgroBIG is meant to be done after the programme has been fully completed. However, the improvements seen along value chains during the reported period have reportedly impacted positively on farmer households who are getting increased income from the sale of their produce in the Programme area. This means that AgroBIG has made significant progress towards the development objective, which is ***to contribute to poverty reduction through agriculture-based economic growth in the Programme area.***

2.1.1 PROGRESS AGAINST PROGRAMME OBJECTIVE TARGETS

The progress with the first three indicators at Programme objective level—stunting, wasting and proportion of underweight of children below 5 years—is expected to be assessed in potential post-evaluations. The baseline values of these indicators collected from the targeted kebeles in 2014 are shown in **Table 2** below. The targets follow the national reduction targets of 3 % for each indicator.

As for the fourth indicator, **household assets**, AgroBIG collected follow-up data of this in the household survey in 2015. The results are shown in **Table 2**.

The *production assets* include for instance plough, oxen, other livestock, donkeys and beehives. *Consumption assets* include mobile phone, radio, TV and household furniture.

Only a modest increase in the household asset index was expected, as the interval of the surveys was just 1.5 years, and all income increments will not necessarily result in buying assets but may be channelled to savings for future purposes, repayment of loans, land use fees, tax obligations etc.

The survey results in 2015 revealed that both types of asset index had slightly increased in both of the woredas targeted by AgroBIG. The survey did not take into account any investments in land and soil fertility for instance, which would be interesting to study further. Furthermore, the survey in 2015 revealed that the households had since 2014 invested in agricultural production, but proportionally even more in consumption assets. This is logic as farmers need to have the basic farming assets to survive, while items like mobile phones, radio and furniture are of secondary priority and are bought only when there is surplus cash remaining.

Table 2. Summary of AgroBIG LFA objective level indicators, baseline values and achievements by 2015.

Objectively verifiable indicators	Woreda	Disaggregation	2014 (Baseline survey)	Targets by 2015	2015 (Result survey)	% change from baseline
Stunting (WHO standard)	Fogera	Male	60%	57 %	NA	NA
		Female	47%	44 %	NA	NA
	Mecha	Male	47%	44 %	NA	NA
		Female	48%	45 %	NA	NA
Wasting (WHO standard)	Fogera	Male	6%	5 %	NA	NA
		Female	6%	5 %	NA	NA
	Mecha	Male	6%	5 %	NA	NA
		Female	6%	5 %	NA	NA
Underweight (WHO standard)	Fogera	Male	26%	23 %	NA	NA
		Female	23%	20 %	NA	NA
	Mecha	Male	17%	14 %	NA	NA
		Female	17%	14 %	NA	NA
Household Asset Index *)	Fogera	Consumer	1.3	1.4	1.7	31 %
		Production	2.4	2.5	2.6	8 %
	Mecha	Consumer	2.2	2.3	2.9	32 %
		Production	3.2	3.3	3.4	6 %

*) Assets considered in Consumer asset index: bed, mobile, radio, TV, stove, chairs, sofa, bicycle, motorbike, car;

Assets considered in Production asset index: plough, oxen, cow, sheep/goats, chicken, bees, cart.

The FGDs conducted in May 2017 disclosed that farmers had invested in major agricultural inputs assets like oxen, with the additional income they had earned. On top, the participants reported that the improved onion and potato production had enabled them to buy proper shoes, better clothes, beds and mattresses, put an iron roof for their house and cover for children's school fees.

2.1.2 NUTRITIONAL STATUS OF CHILDREN

Interest in **nutritional aspects** in agricultural development programmes is increasing as nutrition is an essential part of food security. Even if it is not that straight forward, increased household income can be a factor that widens diets and thus improves nutrition.

The Programme was in 2015 encouraged by MFA to look more into nutritional issues. It was agreed to include some data collection on nutrition in the household survey carried out in 2015. Following the WHO indicator "*a minimum dietary diversity with children under 5*", a widely used indicator, the issue was taken on board.

The findings suggested that, on average, **one fifth (20 %) of the children aged 6-59 months** were in a situation where they daily receive food from four or more different food groups, i.e. they do receive minimum dietary diversity. Averagely a child had consumed food items from **3 different food groups**. Most common groups were 1) Grains, roots and tubers, 2) Legumes and nuts, 3) Dairy products and 4) Other fruits and vegetables. The rest of the groups include 5) Vitamine A -rich fruits and vegetables, 6) Eggs, and 7) Flesh foods. Girls receive a little more diverse diet: averagely they consume items from 3.2 different groups while boys consume food items only from 2.9 different food groups.

One fifth of children aged 6-59 months in the targeted woredas were found to receive the minimum dietary diversity, food from four or more different food groups daily.

More attention to nutrition and food intake of children is essentially needed.

The obtained information indicates that, according to WHO standards, children in the Programme area are not receiving a diet diverse enough to support their healthy growth and development. More attention and efforts towards nutrition and more diverse food intake among children would thus be needed.

No actual follow-up survey data is available regarding this indicator as no household surveys were conducted after 2015. The FGDs held in the targeted woredas in 2017 revealed, however, that the targeted households do identify the importance of diversified diet, and they use part of their increased income to consume "better food". The consumption of vegetables in particular is reported to have increased.

2.2 PROGRAMME PURPOSE LEVEL ACHIEVEMENTS

This chapter will review to what extent AgroBIG has achieved its purpose against the Programme LFA targets. Other notable achievements that are likely to positively contribute to the materialization of the overall objective (ref. chapter 2.1) and can be attributed to AgroBIG will also be presented.

Table 3 (see next page) summarises the attainment of the programme purpose targets. In addition to the **baseline values (2014)**, targets in 2015 and data obtained in **result survey in 2015**, the table also shows respective information consolidated from **focus groups discussions** (FGD) in 2016 and 2017 when no full results household survey could be undertaken. Baseline values for maize and rice are from 2015.

Although the figures obtained in FGDs cannot directly be compared with data from household surveys, they give an indication of the trends and potential in the two woredas. It can even be argued that FGDs may give more reliable information than interviews with individual farmers, as the FGD participants did not reflect their own results only but rather the average situation in the area.

The figures shown in the table below are conclusions of the group members' reflections. It is known that individual farmers often hesitate to expose details of their own production or income in survey interviews.

A number of observations and conclusions can be drawn from figures in the table. What is of particular interest is how the activities conducted by AgroBIG have influenced production volumes yield and prices, and how this has affected household incomes.



Focus group discussions underway in Mecha woreda in May 2017. Informants were split into female and male groups to see whether the responses of women differ by any way from perceptions and information given by men.

Table 3. Summary of AgroBIG LFA purpose level indicators, baseline values and achievements by 2015. The data in columns 2016 and 2017 has been collected through focus group discussions (FGD). Due to limited amount of FGD informants, the 2016 and 2017 figures should be taken as indicative.

Objectively verifiable indicators	Woreda	Disaggregation	2014 (survey)	Targets by 2015	2015 (survey)	% change from baseline	2016 (FGD)	2017 (FGD)
Volume of agricultural production (total quintal (qt)/ household)	Onion	Fogera	29		42.4	46 %	110	55
		Mecha	1		13.2	1220 %	37.5	41.3
	Potato	Mecha	11.25		15.8	40 %	17.5	46.7
	Rice	Fogera			17		45	NA
	Maize	Mecha			27		27.5	NA
Value of agricultural production per household, ETB	Onion	Fogera	14,358	15,358	28,507	99 %	49,000	30,250
		Mecha	-		3,782		14,125	18,068
	Potato	Mecha	2,676	3,676	4,758	78 %	6,125	20,726
	Rice	Fogera			18,278		45,000	NA
	Maize	Mecha			9,103		8,250	NA
Yield of the VC product (quintal (qt)/hectare)	Onion	Fogera	129	150	140	9 %	220	160
		Mecha	80	100	88	10 %	180	204
	Potato	Mecha	107	150	128	20 %	160	169
	Rice	Fogera			22.5		54	NA
	Maize	Mecha			42.9		50	NA
Average farm-gate price of VC product (ETB per quintal)	Onion	Fogera	350	370	645	84 %	450	555
		Mecha	261	281	716	174 %	375	433
	Potato	Mecha	100	120	331	231 %	350	445
	Rice	Fogera			944		1000	NA
	Maize	Mecha			337		300	NA
Percentage of on-farm post-harvest losses	Onion	Fogera	8%	5%	7%	-13%	7%	3%
		Mecha	12%	9%	7%	-42%	6%	3-5%
	Potato	Mecha	15%	12%	7%	-53%	22%	<5%
	Rice	Fogera			2.6%		2.5%	NA
	Maize	Mecha			1.2%		2.5%	NA
Number and % of men/women in decision making *	% of females who have a say in what is produced	Fogera	44%	49%	63%		See chapter 2.2.5	
		Mecha	80%	85%	78%			
	% of females who have a say what is sold to the market	Fogera	46%	51%	88%			
		Mecha	79%	84%	81%			
Annual household income , ETB	Fogera		22,533	24,335	24,647	9 %	70,000	75,000
	Mecha		12,895	13,926	27,769	115 %	45,000	53,125

2.2.1 YIELD OF THE VC PRODUCT (QUINTALS/HECTARE)

Average yield (the volume of crops harvested divided by the production area) of onions had increased in Fogera by 9% and in Mecha by 10% from 2014 to 2015. The FGDs in 2016 and 2017 reported even higher figures: in Fogera 220 qt and 160 qt/ha, and in Mecha 180 qt and 204 qt/ha respectively. The increases are significant, and in 2016 and 2017 clearly exceed the target set for the year 2015. Onion farmers readily salute the increase in average yields over the past few years.

Similarly the average yields of potato, maize and rice have increased as shown in Table 3.

The reported increase in average yields means that the **productivity of the land has improved substantially**. The farmers have thus learned how to get more out of the land that they have, which is crucial in the conditions of land scarcity.

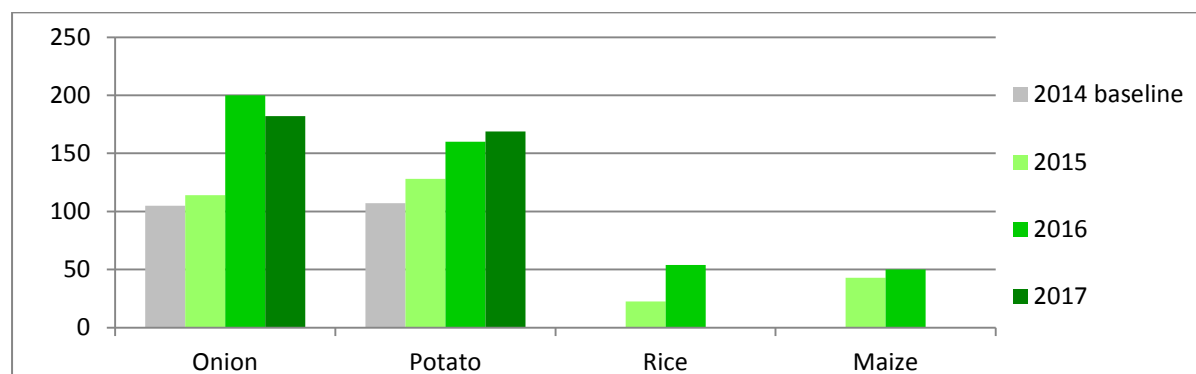


Figure 2. Average yields (quintals/hectare) of onion, potato, rice and maize in Fogera and Mecha. Source: AgroBIG baseline survey in 2014, Results survey in 2015, FGDs in 2016 and 2017.

2.2.2 PERCENTAGE OF ON-FARM POST-HARVEST LOSSES

Farm post-harvest losses have been reported to **have reduced** for **onion** in both woredas. In Fogera, the losses reduced from 8% in 2014 to 7% in 2015 (-13%), while in Mecha the losses decreased from 12% to 7% (-42%). In 2017 the FGD participants reported that losses have further declined, remaining as low as between 3 and 5 %. This deduction in losses makes nearly 300kg addition in marketable crop per household, worth around 1,400 ETB compared to the situation in 2014. With this additional amount alone a household could cover for example school fees for three-four children and purchase a mobile phone.

The decline in average post-harvest losses of onion can without hesitation be attributed to improved seeds, better handling before and after harvesting, and improved harvesting practices as introduced by AgroBIG. The storage life of onions prolongs remarkably when the field is not watered before harvesting as farmers traditionally do, and adequate time is given for proper curing so the outer layers dry out and form a protective wrapping around the bulb.

As a reminder of the importance of ideal staggering and planting time, it is noted that some individual farmers who had planted very late encountered substantial losses with onions in Mecha in 2017, as the rains started in mid-May before they had managed to harvest or sell their crop.

For **potato**, the reports reveal fluctuating post-harvest losses: while the amounts lost on farm were reported as 15% in 2014 and as 7% in 2015, the respective figure in 2016 had gone up to 22%. This was mainly caused by sudden drop in market price, for which reason farmers tried to delay

APPROXIMATE PRICES OF HOUSEHOLD GOODS, ASSETS AND EXPENSES

- Oxen 10,000 ETB
- Dairy cow, local breed 10,000 ETB
- Ploughing cost/ha 1,200
- Water pump 12,000 ETB
- Iron roof for a house 45, 000 ETB
- Mobile phone 800 ETB
- Bicycle 4,000 ETB
- School fee, grade (1-3) 200 ETB/season

harvesting or store the crop in expectation of increasing prices, which ultimately implied that part of the crop was destroyed. In 2017 the situation had turned much more positive, losses with potatoes were reported to be well below 5%. The value of the additional crop volume gained thanks to reduced losses was equivalent with over 2,000 ETB per household in 2017. Particularly the female farmers were very happy with the crop quality and minimal post-harvest losses. Improved seed, appropriate pest and disease control and harvest handling are the main reasons for reduced losses at farm level.

For **rice** the post-harvest losses in Fogera in 2015 and 2016 remained the same. As for **maize**, the losses were reported to have slightly increased in Mecha from 1.2% to 2.5%, mainly due to unusual rain.

2.2.3 AVERAGE FARM-GATE PRICE OF VALUE CHAIN PRODUCT (ETB PER QUINTAL)

The farm gate prices of **onion** in Fogera and Mecha, as an average, were reported to have increased from 305 ETB/quintal in 2014 to as high as 680 ETB/quintal in 2015. In 2016 and 2017 the average prices were reported as 413 ETB (+35% increase from baseline) and 490 ETB (+61% increase) respectively.

Improved quality of onions—due to improved seed and post-harvest handling promoted by AgroBIG—has been the main reason for ascending farm-gate prices. The demand for onions in the market is high in the country, hence, buyers from other regions have started approached the Programme woredas sourcing the produce that is known to be of good quality.

Potato in Mecha saw a considerable increase, from 100 ETB in 2014 to 331 ETB/qt in 2015 (target 120 ETB) and to 350 ETB in 2016. In 2017 the price had further increased to 445 ETB/qt, thanks to good quality that is attracting buyers.

For rice and maize the baseline values are from 2015. The farm-gate price for **rice** in Fogera was reported as 944 ETB/qt, while the FGDs estimated the 2016 farm gate price be 1,000 ETB/qt.

The farm-gate price of **maize** in Mecha declined from 337 ETB/qt in 2015 to 300 ETB/qt in 2016.

2.2.4 VOLUME AND VALUE OF AGRICULTURAL PRODUCTION AND PROCESSED PRODUCTS

The overall **volume of onion** production at household level has shown a remarkable increase in both programme woredas. In Fogera the average yields per household engaged in onion bulb production have increased from 29 quintals in 2014 to 42.4 in 2015 (+46%), and as high as 110 quintals in 2016. In 2017 the average volume/HH was reported as 55 quintals.

The fluctuation in volume figures may be due to relatively small number of informants in FGDs in 2016 and 2017. The trend, however, is increasing volumes by households. In addition to increased average yields, more land/HH is being devoted to onion.

In Mecha, similar ascending trends are seen over the recent years. There were few households in 2014 in Mecha cultivating onions. There are indications that more households now are cultivating onion than before AgroBIG commenced. This is likely to be due to high market demand and profitable prospects relating to onion supply.



Onion harvesting in Fogera.

The overall **volume of potato** produced in Mecha at household level increased from 11.25 quintals in 2014 to 15.8 quintals in 2015 per household (+40%). The FGDs in 2016 estimated the volumes be 17.5 quintals, and in 2017 as much as 46.7 quintals, meaning on average around 0.25ha cultivation area for potato per household.

Increased market demand and attractive selling price due to improved quality have encouraged farmers to use a bigger share of their land for potato. Most of potato is produced during off-season.

AgroBIG attended **rice value chain** in 2015, and there has been a clear increase observed in the production volumes in Fogera, from 17 quintals to 45 per household. AgroBIG has focused much on rice as the potential there is quite high, using improved varieties and working together with the National Rice Research and Training Centre, based in Fogera.



High market demand for good quality potatoes attracts farmers to increase the cropping area where irrigation is a viable option during off-season.



Better seed and improved agronomic practices, including post-harvest handling, have resulted in **quality improvements** making the produce, especially onion, potato and rice, more attractive on the market.

Mechanized maize threshers introduced have remarkably improved the **quality** of produce, qualifying it e.g. to meet the WFP purchasing standards.

Increased production volumes have substantially increased the total **crop value** (per HH), which has further been advanced by the fact that even the farm gate prices of onion, potato and rice developed favorably from 2014 to 2015. In 2016, however, the FGDs revealed that many farm gate unit prices had dropped considerably, but in 2017 the reported prices had gone up with 15 - 27% from 2016.

Market price fluctuation and varying market demand cannot be avoided in free market. Price changes can severely hit smallholders who focus on one crop only. Diversified farming has been promoted by the Programme not only for the sake of sustaining and improving soil fertility, but also to avoid financial setbacks in case the market price suddenly drops due to increased supply against the actual demand, or due to other factors.

2.2.5 FEMALE HOUSEHOLD MEMBERS' ROLE IN DECISION MAKING

As for the decision making in households about what crops are produced and what are sold to the market, the reports reveal that in Fogera female respondents have clearly strengthened their role in decision making. It is notable though that in Mecha even the baseline situation in 2014 was more favorable for women compared to Fogera in 2015. The reason for this remains unclear.

The FGD participants in 2017 unanimously confirmed that decisions regarding planting and selling crops are jointly discussed within the family. Women in Mecha felt that they have a pretty equal say with men, while men commented that it is them anyways who make the final decisions. Price negotiations concerning onions and potato, as cash crops, are tasked for men. Women decide how much of cereals are kept for home consumption, and handle supply of grains and vegetables sold at local market. The female respondents in Fogera were clearly more cautious with their comments

than in Mecha, noting that even if their opinion differed from the one of the husband or, in the case of female headed households, from a shared cropper's decision (male), they cannot argue against. More information on the shared cropping arrangements within FHHs can be found in the section 4.5.1.

2.2.6 ANNUAL HOUSEHOLD INCOME

The targets regarding the **average annual income of farming households were achieved** in both woredas, Fogera and Mecha.

In Fogera the household income increased from 22,533 ETB in 2014 to 24,647 ETB in 2015 (+9%). The FGDs estimated the average income be 70,000 ETB in 2016, and 75,000 in 2017.

In Mecha the income increased more than in Fogera: from 12,895 ETB to 27,769 in 2015 (+115%). The FGDs in Mecha estimated the annual income be 45,000 ETB in 2016, and around 53,100 ETB in 2017.

Increased production of marketable crops—onion, potato and rice in particular—and mostly profitable prices have enabled the substantial increase in cash income during the past three years among the targeted households. Farmers are happy with the rapid rise, at the same time acknowledging that there is also more work to do now compared to the past. Active farmers are now occupied with field work year around and not only during rain season. This is well received though: as long as more work brings more cashflow to the household farmers are willing to put efforts in their farming.

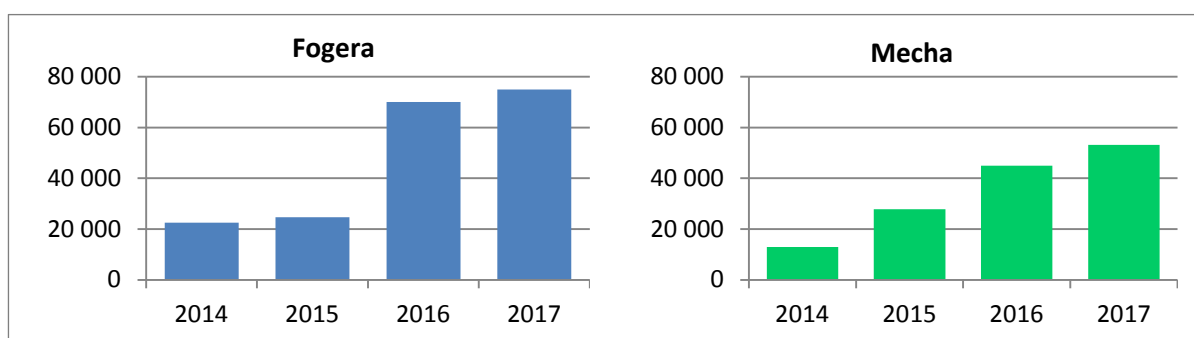


Figure 3. Average annual household income (ETB) among targeted households in Fogera and Mecha. Source: AgroBIG baseline survey 2014 and end-line household survey in 2015, and FGDs in 2016 and 2017.

2.2.7 PROFITABILITY OF ONION, ONION SEED AND POTATO

Producing more does not pay back if there is no demand for the produce or if the costs exceed the returns. The farmer must be able to cover all costs, variable and fixed ones, and get reasonable compensation to the work time s/he invests in production to ensure its sustainability. Farming is a risky business, particularly for smallholders who lack buffers for severe shocks.

The farm-gate price of onion bulb had during the early harvest months dropped alarmingly compared to the average prices one year earlier (Figure 4). AgroBIG PSU therefore conducted a rapid appraisal in April 2016 on the onion production costs and expected sales revenue. In addition to onion bulbs, information of onion seed and potato production was collected.

The gross margins/ha of the three commodities were compared to see their relative profitability per unit of land. Direct production costs (including ploughing, labour, seed, fertilizers and other agro-chemicals, rent and/or fuel for water pumps) and the obtained or expected sales revenues were

considered. Land use fee and tax payments or the cost of working tools were not included in this study.

Altogether **23 farmers** in Mecha and Fogera contributed to the data recording. As the number of informants was small and variances relatively big, the results presented below must be taken as indicative.

The study revealed that there is considerable variation between individual onion farmers in the amount and value of inputs they use per ha. Even the reported use of labour per ha varied a lot, as did the estimated yields. The total variable costs for a kg of onion bulb would vary between 11,940 and 58,440 ETB/ha or 2.18 and 8.28 ETB/kg produced (Figure 5. **The production cost of onion bulbs (ETB/Kg) among 14 surveyed farmers (blue bars). The yellow bar indicates the farm-gate price fluctuation during January-April 2016, which was reported as 4.50-8.20 ETB/kg by the interviewed farmers.**). The harvested or expected yields varied from 3Mt/ha to 16Mt/ha.

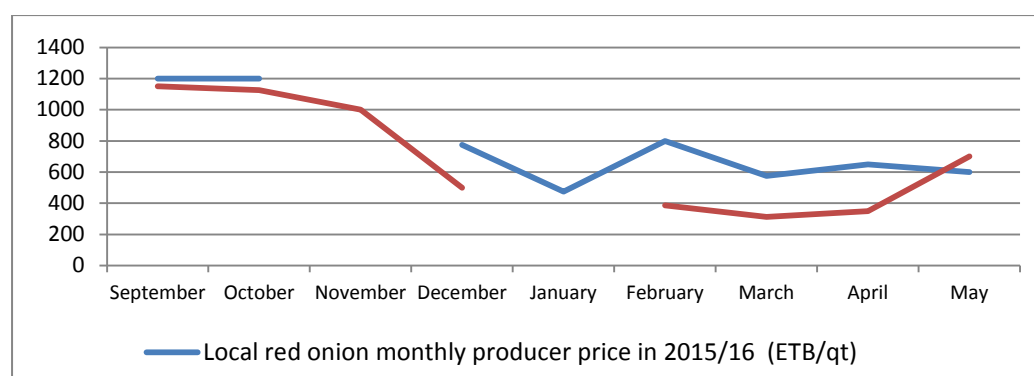


Figure 4. Fluctuation of the farm-gate price of onions in Fogera during 2015/2016. Source: Fogera WoA.

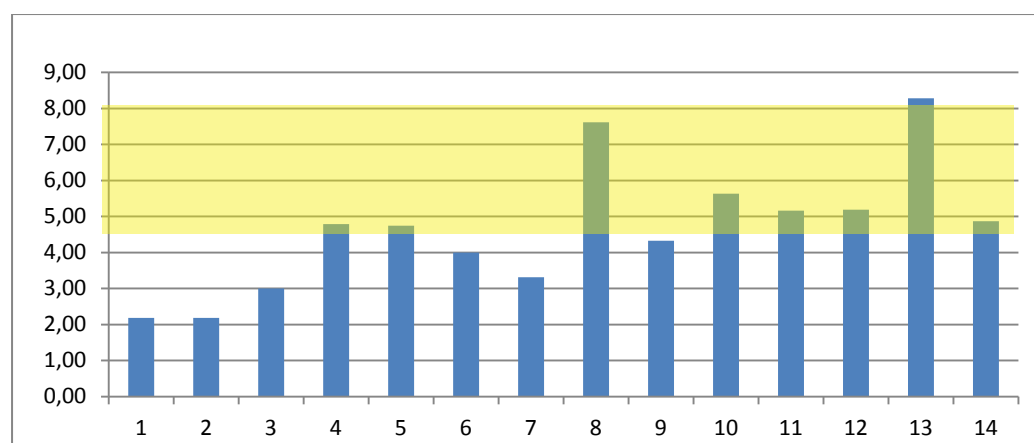


Figure 5. The production cost of onion bulbs (ETB/Kg) among 14 surveyed farmers (blue bars). The yellow bar indicates the farm-gate price fluctuation during January-April 2016, which was reported as 4.50-8.20 ETB/kg by the interviewed farmers.

Differences in irrigation costs explain part of the fluctuation in total production costs per ha and per kg of onions. Farmers around Koga Irrigation scheme in Mecha are at the moment not charged for the irrigation water, while Fogera farmers need to use motorized water pumps which they own or rent. Other reasons for cost fluctuation may be pest or disease infestations requiring additional efforts, among others. Part of the variance can also derive from the fact that most farmers do not keep any records of their farming, and may over- or under-estimate any of the parameters. Also,

potatoes for example are commonly sold in “100 kg bags” which in reality may weigh much more than this, up to 180 kg/bag according to some estimates.

The obtained data, however, suggests that many of the surveyed farmers had to get the top price for their onions to be able to cover the input and irrigation costs and hired labour and also to get a desired compensation for their own work. The cost of own labour was in the calculations valued with similar unit price as hired labour.

Many farmers in Fogera were harvesting and selling their crop in January-March when the farm-gate price of onion was low. In Mecha onion bulbs were harvested and sold in April by when the farm-gate price had gone up to 5-6 ETB/kg, giving reasonable margin to most farmers. Overall, farming during off-season has more profitability potential in Mecha than in Fogera due to lower irrigation costs. However, the farmers in Fogera have in general managed to produce better quality onions with longer shelf-life than in Mecha, which attracts buyers and fetches higher selling prices.

The above reminds of the importance of ideal timing is when supplying onions to market. Staggered planting, good post-harvest handling and appropriate storing are critical factors enabling farmers to better optimize the selling time. Access to market information is also important.

Onion seed production can be very profitable compared to more bulky commodities, as the difference between the break-even point and farm gate price is measured in hundreds and the profit in hundreds of thousands of ETB per ha. The few seed producers included in the reported assessment would get up to 185,000 ETB/ha in Fogera and 492,000 ETB/ha in Mecha as gross margin from onion seed production. Market saturation, frost, diseases and pests are, however, among risk factors that can jeopardize the returns and must be considered when engaging oneself in the seed business.

Potato producers’ (5 in this assessment) records indicate on average 6,602 ETB gross margin per household from their 0.43 ha plots (average size). This would make around 20,000 ETB/ha as gross margin. Even with potato producers the value of inputs (ETB/ha) varied considerably.

Additional emphasis should in the future be given on farmers’ basic record keeping and assessment of factors that affect the profitability of their farming initiatives.

2.2.8 CONCLUSIONS ON THE AGROBIG PROGRAMME OUTCOME

There have been very significant increases particularly on production volumes and average yields over a relatively short period of time among the households targeted by AgroBIG. Quality improvement through better seeds and refined handling has also resulted in higher prices. Farmers have in other words been able to increase their total production and value of crop and respectively, the value of sales, and eventually the net profit.

The many improvements that have been introduced by AgroBIG to strengthen the onion, potato, rice and maize value chains have clearly resulted in increased supply volumes of more attractive produce fetching a higher price on the market, which benefits many value chain actors directly.

This means that AgroBIG has been able to work successfully towards meeting the Programme Purpose, which is ***to establish efficient and profitable value chains of selected crops/products benefitting the involved actors and stakeholders along the chain (farmers, processing industries, traders and buyers).***

3. PROGRESS IN ACHIEVING THE PROGRAMME OUTPUTS

The results (outputs) of the three AgroBIG components will be presented in this chapter, structured according to the Programme logframe and divided under 11 thematic areas. It is difficult to explicitly say which AgroBIG component resulted into which output, as most of the components' interventions are strongly interrelated. For example, various grants managed under Component 3 have facilitated a great deal of results reported under Component 1, as have the capacity building initiatives carried out under Component 2. Basically, all interventions under components 2 and 3 contribute the attainment of component 1 targets and are thus supportive to Component 1.

The Programme LFA defines the Programme's eight outputs (results) as follows:

Component 1: Value Chain Development

- OP 1.1 Organizations Established or Strengthened within the Value Chain
- OP 1.2 Production, Agribusiness Development and Markets Increased and Enhanced along the Value Chain
- OP 1.3 Actors have Action Plans, Business Plans and Applications that are financed

Component 2: Service Delivery Development

- OP 2.1 Private Sector Service Delivery Capacity and Technical Assistance Developed
- OP 2.2 Public Sector Capacity Developed to Service, Facilitate and Advise on Value Chain Development

Component 3: Access to finance

- OP 3.1 Develop Matching Grant Fund and Value Chain Fund
- OP 3.2 Fund established for Innovation, Demonstration and Research
- OP 3.3 Promote and Improve Access to Financial Services and Products

AgroBIG's eleven thematic intervention areas are listed below. Green shading relates to the outputs of Component 1, blue shading to Component 2 and orange to Component 3 outputs.

AgroBIG thematic areas:

- 1 Organizations development
- 2 Networks and partnership
- 3 Seed system development
- 4 Post-harvest handling
- 5 Market and business development
- 6 Integrated Market Information System (IMIS)
- 7 Market linkages
- 8 Market infrastructure
- 9 Capacity building
- 10 Knowledge development
- 11 Access to finance

SUPPLY OF ONION, POTATO, RICE AND MAIZE FROM MECHA AND FOGERA

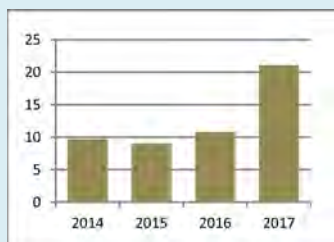
Recent years' trends in total production volumes in woredas targeted by AgroBIG

MECHA WOREDA

- 17 kebeles targeted by AgroBIG. Data below presents production in 9 kebeles under Koga Irrigation Scheme area; maize from the whole woreda

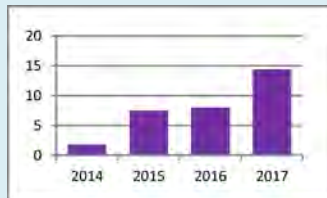
POTATO PRODUCTION

- 2 seed coops with 96 members, 7 female
- Total ware potato supply in 1000 Mt:



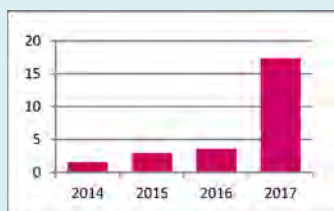
ONION SEED

- 2 seed cooperatives with 185 members, 11 female
- Supply in Mt (1000kg):



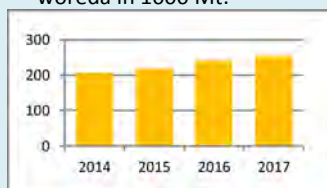
ONION BULB

- Total supply in 1000 Mt:



MAIZE

- Total supply from Mecha woreda in 1000 Mt:



Source: Koga Irrigation Scheme, Mecha Agric. Office 2017



FOGERA WOREDA

- 18 targeted kebeles

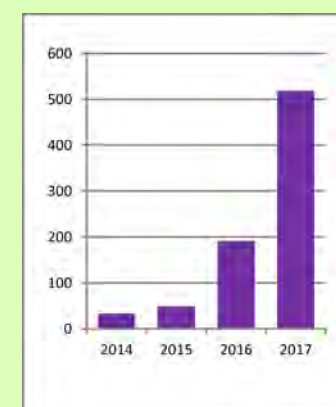
RICE PRODUCTION

- 178 farmers engaged in rice seed production in 13 rice production clusters
- Total supply of paddy rice, 1000 Mt:



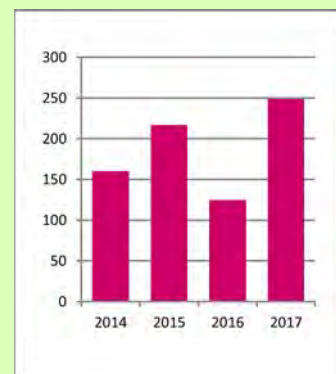
ONION SEED

- 2 seed cooperatives with 122 members, 9 female
- Main markets: Fogera farmers, ET Fruit, Amhara Irrig. coops
- Supply in Mt (1000kg):



ONION BULB

- Total supply in 1000 Mt:



Source: Fogera Agric. Office 2017

AGROBIG SUPPORT FOR AGRIBUSINESS DEVELOPMENT IN MECHA AND FOGERA

- 121 farmer cluster groups established with close to 6000 members producing onion, rice, maize and potato.
- Supply of quality declared onion seed started in 2015 to local users and outside the region. Two major commercial entities engaged in this supply chain.
- Market demand for onion bulb and potato has increased thanks to good quality.
- Cooperatives now deal directly with consumer cooperatives trading onion bulbs and potato.
- 11 new farmer cooperatives established. 17 primary cooperatives and 2 unions received grants to improve their service delivery.
- 28 youth groups established to provide spraying, treshing and other services to farmers.
- 38 women making and supplying potato crisps in Bahir Dar and Mecha have improved their business with the help of development support from AgroBIG.
- 24 entrepreneurs and businesses (excl. coops) received grants to enhance their businesses. Four (17%) of these are managed by female.
- Capacity of Adet to produce mini tuber potatoes has increased by 400%

3.1 COMPONENT 1 OUTPUTS – FUNCTIONING EFFICIENT VALUE CHAINS DEVELOPED

Summary of the Component 1 achievements, in line with the Programme log-frame, is presented in **Table 4** and sub-chapter 3.1.1, and elaborated in the subsequent pages. More detailed information of the interventions carried out under the thematic areas (see box above) is presented in sub-chapters 3.1.3-3.1.4.

Table 4. AgroBIG Component 1 LFA and respective achievements. Baseline on all indicators in 2014 was zero.

Objectively verifiable indicators		Targets by 2015	Total Achieved by 2017
Output 1.1. Organizations Established or Strengthened within the Value Chain			
Number of Agribusiness enterprises engaged in new agribusiness or agricultural production related business (new entrepreneurs and business entities, including cooperatives, excluding service providers that are reported under Component 2)	Fogera	5	44
	Fogera new coops	-	9
	Mecha	5	43
	Mecha new coops	-	2
	Bahir Dar / Region	-	28
Communication materials regarding value chain issues available and in use	No of radio programmes per quarter	1	Total 13
	No of newsletters per quarter	1	Total 7
	No of grant flyers produced annually	3	Total 3
	Website operational	1	1
Output 1.2. Production, agribusiness development and markets increased and enhanced along the value chain			
Number (between 20-30 farmer groups and production groups) established or strengthened and producing in the value chain in each Woreda (disaggregated by gender, with at least 30% women members in each group) (onion, potato, rice and maize farmer clusters)	Fogera	13	37
	Mecha	17	84
Number of private sector agribusinesses established or strengthened (existing business entities, including cooperatives)	Fogera	3	10
	Fogera existing coops		24
	Mecha	2	3
	Mecha existing coops		32
	Cooperative Unions		4
	Bahir Dar / Region		3
Number of new market segments identified for each value chain.	Fogera	4	5 *)
	Mecha	4	5 *)
Output 1.3. Actors have action plans, business plans and applications that are financed			
Number of woreda action plans funded for each value chain (Ref. Components 2 and 3) **)	Fogera	14	na
	Mecha	24	na
Number of regional action plans funded for each value chain (Ref. Component 2 and 3) **)	Region	4	na
Number of business plans developed by farmers' groups, cooperatives or private firms that have been approved to receive funds from the Matching Grant Fund (Ref. Component 3) **)	Fogera	5	na
	Mecha	5	na
Number of new technologies that have been funded and adopted for each value chain, disaggregated by gender	Fogera	4	14 ***)
	Mecha	4	14 ***)

*) Improved onion, rice, potato seed: traders within and outside Amhara, local farmers; Potato: starch factory (yet to materialize), potato crisp makers, bakeries; Onion bulb: traders from outside Amhara;

**) Interventions and results overlap with component 2 and 3 and are therefore reported under components 2 and 3.

***) Water pumps, mobile maize threshers, weighing scales, collection centres, diffused light storage, frying devise for crisp making, plastic crates, animal feed chopper, pallet, shades, rice threshers, rice combined machines, rotary weeder for rice, potato digger, improved seed, water harvesting- and lifting technologies, tiple bags, onion packaging machine, rice boiler (= 20 technologies)

3.1.1 SUMMARY OF COMPONENT 1 OUTPUTS

The Component 1 interventions have significantly enhanced value chain development, agribusiness creation and increased trade in the targeted woredas. Farmer groups, cooperatives, individual entrepreneurs and companies have, with AgroBIG support, been able to iron out their business ideas, develop new products and processing methods, source finance and raw materials, find buyers and customers, and develop marketing and streamline supply chains. In addition, several advancements that have materialized as an initiative of the Programme—like the development of seed system—have already benefitted and are likely to increasingly benefit farmers and other value chain actors even in other woredas in the region and outside.

As a result of AgroBIG Component 1 interventions a total of **1060 new jobs**, including estimates of potential jobs once some planned investments are ready and operational, have been created. The number of farmers who are now occupied year round in field work instead of rain season only, and earning income from off-season products like onion and potato seed, onion bulb and potatoes is way above the number of created or potential jobs described here.

- 607 jobs have been created within small scale processors (total 274, out of them 209 female), traders (total 18, 12 female) and groups providing services to farmers and other (total 315, 10 female, ref. Component 2).
- 371 job opportunities arise from cooperatives that have received grants for collection centres. Another 42 potential jobs are expected at ETFruit warehouse and BD University potato flour factory whose financing AgroBIG prepared to support.
- Support to rice warehouse receipt system, including store facilities, and to the vegetable terminal market in Bahir Dar is expected to generate 40 permanent jobs.

Assessment of Component 1 outputs using LFA indicators:

Output 1.1 Organizations established or strengthened within the Value Chain

- **In total 51 agribusiness entities got engaged in new agribusiness or agricultural production related business.** The new business initiatives and innovations that have good growth potential to engage more farmers in the value chain are supply of quality declared onion seed (e.g. Jemma company and Kudmi coop Onion Seed Producers in Mecha), supply of disease free potato seed by two new seed cooperatives in Mecha, and cooperatives' engagement in business partnership with companies like ETFRUIT. 38 of the reported beneficiary entities are small businesses engaged in potato crisp making in Mecha (12) and in Bahir Dar (26), and one in preparing animal feed in Mecha.
- **Communication materials about value chains available.** The Programme has produced information materials of value chain development and related topics, and got them effectively distributed to targeted audiences in trainings, stakeholder meetings and alike, and through AgroBIG website. (See chapter 3.2.3 for more details.)

Output 1.2. Production, agribusiness development and markets increased and enhanced along the value chain

- **In total 121 farmer cluster groups, 131 private sector agribusinesses and a total of 55 existing cooperatives and 4 cooperative unions were strengthened (two RUSACCO unions).** Farmers have benefited in many ways from AgroBIG support to cooperatives as a means to improve the capacity and competitiveness of the actors along the value chains. **Potato and onion seed multiplication and marketing** cooperatives (307 members, 6.5% female) have developed new business and by so doing remarkably improved farmers' access to high quality, disease free seed that is the basis for profitable farming. Close to 140 farmers have got engaged in production of quality declared onion seed and improved rice and potato seed. Moreover, improved capacity of **irrigation cooperatives** (7,703 members, 11.3% female) has assisted farmers to gain higher yields from their parcels. **Multipurpose cooperatives** have been assisted to improve their transport services, which has reduced the need of human labour in transporting farm produce to collection centre and to the market. A good number of trainings, field days and experience sharing visits have been provided to

cooperatives as well (see component 2). It can also be noted that the number of members in multipurpose cooperatives has since 2014 increased from 63,600 to over 73,000, which has in turn enabled them to mobilize more funds for development activities. The number of women members in cooperatives grew by 68% from 2014 to 2016, by when 12% of registered cooperative members were female. The head of the household only is the one registered as the member. Averagely around 14 % of the households are female headed.

- **5 new market segments were identified for onion, potato and rice.** Improved onion and potato seeds—as a new produce—are targeted to buyers from outside and within the region apart from local farmers and local traders. Potato producers look forward to the establishment of starch factory in BD as a new market with continued demand. One bakery in Bahir Dar has included potato in their products. The number of potato crisp makers has increased, 26 sellers operate in Bahir dar and 12 in Mecha, all female. Onion bulb increasingly attracts traders from outside Amhara.

Output 1.3 Actors have action plans, business plans and applications that are financed

- Results regarding the first three indicators under this output are discussed under Comp 3.
- **New technologies taken into use:** AgroBIG has assisted cooperatives to source water pumps to enhance irrigation, animal carts to enable transport of harvested crops, weighing scales to improve accuracy when trading, and diffused light storage for potato. All these have improved the operational capacity and quality of services, helping also to ensure that the primary producers get the payment that they are entitled to. Most technologies have been adopted, but e.g. potato digger and rotary weeder for rice are at demonstration level.

Status of waterpumps for cooperatives and other business entities

As **value chain grant projects**, 39 waterpumps have been provided to 14 irrigation and multipurpose cooperatives and three pump maintenance youth groups in Fogera in 2016.

In April 2017, 14 of the 17 receivers reported that the pumps were functional and being rented out for coop members and non-member farmers. Three coops reported to have rented pumps out to non-members only. Reason for non functionality was for instance too high price perceived by the farmers.

Altogether 239 male members and 10 female members have rented pumps to irrigate their crops. Four non-members only (all males) have used the opportunity to rent a waterpump, which is less than 1% of all pump users.

The total revenue earned by the cooperatives varied from 500 to 16,000 ETB, all summed up reaching 62,100 ETB.

Area irrigated in 2016/2017 season was reported as 198 hectares.

The frequency of how many times one renter rents the pump is not known. Farmers also have their own pumps and farmer and groups of farmers are renting pumps for a longer period of time. The average of usage fee is 10 birr per hour, monthly rent 1,125 ETB



Using waterpumps during the dry season enables farmers to plant for another cropping season.



Handing over ceremony of 39 waterpumps to Fogera cooperatives in February 2016.

SUMMARY OF ENTREPRENEURS AND BUSINESS ENTITIES SUPPORTED BY AGROBIG

Type	Enterprise	Male owned	Female owned	Total	New	Existing
Processors and processing units*)	Rice processors	5	3	8		8
	Animal feed processor		1	1	1	
	Bakery (potato bread and flour)	1		1		1
	Potato chip producers in BD		26	26	26	
	Potato chip producers in Mecha		12	12	12	
	Vegetable / fruit processing coop DT			1		1
	Rice parboiling coop Fogera			1		1
	Bakery consumer coop Merawi			1		1
	Warehouse Receipt System			1	1	
	BDU potato flour factory			1	1	
	ETFRUIT			1		1
	Terminal market			1	1	
	Jemma Seed PLC (onion seed supplier)	1		1		1
SUBTOTAL		7	42	56	42	14
Service Providers	Maize threshing group	1		1		1
	Spraying/Maize threshing groups	8		8	8	
	Well drilling and pump maint.	5		5	5	
	Tractor ploughing	3		3	2	1
	Truck loading unloading	11		11	11	
SUBTOTAL		28		28	26	2
Traders	Road Side Kiosk rooms			9	9	
	Market Center rooms	6	32	38	38	
SUBTOTAL		6	32	47	47	
TOTAL		41	74	131	115	16

*) Additionally, 172 individuals of whom 120 females, have been trained on food processing and business operations. Detailed follow-up data on their potential businesses is not available. Rice and vegetable processing coop members are majorly women.



AgroBIG has facilitated business development for various small-scale entities and individual entrepreneurs.


Seblewongel Alebel and Meseret Abere (up left) have been assisted to develop their supply of packed potato crisps to customers. Barhanu Aragaw (up) has invested in a new oven in his bakery. Barhanu utilizes even potato flour in his products. Tesfaye Teshome's family (left) initiated a completely new business with the help of AgroBIG grant. The family now provides chopped fodder to their neighbours with the help of a movable chopper.

3.1.2 SUMMARY OF COMPONENT 1 INTERVENTIONS FACILITATING THE POSITIVE RESULTS

AgroBIG has supported **establishment and strengthening** of different organisations so that they and their members and owners have more successfully been able to engage themselves in agribusiness, either as producers, processors, buyers or traders. More of this has been discussed in chapter 3.1.3.

One of the most significant achievements of AgroBIG is that it has in a short period of time been able to vastly **improve the seed supply systems** in Amhara Region for **onions, potato** and **rice**, which is now benefiting all actors in the value chain: seed producers get proper price for their produce, farmers using improved seed get higher yields of good quality produce that further attracts buyers and satisfy consumers. This output is a result of tireless cooperation of various actors in the value chain: quality seed suppliers, researchers, Quarantine Authority, farmers producing seed, seed producer cooperatives and traders. More information about this important intervention is found in chapter 3.1.4.

Other advancements under Component 1 that contribute to development of functioning and efficient value chains cover improvements in **post-harvest handling** of agricultural crops, development of **market information system, market and business development** for example through introduction of affordable new technologies for transport and threshing, sorting and grading of crops, use of reliable weighing scales, product promotion, attractive packaging and display, and **development of market infrastructure**. **Linkages** and communication between producers, cooperatives and buyers have been strengthened, and as a result, awareness about the increased supply of good quality produce is increasingly attracting buyers in the region and outside. High demand increases selling prices and gives thus better returns to farmers.



AgroBIG has devoted much effort to support and establish **commodity clusters** so that the cluster farmers as a group can access extension easily and produce larger volumes of a more uniform and good quality, which is more attractive to buyers buying in bulk.

For example, the rice producing farmers operating in clusters have been able to produce quality declared seeds meeting the required standards, thus receiving a higher price. The onion bulb produced from good quality seeds that were made available has been more attractive on the market and therefore well received. Due to clean seeds and improved handling, the potatoes produced have shown better quality.

Another key establishment for successful networking along the value chains has been the formation of **value chain platforms**, specifically for each woreda with members from different walks of life. Building **partnerships** with key actors has built trust and cemented business relationships, which is also useful in exchange of information.

More in-depth information of the interventions under Component 1, and description of the consequent changes are elaborated in the following sub-chapters. Further details and success stories are found in the book **“Growing with agribusiness”** book that is available at **www.agrobig.org**.

Most of the reported outputs have been achieved as a result of more than just one component or activities under a single output (result) area. Hence, the discussion below is structured under thematic result areas.

3.1.3 ORGANIZATIONAL AND AGRIBUSINESS DEVELOPMENT ALONG THE VALUE CHAINS

1. ORGANIZATIONAL DEVELOPMENT

Bringing value chain actors and stakeholders together in an organized way has been at the core of the Programme activities. This has included strengthening of existing organizations as well as the creation of new ones.

AgroBIG has worked with farmers and their cooperatives, public and private organizations as well as taken a serious initiative to create employment for unemployed youth.

Establishment and Strengthening of Farmers' Cooperatives

Summary of the cooperatives supported by AgroBIG is presented in Table 5.

Table 5. Cooperatives established and strengthened with the support of AgroBIG.

Cooperative type and No of coops established or supported		No of members			Commodity promoted	Type of support provided	Results / achievements gained
		M	F	Total			
Seed						Collection centre, animal cart, weighing scale, packing machine, store, lab and transport equipment's, mini tubers supplied, DLS, Training & experience sharing	Quality declared seed sold, quality and productivity of seed improved as well as acces to it, members of coops increased.
a. Established	4	202	16	218	Onion & potato		
b. Strengthened	2	174	11	185	Onion		
Irrigation						Collection centre, weighing scale, plastic crates, animal carts, motor pumps	No of cooperatives and their members increased, bargaining power of the farmers increased, quality of produce improved
a. Established	7	339	22	361	Onion bulb		
b. Strengthened	22	6,493	849	7,342	Onion bulb and ware potato		
Multipurpose						Store, maize thresher, training and experience sharing, animal cart, water pump, weighing scale	Capacity of the cooperatives in output marketing increased.
a. Established	-	-	-	-	-		
b. Strengthened	32	38,078	4,625	42,703	Maize & Rice		
Consumer's						Store, maize flour mill, bread bakery, linkage facilitation	Awareness and market linkage created.
a. Established	-	-	-	-			
b. Strengthened	3	377	232	609			

AgroBIG support to cooperatives:

- **Two Potato Seed Multiplication and Marketing Cooperatives** have been established and organized in the highlands of Mecha, at *Abromenor* and *Wotet Ber* kebeles. These seed cooperatives are able to multiply basic virus free mini tubers with assistance from Adet Research Centre. Farmers in this area have been unable to plant potato seed during rainy seasons due to fear of the potato blight disease, but now they are able to do so, by using proper planting material introduced by AgroBIG during field days. The result is that many farmers now can produce larger volumes of good quality seeds.
- **Four Onion Seed Producing and Marketing Cooperatives** have been supported to start producing onion seeds, *Kudmi* and *Bered gafera* coops in Mecha and *Fogera zer Bizet* and *Madere zer Bizet* coops in Fogera, last two being established with AgroBIG support. These cooperatives have produced more than 21 tons of quality declared onions seeds that were sold on the market at a favorable price. The number of **quality declared onion seed producer farmers** has grownup to **307** (20 females, figures based on coop membership) and this number is expected to increase in the future, resulting in increased income for the members of the cooperative.

- **7 new Irrigation Cooperatives** have been established in Fogera. In addition, **22 Irrigation Cooperatives in total have been strengthened**, with a total of 7,342 members (849 female). Improved irrigation facilities, like water pumps, that these cooperatives can rent out to members and even to non-members have helped farmers get higher yields.
- The support from AgroBIG to **32 multipurpose cooperatives** in Fogera (9) and Mecha (7) with plastic crates, animal carts and mules, has enabled the cooperative members to more easily transport their products to collection centres or directly to the local market. In addition to grant support, the coops have received skill trainings, and members have participated in experience sharing and exposure visits, and they have benefitted from market linkages.
- **Three consumer cooperatives** have been strengthened through training and material support. In addition, consumer cooperatives based in Bahir Dar, Gondar, Debre Markos and Sekala have been assisted to create market linkages with Fogera Irrigation Cooperative and Koga Union for the delivery of onion bulb, ware potato and rice.

Formation of Clusters

When the farmers of adjacent farm plots operate together, it becomes easier to distribute seeds and other inputs as well as to provide technical assistance. Clusters make it easier to provide extension services, to organize field days and demonstrate good agricultural practices and technologies such as rice harvesters and triple bags to cluster farmers striving in the same direction. Farmers operating in clusters also get easier to access information and inputs.

AgroBIG has involved the Woreda Office of Agriculture to take an active role in awareness creation about the benefits of cluster based production management. Farmers interested and willing to be part of such clusters were identified and registered. However, farmers have insisted to create contractual agreements to make the clusters more efficient in order to build confidence in selling their produce in a more guaranteed way.

Table 6 below gives an overview of the number of clusters created and supported.

Table 6. Formation of clusters with the help of AgroBIG support.

Type of Cluster	Number of clusters formed	Number of kebeles involved	No of members, total/ female	Areas covered, hectares
Rice	13	5 in Fogera	178/3	60
Onion Bulb	24	7 in Fogera	1,184/64	211
	6	6 in Mecha	183/21	44
Maize	71	3 in Mecha	3,967/359	2,488
Potato *)	7	7 in Mecha	386/28	176

*) Clusters outside the Koga Irrigation Command Area. Within the command, there are 12 "clusters" following the 12 irrigation blocks.

AgroBIG's interventions within cluster support:

- Provision of technical and financial support
- Training on good agronomic practices, including post-harvest management and training on sorting and grading
- Field days have been organized
- Rice seed certification system for the cluster formation has been facilitated
- Improved technologies like maize thresher and storage bags have introduced.

Strengthening of Private Sector Agribusinesses

Capacity building, training and exposure visits arranged by AgroBIG have benefitted two private business organizations engaged in seed multiplication and marketing, two businesses engaged in food and animal feed processing and one engaged in post-harvest processing with the use of a maize thresher. In addition, one packing store project for vegetables and fruits has also been supported. Some of these organizations have also benefitted from the AgroBIG grant funds. The result is that all these businesses have improved and generated more profit.

- **28 youth groups** have been established and supported to act as service providers to farmers on a commercial basis. See the section for private sector service delivery under Component 2.
- In Mecha, **five women business groups** with a total of 35 members operating in Birakat, Gerchech, Amarit, Wotet Abay and Merawi kebeles, have been supported. A total of 12 group members have secured steady income as a result of AgroBIG's technical on-the-spot and financial support on the processing of potato chips.
- In Bahir Dar there are 26 **potato chips sellers** that Agro BIG supported with BDS and networking with government authorities to access cooking oil and new markets. 19 were supported with push carts.
- Jemma integrated Agri Development PLC has been able to produce and supply 18 quintals of onion seeds and earned about 1 million ETB from the sale of the seeds in 2015 alone. Similarly Balemlay Aragaw Food Business, engaged in potato processing, has increased its production capacity by 15% due to support from AgroBIG's value chain grant funds.

2 NETWORKING AND PARTNERSHIP DEVELOPMENT

Multi-stakeholder platform (MSP)

Conducting stakeholder meetings is a basic approach that has been actively used for the identification and implementation of the AgroBIG programme. Farmers, cooperatives, traders, processors and concerned staff of different government and non-government organizations commonly attend these meetings. Normally a meeting would revolve around aspects of production and marketing improvements of the value chains that AgroBIG operates with. The focus has been on creating trust and transparency among the value chain actors while facilitating market linkages and addressing challenges that can be turned into opportunities. Identified constraints have been discussed, action plans have been prepared and implemented successfully.

Altogether **13 stakeholder meetings** have been organized, 3 in Mecha and 6 in Fogera.

In addition **specific MSP meetings** have been conducted as demonstration **field days** focusing on improved production of onion seed. During these field visits, farmers and seed growers have been able to exchange their experiences and observations. Wrap-up sessions have followed to identify bottlenecks along the seed production chain to enable onion seed producing farmers improve and strengthen their production, which in turn has ensured quality production and a higher price on the market. As a result, market linkages have been created between bulb producers and seed producers for onion production in the eastern part of Amhara irrigation coops in Jarraa, Shoa robit and Kobo Girana

BoTIMD has facilitated **stakeholder consultative meetings** to address the production and marketing of quality **rice** among value chain actors, considering that unregistered brokers in the past have dominated the market and suppressed prices, with little concern over quality. Farmers, processors, traders, consumers and quality standard experts have taken part in these meetings to discuss quality issues and set requirements and conditions for quality based rice marketing. The result has been that farmers now have alternative marketing outlets and can receive a higher price for their paddy rice. At the same time, awareness of the importance of producing quality rice has been created among the rice producers of Fogera.

A **specific market linkage forum** was organized by BoTIMD to take the issue of onion and potato marketing further. The linkage forum was attended by producers, irrigation cooperatives and unions, ETfruit as well as big buyers from outside the region. Marketing experts also attended. The result has been that agreements were facilitated and entered into between onion producing cooperatives and big buyers, for mutual benefit.

Stakeholder platforms and field visits have been a good way to promote the use of improved varieties and reliable seed sources, to demonstrate best management practices including irrigation water management, pest control and post-harvest handling.

AgroBIG stakeholder meetings have been the most important forum for the private sector to share views with other value chain actors about issues of mutual interest.

Examples of useful outcomes from stakeholder forum meetings:

- Market Linkage Forum for onion and potato:** Linkages facilitated and contract marketing established between Koga Union, Fogera Irrigation primary Cooperatives and ETfruit as well as big and distant buyers e.g. Addis Ababa, Mekele, Shire and Dessie. Six primary irrigation cooperatives have signed contract agreements with their members to enable onion trading in Fogera.
- Rice linkage forum in Debre Markos:** A joint forum for linkages between Fogera rice producers with traders of Debre Markos and Bure opened up a new markets for rice.
- Rice quality and standards forum in Debre Tabor:** The rice produced in Fogera is of low quality compared to imported rice that it hardly qualifies as table rice. Instead, it is commonly used for mixing with teff in injera making. However, there is a potential for making the local rice competitive by improving the quality of the rice as handled at different levels of the value chain, primarily by introducing improved varieties. The Fogera National Rice Research and Training Center (FNRRTC) based in Woreta is working on these issues, something which AgroBIG is following up closely.
- Potato Starch processing forum in BD** discussd they way forward building on the potential on potato processing.
- Healthy trading practices:** In the recent past, unregistered brokers have had a disturbing influence on the marketing of onions in Fogera. BoTIMD/WoTIMD together with AgroBIG have therefore organized a number of **consultative meetings** with the concerned stakeholders in order to create healthy onion and potato trading practices that can provide producers with fair prices for their produce.



Market linkage forum invited onion traders and producers in Woreta to explore new market linkages and to share views of how to address the potential bottlenecsk in the supply chain.

Partnerships

AgroBIG has created synergy and been networking with many other technical programmes and projects operating with value chain development, not only in Amhara (Table 7). These include in particular the Agricultural Transformation Agency (ATA) for maize, rice and horticulture and community based system development as well as integrated seed system development, MEDA and the AfricaRice projects in rice value chain development, ISSD, LIVES and AGP-AMD in experience sharing and with KogaVeg enterprise in contract farming arrangements.

Table 7. Summary of partnerships created between various organizations and AgroBIG since 2013.

Value chain	Partners organization	Networking details
Horticulture (including onion and potato)	ATA	<ul style="list-style-type: none"> Participated in a stakeholder forum of ATA's Horticulture strategy development, contract farming consultative meeting, and VCs alignments stakeholder meeting Sharing AgroBIG's community based seed production and maize VC experiences
Vegetables	SNV/GRAD	<ul style="list-style-type: none"> Attended different vegetables MSPs and shared AgroBIG's experiences and support related to the potato and onion VCs development.
	ISSD	<ul style="list-style-type: none"> Seed cooperatives strengthened
	IFAD/PASDIP	<ul style="list-style-type: none"> Stakeholder forum to share market linkage experiences
Potato	CIP	<ul style="list-style-type: none"> Identified areas of cooperation related to potato seed market Attended stakeholder meeting organized by CIP
	VITA	<ul style="list-style-type: none"> Shared experiences on potato VC development in Ethiopia at Potato coalition
	ORDA	<ul style="list-style-type: none"> Support and training for horticulture processing coop (Debre Tabor)

Rice	MEDA	<ul style="list-style-type: none"> • Consultative meetings and discussion to avoid duplication of efforts mainly in identifying target intervention kebeles, technology identifications and grant fund users • Close relationship to invite MEDA and also be invited by MEDA in the different events such as field days, rice MSP, linkage forum, new business model piloting (WRS),
	FNRRTC	<ul style="list-style-type: none"> • Established community based rice seed production stakeholder platform • Supply of improved rice variety to seed growers farmers • Technology shopping and experience sharing, annual review and planning
	JICA/EARI	<ul style="list-style-type: none"> • Participated and also shared AgroBIG's rice value chain experiences at rice seed development strategy stakeholder meeting organized by EARI in collaboration with JICA
	UNIs of BD and Debre Tabor	<ul style="list-style-type: none"> • Field day events on improved variety selection and fertilizer application for improved production
Maize	AGP-AMDe /AMSAP	<ul style="list-style-type: none"> • Attended project progress and completion workshops • Shared information on advance maize seed supply
Soil management	GSE/OARI/ GTK/LuKe	<ul style="list-style-type: none"> • Attended acid soil management workshop presenting soil characteristics of the Koga irrigation area and the experience undergone by Koga VEG PLC to amend the soil with the use of lime.

3 SEED SYSTEM DEVELOPMENT

AgroBIG has invested much in **improving the seed system** through trainings and searching for superior seed sources. These efforts started with onions and potato and are now being expanded to include also rice and maize.

The onion, potato and rice value chain studies conducted by AgroBIG revealed that the absence of clean, healthy and productive seed is the major constraint that prevents farmers from increasing their production and productivity and thereby increasing their income. The market for seeds is basically informal and does not function sustainably, as good quality seeds are not available on a commercial basis. As all agricultural production starts with having access to good seeds, the potential for farmers in Fogera and Mecha to get a high return for their efforts in cultivating onions, potato and rice has been much restricted by the lack of vital seeds.

The efforts in seed system development have well paid off and benefitted seed producers and many farmers most directly.

The market has observed the improved quality of the onions and potatoes produced in the woredas, which has resulted in higher price and a steady demand, even from outside the Region.

Appreciating the importance of having a well-functioning seed system, AgroBIG has been working hard on developing a seed system in Amhara Region for the selected value chains as one major and strategic intervention. The approach has been to support seed production as a business through community based seed multiplication and marketing, by strengthening commercial farmers.

Through various technical and capacity building efforts, AgroBIG has been strengthening seed cooperatives and organized seed producing farmers into clusters while providing support to commercial seed producers by organizing training events, field days, exposure visits and by providing financial support. In addition, it has been necessary to strongly support the implementation of the seed certification requirements of the Regional Quarantine Agency (QA) and its branches by providing necessary seed laboratory, field equipment and logistics support. At the same time, the seed production capacity at Adet Agricultural Research Center of ARARI has been upgraded and

support provided to strengthen the implementation capacity of CPA, BoA and the Quarantine Agency.

The extensive activities undertaken by AgroBIG to put in place sustainable seed supply systems for onion, potato and rice have been summarized in **Table 8** below.

Table 8. Overview of AgroBIG’s intervention on seed system development.

Constraints	<ul style="list-style-type: none"> • Lack of basic or foundation seed • Lack of clean and healthy seeds • Lack of certified seeds at community level • Limited attention on community based seed system 		
Seed system intervention	<ul style="list-style-type: none"> • Supporting seed as a business through community based seed multiplication and marketing (organized farmers) 		
	Onion	Potato	Rice
AgroBIG support	<ul style="list-style-type: none"> • Four seed producing and marketing cooperatives strengthened • Jemma Integrated Agriculture PLC supported • Seed producers obtained training on production techniques and certification • Seed producers facilitated to be linked with quality onion bulb seeds suppliers in eastern Amhara • Bombay Red variety promoted • Seeds inspected by the Plant Quarantine Agency (QA) at different stages • Qualified growers obtained certification “quality declared” • Certified seeds weighed, packed and labeled • Packed seeds sold to neighboring and distant farmers and traders • Onion seed bulb production in the rainy season demonstrated in Fogera • Strengthened the Capacity of ARARI <ul style="list-style-type: none"> ○ Poly house for the production of the seed bulb at ARARI financed ○ Onion bulb production possibilities at Jemma and Fogera areas conducted by Adet research center 	<ul style="list-style-type: none"> • Two potato seed grower cooperatives have been organized and legalized at the highlands of Mecha • Multiplied pre-basic potato seed under screen house at Adet • Potato mini tubers of five varieties delivered from the Adet and distributed to four cooperative members • A field day event organized: fellow cooperative members and ware potato producers in the Koga irrigation area visited • Potato late blight action research financed through IDRF and field day demo organized • The Regional QA with branch offices provided trainings to seed potato producers outside programme areas for future linkages • The harvested seed potato redistributed again to cooperative members • Farmer groups have been trained in potato seed production, handling and certification • Continuous technical support and follow up given by researchers • Inspected by QA at different growth stages of the crop • Strengthened the capacity of ARARI <ul style="list-style-type: none"> ○ Three screen houses maintained/partitioned ○ Support TC at ARARI for managing tissue culture produced mini tuber ○ Inputs for the multiplication of pre-basic potato seed multiplication under screen house at Adet ○ Chemicals for ARARI’s TC laboratory financed ○ Construction of 3 DLS 	<ul style="list-style-type: none"> • 178 Farmers having 60.5 ha of land organized in 13 clusters • EDGET -variety of rice, which is disease resistant, supplied and multiplied • Farmers trained and applied inputs and agronomic practices, e.g. row planting and rouging • Field day organized to promote post-harvest technologies, cluster and best practices • QA inspected the seed production at different times

The following results can be seen from the development of seed systems:

Results for onion seed:

- Onion growing farmers have access to certified seeds, benefitting from **increased yields, quality and income**.
- The number and quality of seed producer farmers increased, In Mecha, from 1 to 52 and In Fogera from 3 to 86. This in turn has created employment not only for the seed producer farmers, but also others that are linked directly to onion production and supply.
- Seed producing and marketing cooperatives have been able to create profitable market linkages with buyers within and outside of Amhara Region, particularly as concerns onion bulb and onion seed business between Eastern Amhara Cooperatives (at Kobo, Jara, and Shoa Robit) and Producer Cooperatives of Fogera and Mecha.
- Seed producing farmers are able to produce certified and packed local best onion seeds in the market for the first time, benefitting from **attractive price**, on average 450 ETB/kg in 2016, in 2017 slightly lower. The variable production costs are calculated to be in the range of Birr 59-143 per a kilogram.
- The introduction by AgroBIG of seed packaging and leveling has increased the demand and created confidence from the buyer side.
- The onion seed germination rate has improved and by now reached on the average 78% both in Fogera and in Mecha. This is to be compared with the level of world average that is 65%, according to FAO.
- Fogera will soon be 100 % self-sufficient in seed production to meet its onion bulb demand.
- The seed certification inspection capacity improved.
- Jemma Integrated Agriculture PLC that produces onion seed is now expanding its seed business. s

Results for potato seed

- Farmers have benefited from the availability of disease free seed potato, improved production and market linkages, as the demand for potato is on the increase and prices have increased.
- The capacity of the **Adet** Agricultural Research Center in producing mini tuber potato seed **production has more than doubled**, from 25,000 tubers to 100,000 tubers per annum.
- Two potato seed Multiplication and Marketing Cooperatives established in the extreme highlands of Mecha have the potential and capacity to supply improved potato seeds to the Koga Irrigation Command.
- Koga Irrigation Coops Union has established a strong market linkage with Ra's Guna Seed Cooperative. Having mobilized funds and credit, the members have procured a total of 1,303 quintals of potato seeds that was distributed to farmers (593.52 qt in 2014/15 and 709 qt in 2015/2016. This covers about 65 ha of land (20 qt/ha). The varieties are Jaleni and Belete amounting 1,177 qt and 125 qt, respectively. In 2014 they procured and distributed about 300 qt.
- Those farmers who had taken credit for the purchase of potato seeds obtained good income and thereby have fully settled their repayments on time. Big quantities of potato seed are required for planting, and women especially are demanding credit. This issue is to be taken into consideration in the next phase of the Programme.



Diffuse Light Storage at Adet for preserving seed potato.

Result for rice seed

- The Community Based Rice Seed Multiplication and Marketing Groups that have been organized into 13 clusters comprising 178 farmers been able to encourage and support farmers to **produce disease and cold resistant rice varieties** such as *Edget*. These farmers have been encouraged to promote row planting and rouging to minimize contamination. The access to improved varieties has boosted production and increased the income for the cluster members. For marketing cluster farmers need to be members of a rice cooperative though.

Programme for Agri-Business Induced Growth in AMHARA Region, Ethiopia

Success Stories 2016

CERTIFIED SEED SYSTEM FOR QUALITY

Seed is the cornerstone of agricultural production. Healthy seeds enable viable plant growth and good yield. So far there has been no formal seed system for onion in the Amhara Region. Farmers are planting seeds from unknown origins. Productivity has been low and plants have been prone for diseases.

AgroBIG Support

- ♦ Capacity building of the plant Quarantine Agency with lab equipment and facilitation of field inspections
- ♦ Practical trainings for farmers on Good Agricultural Practices and certification requirements, experience sharing and field days
- ♦ Cooperatives capacitated through materials by Value Chain grants; market linkage creation between bulb and seed producers, final buyers

The Quarantine Agency

Quarantine Agency (QA) is involved in the certification process from the field to the post harvest inspections. On the field, inspector checks the crop rotation, origin of the seed and that there are no visible pest and disease infestations. Finally based on the laboratory tests of the the moisture content, genetical purity and germination rate, they give their approval for certified packaging.



Seed Production and Marketing Cooperative



Members of the Kudmi Seed Production and Marketing coop are presenting the packages which they use to pack onion seed with a machine supported by AgroBIG. Label in the front explains seed characteristics and proves the certification.

The coop serves 145 members, of whom 35 produce certified *Bombay Red* onion seed. Farmers sell their produce to the coop which then packs and sells the seed to the Coop Union. With AgroBIG grant support, the coop has purchased weighing scales, carts and crates to serve the members. As a unique facility, they have a mini-laboratory, where the seed characteristics can be checked on the spot.

AgroBIG

Story No 1, page 1



Objectives

Aim is to support the establishment of a certified formal seed system

so that farmers have access to clean and certified onion seed for better yield and quality.

Actors involved

- ♦ Quarantine Agency
- ♦ Cooperatives
- ♦ Seed farmers
- ♦ Local extension agents
- ♦ Traders
- ♦ Buyers



AgroBIG Programme, New ACSI Building, 3rd Floor, (P.O.BOX 1458), Bahir Dar, Ethiopia.

Tel: +251 582 209 195, www.agrob主g.org, email: info@agrob主g.org

Figure 6. AgroBIG is sharing its success stories by distributing information leaflets to Programme stakeholders and also to other woredas outside Fogera and Mecha. This special issue elaborates about the benefits of the quality declared seed system. See next page for page 2 of the bulletin.

Programme for Agri-Business Induced Growth in AMHARA Region, Ethiopia

Success Stories 2016

CERTIFIED SEED SYSTEM - RESULTS

To date, we have supported **4 onion** and **2 potato** seed producing coops. Altogether **138 farmers** are engaged in onion and potato seed production. Seed system development is in process also for rice.

As a result for onion, **productivity** has increased by **10 %**, there is lucrative **employment** for farmers and **sustainability** of the seed production is created through business linkages between bulb and seed producers.

A Profitable shift into farming



Ms Habtami is a former teacher now working in the fields in the Koga irrigation area directing water to her and her husband's onion plots. She explains how she earned around 13 000 birr per as a teacher year but was not satisfied.

The previous year she decided to leave her job and stay with agriculture on his fathers' land. She has just married with a man who used to work on his father's farm. Father wanted to pass on the land to the young couple who is now earning up to 200 000 birr per year with onion seeds.

Let us introduce: The best farmer in the Region

Mr Asneko Birhan has a reason to smile. In 2015 he was selected for the best performing farmer in Amhara. Previous year, he harvested such a quality onion seed yield which generated him 450 000 birr, more than ever before. Also the characteristics of his seed were the best of all. Based on the on-farm follow-up and lab testing by the QA, the germination rate of his seeds was recorded as high as 96 %, well above the average of 88 % in the area.

Mr Asneko has participated in trainings on GAP and benefitted from weighing scales and irrigation water pumps which his cooperative has purchased with

AgroBIG grant support. Importantly, AgroBIG supported linkages to direct buyers and absence of illegal brokers have facilitated better prices for farmers. With the increased income, he has been able to lease land on which he is now constructing a new house for his family. He is also expecting some rental income from the investment he was able to make in a market center construction in Woreta town.



AgroBIG

Story No 1, page 2



Lessons learned

1. Seed **certification** is critical element in the system promoting seed business
2. Lack of **action towards illegal** seed producers has an impact on the legal seed production system
3. It is important to evaluate also other **options for seed** than the local seed variety

About AgroBIG

AgroBIG is **value chain** programme, supporting onion, potato, rice and maize producers and processors in Mecha and Fogera woredas.

AgroBIG is a **bilateral** agriculture and rural development Programme funded jointly by the Governments of Ethiopia and Finland.



AgroBIG Programme, New ACSI Building, 3rd Floor, (P.O.BOX 1458), Bahir Dar, Ethiopia.

Tel: +251 582 209 195, www.agrob主g.org, email: info@agrob主g.org

4 IMPROVED POST-HARVEST HANDLING

Due to lack of proper storage, poor processing equipment and simply negligence during transport of agricultural products on the way to the market, post-harvest loss is often very high. To minimize such losses, AgroBIG has introduced and promoted a number of measures, which has included training and demonstrations of different technologies.

Technologies demonstrated that reduce losses already at the harvesting stage include the introduction of rotary weeders, mini combine harvesters, hand held harvester, maize shellers and potato diggers.

Demonstration of simple technologies has quickly improved farmers' awareness of how post-harvest losses can be much reduced. The measures include non-watering of onions prior to harvesting, drying of products on a farm before transport to markets, use of plastic crates during transports, use of Diffused Light Storage (DLS) for storing of potatoes, sorting and grading as well as use of triple bags to retain moisture and to control pests.

To improve the quality through better handling of rice, maize, onion and potato, AgroBIG has **introduced and demonstrated** various pre- and post-harvesting technologies:

- **Maize:** maize threshers, animal feed chopper, triple and pp bags (1149)
- **Rice:** rice harvesters (3), rotary weeders (15), rice boiler (1), triple bags (200)
- **Onion:** Onion seed packing machines (2), water lifting technologies, water pumps, rope and washer pumps (5), water harvesting technologies (20.000 mini dam bags), geo-membrane (1) and pp bags
- **Potato:** 2 Polyhouse at ARARI for onions, 2 + 3 screen houses for potato at Adet, potato diggers, Diffuse Light Storages (3)

Results from the increased awareness, improved technologies and skills in post-harvest handling have been reported in table 3 and in chapter 2.2.2.



5 MARKET AND BUSINESS DEVELOPMENT

For value chain actors to be competitive on the market and improve their operations with the aim of generating more income, they need to offer attractive quality products at a good price at the right time. There are many aspects along the production and distribution chains that AgroBIG has addressed so that markets can develop and prosper. One of the outputs from these efforts is that the **quality of the products has clearly improved**, attracting buyers and fetching higher prices.

Product development

When it comes to **Good Agronomic Practices**, farmers' knowledge and skills, such as the wise use and application of inputs, including fertilizers and seeds, spacing between plants, application of irrigation water and harvesting techniques, have improved through trainings, demonstrations and exposure visits.

The result has been that the **quality produce** is observed by ETFRUIT and private traders who are, as an example, now willing to pay higher price for onion farmers in Fogera.

- Training on basic **sorting and grading** of maize, onion and potato has been provided in addition to programme woredas also in Debre Tabor and Dangla. This has created awareness among farmers that the market appreciates and is ready to pay for a more uniform selection of products that can be achieved by sorting and grading.
- Onion and potato are sold in bulk by farmers, based on a weight that traditionally relies on weight estimates of the produce packed in sacks. Often farmers have not been paid the correct prices as the sacks often weight of more than one quintal. To put this right, **weighing scales** have been introduced to enable farmers and buyers to verify the actual volume of traded lots. Cooperatives have purchased weighing scales with the help of AgroBIG value chain grant. The equipment has proved durable and functional. However, there have been indications that some traders are not willing to accept the use of scales.
- Improved potato seeds brought from Guna seed potato producers cooperative and introduced to ware potato producers of Koga Irrigation Command Area, have shown encouraging results: farmers have benefited from improved quality production.



Calibrated weighing scales have been introduced to improve transparency and accuracy when selling and buying produce.

Product promotion

By facilitation various promotion and demonstration activities, AgroBIG has been able to demonstrate and promote improved quality onions, potatoes and rice to distant buyers, now recognizing what farmers are producing in the woredas. The result is an expanding market for their produce and the prices are increasing.

- **Trade Bazaars** have attracted new buyers from Eastern Amhara and Addis Abeba for onions and potatoes produced in Mecha and Fogera.
- At the 2nd Bahir Dar Manufacturing Investment and Tourism Sector Trade Fair and Bazaar, new products from the selected value chains were displayed, including **bread made from potato**, and **various rice products**. As the result the exhibitors have been able to increase their sales.
- Fogera WoTIMD has promoted the Fogera onions at a **field day event** conducted in Debre Tabor and at a Trade Fair conducted in Dessie with the aim of attracting potential buyers. WoTIMD in collaboration with Woreda Cooperation Promotion Agency (WoCPA) has facilitated promotional visits to some main urban customer areas. These have resulted into sales agreements with consumers associations, marketing unions and cooperatives on future deliveries of onion and potato. However, enforcement of agreements appeared to be challenging.



6 IMPROVEMENT OF MARKET INFORMATION SYSTEM

In the absence of reliable information about prices and demand-supply situations as well as marketing trends, decision making on the production and trading of agricultural products is difficult for producers and traders. To make such information available, AgroBIG has supported Bureau of Trade Industry and Market Development (BoTIMD) with the establishment of an IT based Integrated Market Information System (IMIS) in Amhara Region.

The data is being collected and transmitted to a central database, from where it can be accessed by the following means by typing the desired value chain, (onion, potato, or maize) to the message window.

- Web site (www.amharabotimd.gov.et)
- SMS (short message service), send to 8096
- IVR (Interactive voice response), dial 8092
- LED (Liquid electronic display) installed in public places Fogera and Mecha (this means is yet to be provided)

To introduce the system, trainings have been provided to regional, woreda and kebele marketing information and IT experts of the government (162 participants, of them 25 female). At the 10 mini-media centers constructed and supplied with equipment, some 40 mini media operators have been trained. As a result, there is a now a system in place for providing reliable market information on prices, in addition to creating awareness on issues such as community development.

Price information of onion, potato and rice at Fogera, Mecha and Bahir Dar markets have been regularly broadcasted three times a week by Amhara TV. Moreover, radio programmes (13) and TV programmes (36) have been prepared and broadcasted on selected topics, including the importance of quality seeds for onion and potato value chain development, the objectives of AgroBIG, the impact of brokers on the onion market etc. Training has been provided to Amhara Mass Media staff on programming and reporting.



Market information can be accessed for example by sending an SMS “onion” to 8096.



Practical user training for marketing and IT experts on IMIS.

7 MARKET LINKAGES STRENGTHENED

For a farmer living in a remote area without road access, reaching the market to sell his/her products is not easy, unless s/he has some animal power at hand. In addition, once at the market place, s/he has to meet a buyer.

AgroBIG has invested in creating strong market linkages between buyers and sellers, which benefit the cooperatives and their members. New market linkages have been established between producer cooperatives and consumer cooperatives, who now deal directly with each other.

Examples of these efforts are presented below:

- Consumer Cooperatives and Unions in the Region, including Bahir Dar, Gondar, Debre Markos and Sekela, have been assisted to create market linkages with the Koga Irrigation Union for the delivery of onion bulb, ware potato and rice.

- Koga Union has purchased 980 kgs of **certified onion seed** from Jema and Kudmi Onion Seed Producers, which has been distributed through the Irrigation Cooperatives to farmers operating in clusters along one common irrigation canal. As a result, the number of farmers growing good quality onions has increased.
- Kudmi and Bered Gafera Onion Seed Producing and Marketing Cooperatives in Mecha have bought more than 226 quintals of **bulb onion seed** from Kobo and Shewarobit for distribution to their members.
- AgroBIG facilitated **contract marketing** between **onion and potato producer cooperatives** in both woredas with ETRUIT, which resulted in 1,474 quintals of **onion** delivered to ETRUIT in 2015. This agreement has brought significant impact to make the marketing system more efficient as the Irrigation Cooperatives sell their produce directly to buyers at growing market prices. This has also reduced unregistered brokers from disturbing the market as they have done in the past. In consequence, in 2015 market prices became relatively stable at attractive levels for 3-4 months, enabling the producers to earn a good income from selling onion and potato. The respective TIMDs have facilitated market linkages for onion and potatoes with mainly wholesale traders and consumer coops. Farmers benefitted from the better price except for some early rains reduced the price a little.
- With support from BoTIMD and AgroBIG, it has been possible for onion and potato producing cooperatives in Mecha and Fogera to enter into contractual agreements with big buyers from Addis Abeba, Mekele, Shire and Dessie who bought as much as 52,000 quintals of onion and 42,350 quintals of potato. In 2017 the amount of **onion** sold through the linkages in Fogera is more than 11,900 qt, in Mecha 15,749 qt. For **potato** in Mecha, 17 629 qt has been sold.
- Potato seed linkage has been created between Koga Union and Ras Gaynt seed cooperative and has bought 1,302 quintals of **potato tuber seed** from Gayint woreda and distributed farmers through affiliated cooperatives for the members to produce good quality ware potatoes.

The much improved quality of the onions and potato that now is being produced in Mecha and Fogera has greatly contributed to successful market linkages. This is a win-win situation where buyers are benefitting from a better product and producers receive a higher price. A high level of confidence and trust has been created on the onion and potato markets in Fogera and Mecha, the role of unregistered brokers has diminished and the producer cooperatives are in a situation of improved negotiation power and skills.

8 MARKET INFRASTRUCTURE AND FACILITIES DEVELOPED

The value chain studies conducted by AgroBIG clearly identified that market facilities in general are very poor, preventing attractive display of agricultural products to buyers. AgroBIG has responded to the demand for improved market conditions and supported the construction of different market facilities for product distribution and sales in key places:

- Five **Road Side Kiosks**, or small retail shops, have been established along main highways to target local markets and passers-by. The kiosks are having a promotional effect and have created job opportunities.
- Two **Consumer Cooperatives stores** have been constructed through the VCD fund in the woreda towns with the purpose of having adequate stocks during the peak harvesting season for retailing onions and potatoes.
- One **Consumer Cooperatives retail shop** directly attached to a larger store to provide urban residents with their daily food and non-food supplies.
- Two **Organized Market Centers** in Merawi and Woretatowns ensure that perishable products are properly handled and that post-harvest losses are reduced, by constructing ventilated horticulture market facilities under shade and proper sanitary conditions.
- Twenty **Collection Centers** in rural areas are mainly used to enable sorting and grading of onions and potatoes. Farmers collect and transport their potatoes and onions directly to these centrally located centers at the same time as the center serves as a trading link between cooperatives and buyers. In Mecha 15 cooperatives out of 17 in 2017 reported to use the collection centres, in Fogera the rate was less, due to poor accessibility among others. Selection of proper location for such facilities is critical.



Youth group in Fogera operating a road side kiosk.

- One **Input Store** for Koga Union is important for the proper storing of inputs such as fertilizers, pesticides etc.
- Eight **Cooperative Stores** for Multipurpose Cooperatives to enable the members to store grain crops such as maize and rice as well as non-agricultural commodities required by farmers.
- One store for ETfruit vegetable cold storing and packing and one big (maize) store for Merkeb Union.
- AgroBIG has given support to the construction of **Terminal Market** for vegetable crops in Bahir Dar. This is a larger site under construction as part of the Western Amhara Agricultural Commodities Terminal Market Center. This part of the terminal will be equipped with the required facilities to properly store, grade, preserve and handle vegetable products, important particularly for perishable crops. The terminal will also operate as and wholesale trading center in Bahir Dar town.

Considering the simple and basic conditions that exist at almost all traditional market places, AgroBIG has vastly improved many trading places and market outlets by the construction of infrastructure that offer shade and display possibilities. These investments, some still under construction, will be fully functional during 2017.

3.1.4 ACTION AND BUSINESS PLANS ELIGIBLE FOR GRANT FUNDING

Sixty nine organizations have been strengthened in their existing business or supported with their new business plans using the grant fund financing. One applicant may have several "grant projects" e.g. cooperatives have received different grants for weighing scales, collection centers and water pumps. In addition to the information in the table, research institutions have received grant for research projects. The provision of **AgroBIG grants** is explained in more **detail in chapter 3.3**. In addition there has been **cost sharing arrangements** between AgroBIG and cooperatives for example with some construction activities such as the Diffuse Light Storages for potato seed coops.

The number of woreda and regional level **business plans** developed by groups or private sector business entities was less than expected. Especially the interest from bigger processors or manufacturers remained below expectations. All applications did not proceed to approval and awarding. They were discarded either already during the screening process, or after it proved that they could not provide their own contribution (15% for small, 50% for big entities), or due to other reasons.

Table 9: Type and number of business organizations/enterprises supported by grant funds for new or existing businesses.

Business organization/group	No of business entities
Cooperatives and groups	
Multipurpose cooperatives	17
Irrigation cooperatives	21
Consumer cooperatives	3
Seed multiplication & marketing cooperatives	2
Multipurpose cooperative unions	2
Monastery	1
Private Service providers	
Water pump maintenance groups	4
Threshing groups	1
Spray groups	4
Other private business entities and entrepreneurs	
Onion seed producers	1
Animal feed processors	1
Potato processors	1
Rice processors	8
Vegetable producers	1
Public entities	
ETFRUIT (cold storage)	1
Bahir Dar University (potato flour factory)	1
Total	69

3.2 COMPONENT 2 – SERVICE DELIVERY DEVELOPED TO SUPPORT AND FACILITATE VALUE CHAIN DEVELOPMENT

The outputs under Component 2 are reviewed in this chapter. Summary of the achievements, as per the Programme log-frame, is presented in **Table 10** and discussed in the subsequent pages. Two thematic result areas—capacity building of private and public sector actors, and knowledge development—relate to Component 2. The respective interventions are reviewed in chapters 3.2.2-3.

Value chain actors do not operate in isolation. They have to follow the existing legal frameworks and adjust themselves to what happens on an ever changing market place, which means they need information. They need also input supplies and access to capital to run their businesses. These types of services are provided by public as well as private service providers, ranging from government institutions and extension workers for the public sector to traders, transporters and financial institutions that occur on the private sector. Of these, the public sector service providers are dominating, although often with limited capacity.

The private sector is growing steadily and is becoming more and more important, for instance for farm services and processing.

Considering this, AgroBIG has been building the implementation capacity of both private and public service providers with the aim of supporting the production and the market development of the value chains. That AgroBIG has had a strong focus on capacity building can be witnessed by the many training sessions, field days, demonstrations etc. that have been carried out. Capacity has been built at different levels, in both the public and the private sectors, not least in government institutions.

Field days have been a good chance for farmers, extension agents and researchers to observe and learn new agricultural techniques, exchange experiences and make new connections.



Refresher and in-service trainings have been provided by the Programme to woreda extension workers and staff working for cooperatives. They in turn have provided capacity building for farmer groups.

3.2.1 SUMMARY OF COMPONENT 2 OUTPUTS

Table 10. AgroBIG Component 2 LFA and respective achievements. Baseline on all indicators in 2014 was zero.

Objectively verifiable indicators		Targets by 2015	Tota achieved by 2017
Output 2.1. Private Sector Service Delivery Capacity and Technical Assistance Developed			
Number of Private sector service providers strengthened or capacitated, disaggregated by gender and age (youth groups)	Fogera	12 entities	21 entities
	Mecha	16 entities	7 entities
Percentage of female participants in each training course or study tour	Fogera	30%	10%
	Mecha	30%	12%
	Regional	30%	13%
Number of private sector service providers participating in Value Chain Platform, disaggregated by gender and age	Fogera total	8	142
	Fogera females		6
	Mecha total	24	127
	Mecha females		10
	Regional total		100
	Regional females *)		8
Output 2.2. Public Sector Capacity Developed to service, facilitate and advise on value chain development			
Number of public service providers strengthened or capacitated, disaggregated by gender and age	Fogera	8	8
	Mecha	9	9
	Regional	?	6
Percentage of female participants in each training course or study tour	Fogera	30%	12%
	Mecha	30%	13%
	Regional	30%	19%
Number of public sector service providers participating in Value Chain Platform, disaggregated by gender and age	Fogera total	8	150
	Fogera female		7
	Mecha total	9	66
	Mecha female		7
	Regional total		90
	Regional female *)		6

*) Available data only partly disaggregated by gender.

OP 2.1 Private Sector Service Delivery Capacity and Technical Assistance Developed

- 28 private sector service providers** have been capacitated with trainings, basic equipment and mentoring to provide services to farmers.
 The supported entities are groups of landless youth who have got very welcomed employment through provision of mechanized **threshing of maize**, manual **well drilling**, **tractor ploughing**, **truck loading and unloading**, and **spraying of agro-chemicals**. In total 88 jobs have been created. The threshing service in particular is raising increasing demand, farmers are very satisfied with the benefits it provides: quick threshing and better quality compared to traditional method. The threshing groups are now expanding their outreach to serve farmers in remote kebeles within Mecha and even in neighbouring woredas (South and North Achefer). The agro-chemical service providers are operating seasonally depending on the reported disease and pest prevalence. They have created awareness among farmer households of the hazardous effect of chemicals and, what is very important, they have supplied the genuine agrochemicals from their kiosks to farmers in various kebeles. The challenge however is that as to save money, most farmers still continue spraying agrochemicals on their own. More details of the services provided by youth groups are found in the next sub-chapter.
- Multi-stakeholder meetings** have been the most important discussion fora for the supported private sector service providers to meet potential clients, other service providers and authorities. The events have been used to raise awareness of available services, share

information for further development and discuss the identified challenges. For instance, the need for credit, operation and maintenance trainings, spare parts, working and selling premises, quality and fairness of services and service charges, competence of certificates training, etc have been discussed during stakeholder meetings.

OP 2.2 Public Sector Capacity Developed to service, facilitate and advise on value chain development

- **23 public sector service providers**, meaning various regional bureaus and woreda sector offices that are in charge of agricultural extension, public services relating to trade, business licences etc., have participated in **study tours, demonstrations, field days and training events** addressing both technical topics as well as managerial skills. Manuals and leaflets about improved agronomic practices, post-harvest handling of crops etc. have been produced to support field extension. Also short video films have been produced to aid trainings for extension staff and farmers. In addition, the agricultural research institution ARARI and the regional Quarantine Authority have been provided capacity building, analysis **equipment** and other working tools. This support has greatly improved the contribution of these entities to potato, rice and onion value chains in particular. One clear output of these efforts is that the shelf-life of onion bulbs has increased to 2–3 months, which is very attractive for traders like ETFruit who look for high quality produce. Worth mentioning here is also the support rendered to Farmers' training centers and Bikolo Abay horticulture training center. (Ref. sub-chapter 3.2.3).
- Along with trainings, also **multi-stakeholder meetings** have facilitated valuable exchange of experiences and information between various agribusiness actors and authorities. Progresses on accessibility, quality, and timeliness of public services have also been reviewed. Meetings are organized by the respective sector offices, and are attended by experts from bureaus, zonal departments and woreda sector offices.

The participation of females in workshops and trainings, both from private and public sectors, has been regrettably low. Various reasons for this can be identified:

- Socio-cultural norms and attitude in communities do not encourage women to attend public events, especially if their husband is not present. Focus group discussions with women in Fogera 2017 revealed that women who wish to participate in meetings and events can be labelled as arrogant in the community as *"they go to trainings like men"*.
- Women are tied with domestic work and child care, especially when lactating, and find it difficult to attend events that are remote and outside their locality, most at woreda or zonal centres.
- Most trainings have been designed and delivered by male counterparts, and trainings targeted to females have been limited (potato processing, home economics).
- Some parents have been concerned about potential gender violence, especially sending young girls to attend trainings in distant places may expose them to abuse.
- Gender bias by local leaders/officials, including cooperatives.

Even in the public entities men dominate. There is limited number of female technical staff in sector offices. The Programme focal persons are mainly males, the programme technical and steering committees are dominantly attended by male members, and no affirmative action to accommodate female staff in such meetings has been taken.

Details of trainings, study tours and other capacity building events are found in Annex 4.

3.2.2 PRIVATE SECTOR SERVICE DELIVERY CAPACITY AND TECHNICAL ASSISTANCE DEVELOPED

9A CAPACITY BUILDING / Private Sector (Youth groups)

Altogether **28 organized youth groups** are working and providing services on a commercial basis for farmers (Table 11). The groups have received trainings, and grants have served four groups for materials for pump maintenance and as well as four groups for spraying and maize threshing activities. One grant has been awarded for a youth Partnership for a threshing machine. Agrochemical sprayers have qualified for the Certificate of Competence (CoC).

This means that **employment for 302 young people** have been created: 58 in agrochemical spraying, 28 in manual well drilling and pump maintenance and 33 in farm mechanization, meaning tractor ploughing and maize threshing. The spraying groups in Mecha also offer threshing services thus increasing their occupation. On top casual workers are hired on daily basis into well-drilling. Service demand depends on the agricultural season and fluctuates during the year.

The interventions are all low cost and found to be relevant and cost effective, and the services are found beneficial and also affordable for farmers. For example, treshing of 1 quintal (100 kg) of maize costs around 10 ETB.

Problems relating to group leadership, difficulties in accessing spare parts, and lack of working capital and finance for new investments are challenging some of the service groups. To be able to expand and diversify their businesses, the groups will need additional finance as loans and/or matching grants.

Table 11. Altogether 28 AgroBIG supported youth groups were established in Mecha and Fogera woredas.

Woreda	Type of Group	No of groups	Members	Females
MECHA	Tractor ploughing	2	25	-
	Maize threshing	1	3	-
	Agrochemical dealing and spraying (also providing maize threshing service)	4	32	4
SUBTOTAL		7	60	4
FOGERA	Tractor ploughing	1	5	1
	Truck loading / unloading	11	183	1
	Water well drilling / pump maintenance	5	28	2
	Agrochemical dealing and spraying	4	26	1
SUBTOTAL		21	242	5
TOTAL		28	302	9

Agrochemical spraying service

Especially in the irrigated areas of Fogera and Mecha the prevalence of plant diseases and pests is reported to be high as the conditions are most favorable for breeding. Spraying has traditionally been carried out by farmers, who often lack the requisite skills and knowledge of proper use, dosage, application, the necessity of protective gear and appropriate disposal of agrochemicals, thus exposing themselves to risks.

AgroBIG has supported the establishment of commercial **agrochemical spraying service** providers through organizing rural landless youths in groups to serve smallholder farmers in targeted kebeles. **Eight groups** (four in Fogera and four in Mecha) have been established, legally registered and currently providing agrochemical spraying service on commercial terms.

Different kinds of support have been rendered, including organizing the group, skills training, spraying equipment, construction of shades and grant funds to kick start their services at grass root level. There was also close follow up and support through organizing peer learning sessions. Linkages have been established with groups and agricultural input suppliers, mainly importers and wholesalers (e.g. Agricultural Input Supply Enterprise (AISE) and Ambassel Trading House) for the supply of pesticides, sprayer equipment, and spare parts.

Apart from spraying, the groups supply agrochemicals and provide advisory services to the farmers. The charge of spraying fields varies from 10 to 30 ETB per quarter of a hectare (0.25ha). The benefit for farmers include saving time, saving the cost of transport and above all reliable service.

Manual well drilling & pump maintenance service

In Fogera many farmers are using diesel powered water pumps (1,800 pumps) to pump water from rivers or wells to irrigate their onion fields in the dry season. When pumps fail to function, farmers have no access to maintenance service and availability of spare parts was difficult. In addition, farmers have been facing water shortages in the dry season to irrigate their onion crop fields.

AWARENESS OF RESPONSIBLE USE OF AGRO-CHEMICALS

AgroBIG has taken measures to prevent and stop the wide and irresponsible use of chemicals that in the past has taken place in Fogera to combat the occurrence of weeds and pests.

A 3-days awareness and mitigation campaign was targeted for 83 participants, drawn from irrigation cooperatives, farmers and DAs, chemical service providers etc. The result has been a developed action plan on the roles and responsibilities to be taken by each stakeholder, which in combination with the established sprayer groups, has enhanced responsible use of chemicals.

Altogether 1322 farmers and gov. officials have gained better understanding on environmental issues.

YOUTH GROUPS CREATING ADDITIONAL EMPLOYMENT

Service provider youth groups are hiring external workers for the actual operation and become managers themselves. For example, **Belayneh and Friends** engaged in maize threshing has involved 2 other persons to operate their maize threshing machine during the season.

Terakegn (second from the right in the picture) from his drilling group hires 2 persons to drill one well, leaving only managerial and supervisory work for himself. Other workers on-site are provided by the customer. Drilling work for one well takes approximately 4 days and simultaneously the group may have multiple working sites on-going, supervised by the group members.

So far the coops who are doing maize threshing, have engaged only the management persons for operating the service. However, they have a plan to hire 2 young people for the operation, with 20-30 % share of the profit.



In order to provide **pump maintenance** and **manual well drilling** services, **four youth groups** were organized by AgroBIG in Fogera to provide services for farmers in targeted kebeles on commercial terms. The groups are legally registered as partnership, skill trainings have been provided in collaboration with Bahir dar Polytechnic College. Minimum required hand tools were provided to the groups, and working premises/shades were constructed. The groups were also supported to apply for grant funds to buy spare parts for the maintenance of irrigation pumps. The charge for a well drilling varies between 4,000 to 9,000 ETB. Increased competition and farmers' intention to do the drilling themselves once they have learned the technique is increasing competition.

By late 2016, pump maintenance service had been provided for **122 farmers**. As a result, staggering is possible due to availability of ground water. More farmers want to replicate the technology in their kebeles provided there is access to loans or grant funds. Additional 10 wells have been funded and drilled by farmers themselves with the help of the youth groups.

Tapping ground water is possible in Fogera, and the demand for manual well drilling service has increased. Additional 3 manual well drilling groups have been organized by the woreda on top of what the programme has been supporting. A total of **45 wells** have been constructed by these groups since 2015. Even more well are being constantly drilled as the demand for the technology has increased remarkably.

Farm mechanization service

Programme support has been provided to establish and/or strengthen agro mechanization service provider groups. In Fogera, a **tractor service provider group** has been established while in Mecha **2 farm mechanization groups** have been strengthened. The programme has provided skill trainings, organized exchange visit for the Fogera group and supported purchase of a tractor for demonstration in Fogera while in Mecha 2 disking/hoeing accessories were provided. Farmers are aware and have access to ploughing by tractor service near their locality. The goal is to help farmers reduce the costs of buying animal feeds and labor.

In Mecha, **maize threshing service** has been provided by organized youth groups and service cooperatives on commercial terms. They have accessed grant funds and attended training on operation and maintenance. Linkages have been created with technology suppliers, including farm machinery, processing machines and packaging services (e.g. Adama Engineering, AMIO Engineering, Assefa commission agent). Farmers are then relieved from the back breaking maize threshing workload, not to mention the grain quality improvement.



Maize threshing service speeds up threshing and gives better quality produce compared to traditional method.

Farmers have repeatedly expressed their satisfaction and highly praised maize threshing service. There has been continuous insistence and high demand for loans /grants by service providers to buy additional threshing machines. They have mobilized and fulfilled the required contribution on their side and their capital has in general increased. The groups are now able to perform minor maintenances whenever threshing machines fail during operation, although supply and availability of spare parts remains a bottleneck. In any case they have reasonably reduced expenses borne due to maintenance by private garages.

Loading and off-loading service

The truck loading /unloading service providers have been licensed and operational in the respective kebele centres to be available at the time of loading fertilizers, seed, onion bulb etc. as needed.

Programme for Agri-Business Induced Growth in AMHARA Region, Ethiopia

Success Stories 2016

MAIZE THRESHER SAVES FARMERS' BACKS

Threshing maize is **hard work**. If done manually, it can require days and days of tiresome and repetitious action. By hitting the maize cobs by sticks, the grains will loosen but often sand and stones are mixed up with the grains **deteriorating the quality**. Additionally, catering the daily labourers causes additional **costs** and **workload** for the farming family. At the same time, there are numerous unemployed youth looking for permanent opportunities to stay in the home area.

AgroBIG Support

- ♦ **WHAT :** Value Chain Grant for Belayneh and Friends Partnership for a maize threshing machine.
- ♦ **HOW MUCH :** 15 % of own contribution of 10 650 birr out of the total cost of 72 000 birr (~ 3 000 EUR).

The Service Provider



Mr Belayneh is the chairman of a Partnership established in 2012 by three university graduates when they started an animal fattening business as a response to the prevailing unemployment situation.

In 2015, with the help of AgroBIG Business Development Service, Belayneh and Friends submitted a successful application for a **Value Chain Grant** and bought a threshing machine. They started to provide maize threshing service for farmers on a door-to-door basis based on request. They charge 10 birr (0,40 euros) per threshed quintal (100 kg). Belayneh explains how in the high threshing season they could reach up generating approximately 2000 birr monthly profit per member.

AgroBIG

Story No 2, page 1



Objectives

To support youth employment by
creating business opportunities
at the same improving
farmer services and maize quality.

Actors involved

- ♦ Youth groups
- ♦ Maize Farmers
- ♦ Input suppliers



AgroBIG Programme, New ACSI Building, 3rd Floor, (P.O.BOX 1458), Bahir Dar, Ethiopia.

Tel: +251 582 209 195, www.agrob主g.org, email: info@agrob主g.org

MAIZE THRESHER SAVES FARMERS' BACKS

To date, AgroBIG has supported 7 youth groups who have served more than 2000 farmers.

Altogether more than 2 500 tonnes of maize has been threshed and more than 250 000 birr has been generated.

Also 4 cooperatives have accessed threshing machines through grants and are serving farmers and generating income.



It is a Win - Win Situation



Support to private sector farmers services creates **employment** and **income** generating possibilities for youth. At the same time, farmers benefit in multiple ways. **Quality** of the produce improves which creates new **market** opportunities and better **prices** for farmers.

Various benefits for the farming families

Mrs Alemayehu, mother of a family of 8 children, is one of the farmers who requested for Belayneh and Friends' maize threshing the service.

She experienced various benefits of mechanized threshing, not least



the reduced costs which she explain to reach up to 700 birr. When the work was done in just a couple of hours, she did not need to hire daily labourers and cater them for several days with food and drinks.

Children could stay at school instead of helping their mother and at the same she herself saved time and got better the quality maize which means better price at the market.

Lessons learned

1. There is great **demand for the service** yet coverage is still limited, thus opportunities exists
2. **Cost-benefit analysis** needed to maximize the usage and potential of the technology
3. Building up **machine maintenance** capacity is crucial

About AgroBIG

AgroBIG is **value chain** programme, supporting onion, potato, rice and maize producers and processors in Mecha and Fogera woredas.

AgroBIG is a **bilateral** agriculture and rural development Programme funded jointly by the Governments of Ethiopia and Finland.



AgroBIG Programme, New ACSI Building, 3rd Floor, (P.O.BOX 1458), Bahir Dar, Ethiopia.

Tel: +251 582 209 195, www.agrobig.org, email: info@agrobig.org

3.2.3 PUBLIC SECTOR CAPACITY DEVELOPED TO SERVICE, FACILITATE AND ADVISE ON VALUE CHAIN DEVELOPMENT

9B CAPACITY BUILDING / Public sector

The public sector is the dominant service provider in the value chains that AgroBIG has addressed, but the responsible organisations are highly constrained by limited capacity. Weak extension support system, limited outputs of the research institutions, limited support in the seed certification process, and lack of timely and reliable market information were found to be critical bottlenecks in capacity assessments. Almost 1500 public sector actors and over 10 000 farmers have been capacitated through trainings and other types of capacity building efforts (**Table 12**).

Table 12. Capacity building efforts of AgroBIG in 2014-2016.

Trainings	Total participants	Female participants	Female participation	Number of Events
Public sector *)	1 209	198	16 %	28
Private sector **)	9 711	1 100	11 %	91
SUBTOTAL	10 920	1 298	12 %	119
Field days, exchange visits and study tours				
Public sector *)	183	10	5 %	7
Private sector **)	1 377	210	15 %	18
SUBTOTAL	1 560	220	14 %	25
GRAND TOTAL	12 480	1 518	12 %	144

*) Development Agents, Governmental officials; **) Farmers, Coop managers

The following achievements have been recorded over the AgroBIG phase 1 period.

Agricultural research capacity strengthened

- The research capacity of ARARI, both at headquarters and outlying research stations (Adet), have been strengthened. The Programme has provided laboratory equipment and chemical reagents for **tissue culture (TC)**, maintenance and construction of screen houses, polyhouses, experience sharing on TC operation, etc. This enabled the growth of the disease free potato mini tuber multiplication capacity which is further linked to potato seed multiplication and marketing cooperatives operations.



Potato propagation through tissue culture produces disease free material for further seed multiplication.

Seed quality control and certification capacity enhanced

- The regional Quarantine Authority and its branch offices and seed laboratories have been capacitated through field equipment for inspection and surveillance, laboratory, office and training equipment. This **enabled certification and labeling of onion seeds**. A sound working relationship has been created with the regional quarantine and inputs control agency to support seed production and marketing cooperatives through quality control and certification.

Agricultural extension support system strengthened

- The regional extension and demonstration system has been strengthened with the preparation of **technical manuals and leaflets** on agronomy and post-harvest practices, documentary film in Amharic, and pest identification and control manuals for the four selected value chains. The capacity of DAs (woreda and kebele agricultural experts) has improved and they are better able to provide extension services to farmers.
- Farmers are assisted through **trainings, demonstrations, exchange visits and field day events** to improve the production and productivity of their crops. The quality of perishable farm produces (onions and potatoes) has improved and demand created. E.g. the shelf life of onion has improved from almost none to 2-3 months, and wholesale traders and institutional buyers have shown interest to buy onions and potatoes from Fogera and Mecha woredas which was not the case before.

Farmers training centers (FTC) constructed and furnished

- **Ten Farmer's training centers** have been constructed, equipped and furnished for the training of farmers. Four of them (two in each woreda) are to the required standard and attracted attention by partner organizations such as ATA to conduct demonstration activities and to provide practical trainings to farmers.



Farmers' Training Centres (FTCs) host the farmer training and demonstration in the kebeles.

Bikolo Abay horticultural training center upgraded

- In order to establish a full-fledged regional horticultural training center for the development and promotion of the horticulture sub sector, significant support, both technical and financial, has been rendered to **upgrade the status of Bikolo Abay horticulture training and seedling multiplication center**. The construction of 3 blocks (i.e. staff rooms, class rooms and dormitory septica tanks and 2 latrines) is currently being carried out and 90% of the civil work has been completed so far. In addition, the required furniture, materials and equipment have been provided. Once completed, the center is supposed to provide practical trainings to 4,248 participants annually, out of which 1440 are farmers, 1080 agriculture experts, 1008 market dealers, and 720 entrepreneurs. The themes that the training will focus include: horticulture production and management, processing and marketing, including post-harvest handling, product quality management, storage and transportation, farm business management, and market oriented farming and entrepreneurship.



Student dormitories under construction at Bikolo horticulture training center.

Awareness created on crop standards

- A number of farmers, coops leaders, DAs and facilitators have been familiarized with the **required quality standards** adopted for onion, potato, maize and rice. Farmers and traders have been exposed to sorting and grading of farm produce, especially onion, potato and maize. This has improved the quality of farm products.
- Linkages have been created with the quarantine, competence of certification, food and pharmaceutical and conformity assessment regional authorities to obtain certificates to comply with the required standards for selected value chains.



Field level inspection by the Quarantine Agency.

Facilitation and technical skills of IPs upgraded

The government administrations of Fogera and Mecha have been strengthened in many ways, also by working together with AgroBIG staff on a daily basis. The same applies to the participating regional bureaus of the programme.

- The **technical and managerial skills** of government staff in facilitating and coordinating value chain programmes have been improved through trainings, exposures and mentoring by technical advisors.
- Woreda Steering and Technical committees become properly functional, discharging their responsibilities and follow up and monitor the Programme implementation and results.
- Linkages have been created with training and consultancy service providers, e.g. Bahir Dar, Woreta and Merawi TVET colleges, Research centers (FRRTC), Universities (Debre Tabor and Bahir Dar University), Amhara Design and Supervision Works Enterprise, and Amhara Mass Media Agency (AMMA).

Overall, service delivery capacity of the public sector has been enhanced and value chain actors have got access to key services such as extension and certification.

The construction activities have been done on open bidding process. In Fogera there have been delays in some of the construction activities, due to local contractors. Quality in some cases was found to be low (e.g. the corrugated iron sheet in FTCs and road side kiosks), though cost efficient. As to sustainability, there is a strong belief that as the institutions in place are owned by government sectors, once they become fully operational, they sustain themselves in the absence of AgroBIG.

10 KNOWLEDGE DEVELOPMENT

AgroBIG has contributed towards knowledge development within the selected value chains and the horticulture sub sector in general. It has supported the implementing partners in production of various publications such as **studies and extension manuals** such as pest and disease identification booklets and training handouts. PSU has also produced various studies. A comprehensive list of all publications is presented in Annex 3. Majority of the materials are **available online** for all public at the **AgroBIG website**.

Overall, also through Innovation, Demonstration and Research Fund (**IDRF**) AgroBIG has been able to contribute to the knowledge development in various areas including production and post-harvest

handling that would further foster the production, productivity and marketability of the selected value chains.

Some examples of major findings and benefits from studies, strategies and manuals funded by AgroBIG are listed below:

- A **regional horticulture development strategy** has been developed and currently implemented by the respective sectors.
- As a result of a knowledge developed on the method of **protecting potato** (potato late blight management practice) farmers internalized the possibility of planting potato in the highland, mostly marginal, parts of Mecha during the rainy season which was not a common practice before.
- A potato starch potential study conducted by Adet research center would contribute towards **substituting imported starch** which is expensive.
- **Extension manuals** developed such as maize, rice, potato and onion including pest and diseases identification and control manuals, as well as Integrated Pest Management (IPM) manual, are currently serving as guidelines and improving the knowledge gaps of farmers and extension agents.
- Identification of suitable **onion bulb producing areas in the rainy season for seed** production in western part of Amhara: based on suitability in terms of rainfall, temperature and RH conditions, Agereselam, Kuhar Micheal, Bebek, Anguko and Teoha in Fogera and Yinach (Zemma) kebele from Gonji Kollalla district are identified as suitable for onion bulb production in the rainy season."
- Possibilities for **further processing practices of onions and potato**, and the potentials for introducing packaging and labeling: the study has identified existing practices of potato and onion processing
- Identification of the key bottle-necks and appropriate technologies for the efficient **handling, storage and transport of onions and potatoes**: The study recommended adoption of potato digger and ware potato storage structure.
- The assessment of **soil conditions for onion** growing farmers in Koga irrigation project and recommendations on soil amendments. The cost benefit analysis made proved that adding lime to the soil to amend soil acidity greatly improves the yield and feasible to undertake.



3.3 COMPONENT 3 – ACCESS TO INCLUSIVE FINANCE

The objective of the Component 3 has been to provide access to funds and financial services to value chain actors for developing the production, processing and marketing of the value chain products that AgroBIG has been focusing on: onion, potato, rice and maize. The major outputs of the projects co-funded by the grant recipients and the Programme are included in the earlier chapters elaborating the results of Component 1 and 2.

Summary of the Component 3 outputs, according to the Programme log-frame, is presented below. More detailed information of the funding principles and related is found in latter sub-chapters.

3.3.1 SUMMARY OF COMPONENT 3 ACHIEVEMENTS

Three separate grant funds were established by the Programme. Their purpose and utilization during the reported period were as follows:

- The **Innovation, Demonstration and Research Fund** gives opportunities mainly for research institutions to actively participate in providing solutions to improving yields and fighting plant diseases. **Nine** research and demonstration initiatives have been implemented with grant support worth 3,024,394 ETB.
- **The Value Chain Fund** supports especially the capacity of agricultural primary cooperatives to invest in improving their services to members. In total **118** Value Chain Fund grants were implemented, worth 8,402,985 ETB in total grant support, facilitating enhancement in irrigation water supply service, spraying equipment, transport, post-harvest handling and improved crop storage. Groups offering services to farmers in the targeted kebeles have also been eligible to this grant support. The implementers provided 15% of the total investment as self-funding. Grant funds have been available also for cooperatives' working capital so that reliable contract farming agreements could be developed between bulk buyers and farmers. Collective marketing thereby increased. New members (including women) have engaged in the value chain activities and been able to acquire skills that help them produce more and improve the quality of their produce.
- **The Matching Grant Fund** has provided substantial grant support for high quality processing of rice and potatoes and facilities for input supply and improved marketing of maize and horticultural crops. Investments in **15 projects** to the value of 26 million ETB of total value have been catalyzed by 10,749,865 million ETB of AgroBIG Matching Grant Fund.

AGROBIG GRANT FUNDS

- | | | |
|---|---|---|
| • Value chain fund (VCF) requires 15% own contribution by applicants for relatively small investments in equipment for farm production, farm level processing and local marketing. The VCF grants are mainly utilized by farmers' organizations and private partnerships such as youth groups and seed producers engaged in farming. | • Matching grant fund (MGF) requires 50% own contribution by applicants for utilizing farm production into industrial processing and marketing. MFG projects are intended for the investments of private entrepreneurs and other SMEs. | • Innovation, demonstration and research fund (IDRF) requires 15% own contribution by private applicants and in-kind contribution by government institutions for developing innovative solutions in the selected value chains of potatoes, onions, maize and rice. The IDRF grant projects are mainly utilized by research institutions. |
|---|---|---|

See Annex 5 for further details of projects supported by AgroBIG grants.

For the 1st and 2nd calls for applications in 2014 and 2015 AgroBIG received a total of **467 applications** for grant support. The grant contributions of a total of **26 million ETB** were **approved for 166 projects** supporting various new investments of a total **value of 45 million ETB**.

After awarding the grants, 24 projects were cancelled for various reasons meaning that finally **142 of the awarded** projects have been implemented (May 2017 situation), with 22 million ETB grant contribution. That is 31 % of the total number of applications.

Reasons for withdrawing after the awarding include for instance applicant's lack of own contribution, or inability to access land or business license. The total number of implemented grants by 2014-2015 is shown in the **Table 13**. Number of utilized AgroBIG grants by different recipients, and value of respective investments in 2014-2015. and details of each grant project in Annex 5.

Table 13. Number of utilized AgroBIG grants by different recipients, and value of respective investments in 2014-2015.

Applicant types under the three funds	No of projects	Budget Utilization in ETB		
		AgroBIG	Own Contribution	Total
Value Chain Fund (VCF)	118	8,402,985.32	1,881,338.34	10,284,323.66
Cooperatives	107	7,773,225	1,733,938	9,507,163
Private service providers	8	304,800	65,509.30	370,309.30
Other private business entities	3	324,960	81,891	406,851
Maching Grant Fund (MGF)	15	10,749,865	15,266,462	26,016,327
Cooperatives	5	4,702,459	6,106,256	10,808,714
Public entities	1	2,200,000	5,212,800	7,412,800
Other private business entities	9	3,847,406	3,947,406	7,794,812
Innovation, Demonstration & Research Fund (IDRF)	9	3,024,394	30,833	3,055,227.13
Public entities	8	2,975,394	in kind	2,975,394
Other private business entities	1	49,000	30,833	79,833
GRAND TOTAL	142	22,177,244.32	17,178,633.35	39,355,877.67

Out of the 142 grants proceeded to implementation, 18 projects are still under procurement. These on-going grant projects are listed in **Table 14**.

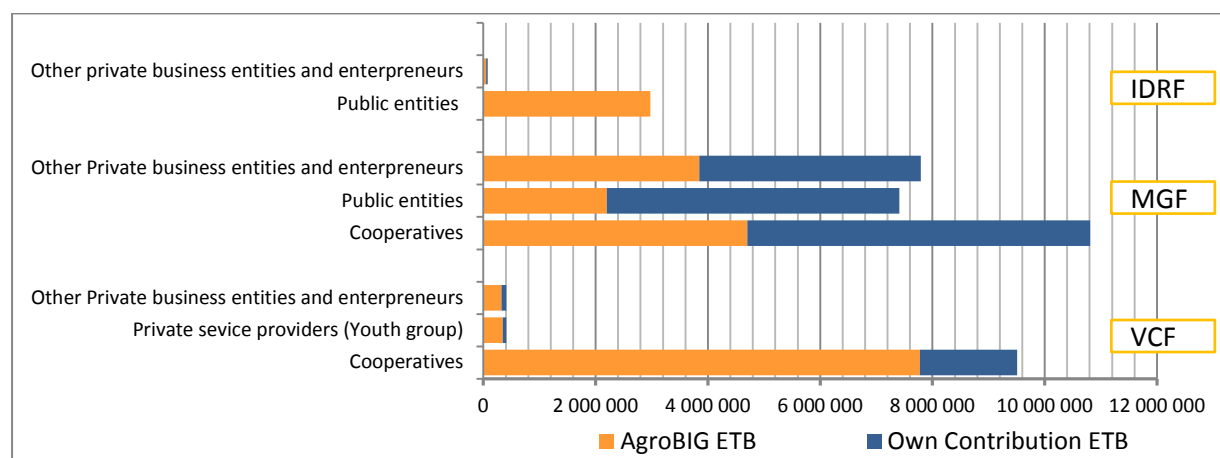


Figure 7. AgroBIG grants and applicants' own contribution, ETB, in the three grant fund categories.

Table 14. On-going AgroBIG grant projects (Situation in June 2017).

S/N	Name of Grantee	Name of project	AgroBIG Contribution (ETB)	Remark
I	VCF			
1	KidisteHana MP Farmers' Coop	Procurement of rice thresher	103,757.71	Procurement managed by Amhara Public Procurement Agency
2	Meneguzer MP Farmers' Coop	Procurement of rice thresher	103,757.71	
3	Woji ArbaAmba MP Farmers' Coop	Procurement of rice thresher	103,757.71	
4	AwraAmba MP Farmers' Coop	Procurement of rice thresher	103,757.71	
5	Shina MP Farmers' Coop	Procurement of rice thresher	103,757.71	
6	Addis Betekirstian MP Coop	Procurement of rice thresher	103,757.71	
7	Kuhar MP Farmers' Coop	Procurement of rice thresher	103,757.71	
8	Bebeks MP Farmers' Coop	Procurement of rice thresher	103,757.71	
	Total (VCF)		830,061.68	
II	MGF			
9	Ato Gizaw Tessema Abitew	Proc. of comb. rice processing machine	205,925.75	Proc. managed by BD University
10	W/rt Yezab Tsegaw Nibret	Proc. of comb. rice processing machine	205,925.75	
11	W/roFikreadis Getinet Asifaw	Proc. of comb. rice processing machine	205,925.75	
12	Ato Endalik Alebachew Gebey	Proc. of comb. rice processing machine	205,925.75	
13	Ato Abdulkadir Hassen Bayu	Proc. of comb. rice processing machine	205,925.75	
14	W/ro Semira Addis Ahimedie	Proc. of comb. rice processing machine	205,925.75	
15	Ato Balew Tadesse Ashebir	Proc. of comb. rice processing machine	205,925.75	
16	Ato Ebrahim Hassen Beshir	Proc. of comb. rice processing machine	205,925.75	
17	Bahir Dar University	Proc. of Potato flour factory	2,200,000.00	
18	Ethiopian Fruit and Vegetable Marketing Share Company (Etfuit)	Proc. of standardized warehouse and packing house	2,200,000.00	Proc. managed by Etfuit
	Total (MGF)		6,047,406.00	
	Total (VCF +MGF)		6,877,467.68	

The 3rd call of grant applications was announced in 2016, and 103 concept notes were received. However due to different reasons the process was not taken to the next level of awarding.

Other initiatives and innovations under Component 3:

- **A loan fund** was established with ACSI for cooperative loans for crop trading. ACSI can also test wholesale lending by using village based rural savings and credit as agents in on-lending to farmer families. ACSI is often quoted as the best MFI in Ethiopia with the widest outreach of rural farmers in the supported woredas. The efficiency of this funding facility has remained below expectations due to complex reasons (Ref. sub-chapter 3.3.5).
- **A family financial literacy programme**, with a gender orientation to enhance women's participation in financial decision making, was initiated to educate farmer families in sound financial planning and management. Total **6,369 people were trained, 57% of them female**. ACSI has pledged to continue and expand this training to all the woredas in Amhara region.
- Initiatives to activate **mobile banking** services in the rural areas aim at giving access to modern financial services even from remote villages. The number of users in rural Mecha and Fogera has not met the expectations, while M-birr is rapidly gaining popularity among urban users. Based on experiences in other countries in the region it is assumed to be a matter of time that the benefits of mobile banking convince even rural population.
- For improving financing to crop trading, AgroBIG has also initiated a **community warehouse receipt scheme** for rice. A practical and innovative cooperative based system has been designed, which will allow cooperative to be the central point in the warehousing,

processing and marketing of paddy rice with expected 30 % net income increment for farmers. Operationalising of the WRS is expected to start in 2017.

Table 15 below shows the Component 3 log-frame indicators and respective achievements. Some of the original indicators have not been used in monitoring because at the time when the log-frame was prepared it was not known what kind of project proposals the programme would receive. Secondly, records on Components 1 and 2 illustrate the most significant developments that the grant funds, along with direct Programme funding, have contributed to. Breakdown of the total use of the Programme budget towards the desired changes can be reviewed in chapter 6.

Table 15. AgroBIG Component 3 LFA and respective achievements.

Objectively verifiable indicators		Targets by 2015	2014	2015	TOTAL achieved by 2017
Output 3.1. Fund established for Innovation, Demonstration and Research at woreda and regional level, IDRF					
Number of business plans financed, disaggregated by gender	Mecha	24	3	2	5
	Fogera	24	1	3	4
Number of improved and new technologies adopted through IDRF		24		-	6 *)
Number of new technologies demonstrated (see comp 1, output 1.3) **)		5		-	na
Indicators in this section have not been used due to limited monitoring resources in 2016 when surveying adoption rates could have been relevant. Reference is made to results reported under components 1 and 2 that are addressing issues closely related to the indicators below.					
<ul style="list-style-type: none">- % of participating farmers adopting recommended agronomic practices (to be assessed in phase II)- % of farmers adopting all recommended post-harvest practices (Ref. Component 1)- Number and % of trainees (cluster members) who demonstrate improved knowledge (Ref. Component 2)- Number and % of trainees (cluster members) believing that training topics met their priority needs (Ref. Component 2)					
Output 3.2. Promote and improve access to financial services and products					
(Value chain actors (trained members of stakeholder organizations) understand financial management. – Dismissed) - No of household members trained in financial literacy >>		(500)		(NA)	(NA) Total 6,369 (3,628 female)
Value chain actors use existing credit facilities (% of HH's who obtained formal credit in the last 12 months from any MFI or bank)	Fogera (baseline 32%)	NA	35 %	No survey data	
	Mecha (baseline 29%)	NA	31%	No survey data	
Output 3.3. Develop Matching Grant Fund and Value Chain with micro-finance institutions					
MGF and VCF developed and accessible to VC specific activities for farmers' groups, coops and micro and small enterprises					
Number of farmers' groups, cooperatives and micro enterprises accessing funds (F / M)	Fogera	194	44	29/3	73/3
	Mecha	182	33	22/1	55/1
Number of proposals submitted for Funds for approval 2014-2016	Fogera	227	220	193	507
	Mecha	222			
Number of proposals approved M/F (breakdown per each Fund presented under Output 3.1)	Fogera	194	46	29/3	75/3
	Mecha	182	33	22/1	55/1

*) NPS fertilizer for onion, NPS fertilizer for potato, four types of carts

**) Overlap; technologies listed under Component 1, output 1.3.

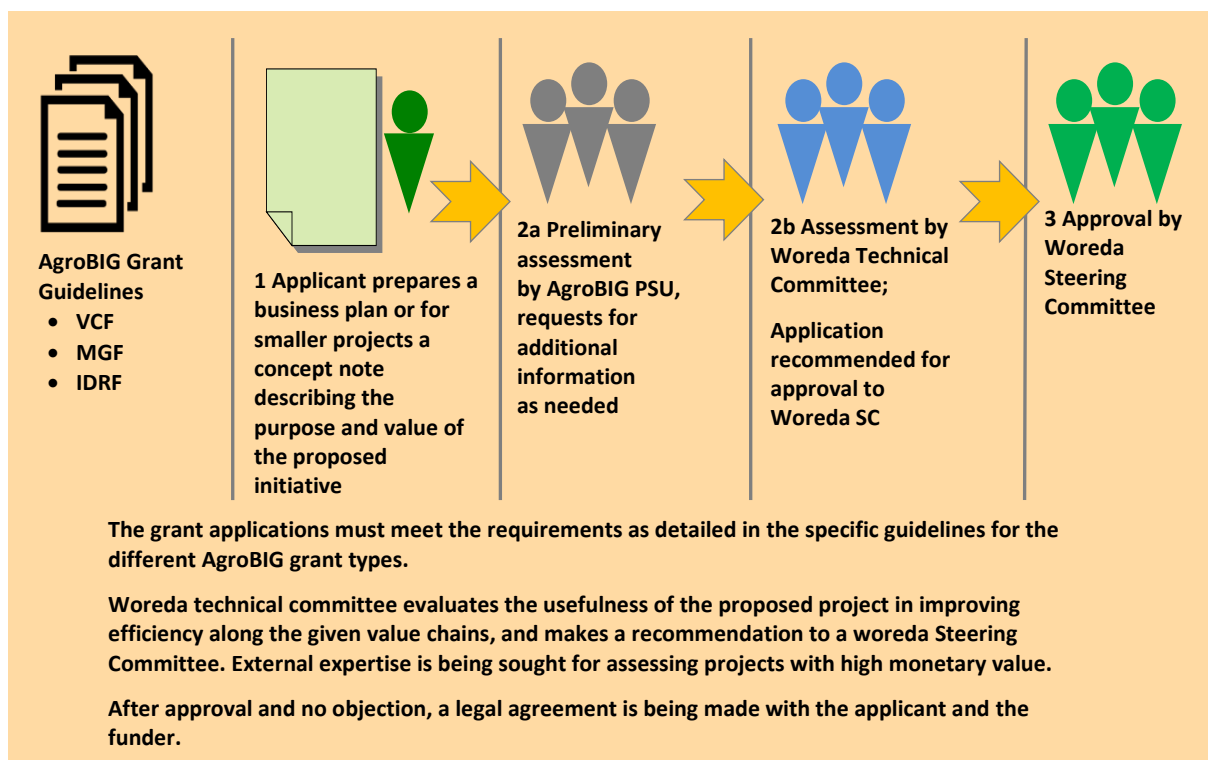


Figure 8. AgroBIG grant application handling process.

3.3.2 AGROBIG GRANTS

The AgroBIG grants have been made available by calls of funds that are announced publicly by leaflets, posters, local newspapers and in workshops, etc. As a result, very good interest has been created.

Comprehensive guidelines have been prepared in English and Amharic for all the grants that explain the application and approval processes in detail.

In total 570 applications were received, screened and evaluated in woreda technical and steering committees following the established procedure. After extensive review procedures, applications were approved at the woreda level. After approval, a legal agreement was made and the grantees would deposit their own contribution into a separate grant project bank account at ACSI.

AgroBIG Business Development Advisers have supported the applicants and woreda committees in the field during the application and review as well as the project implementation. Also the AgroBIG building engineer has supported all construction activities. The progress of implementation has been followed-up in regular weekly meetings at AgroBIG to solve urgent implementation issues.

Value chain fund (VCF)

- The interest for the Value Chain fund was strong among value chain actors: a total of **341 applications** were received for the three calls in 2014 - 2016.
- Of the awarded 128 grant projects, 10 projects were cancelled for various reasons. Finally 118 grants have been used for procuring farm equipment, crop transport facilities and construction of crop storages at the primary cooperatives. Cancellation of the already awarded grants relate to lack of own contribution, land access or business licenses.
- The grants provided by AgroBIG have allowed the beneficiary organizations to initiate and improve farmers' services in Fogera and Mecha. It is typical that the financial status of primary cooperative societies in the two woredas is weak, and they are not able to function adequately in their role as members' service organization. In most cases, members have to provide the own contribution for the grants from their own pockets.

Matching Grant Fund (MGF)

- MGF has supported larger investments in value added processing, post-harvest technologies, storage, packaging, branding and marketing activities that support the value chains of onions, potatoes, maize and rice. It is expected that the investments will significantly contribute to the AgroBIG supported value chains especially by improved product quality and facilities for post-harvest handling and marketing.
- A total of **166 applications** were received to the MGF for the three calls in 2014 - 2016. Interest for onion processing has been negligible, but very high for rice processing in Fogera. In total 15 projects were implemented (ref. Annex 5). The most notable grant recipients are ETFRUIT, Bahir Dar Universtiy, Koga Irrigation and Marketing Cooperative Union, and Merkeb Cooperative Union. In addition, procurement of rice processing machinery to Fogera and construction of maize stores in Mecha have been supported by the MGF.

Innovation, Demonstration and Research Fund (IDRF)

- The objective of the IDRF has been to allow public and private sector service providers to identify and implement programs to develop new technologies, innovative ideas and demonstrate appropriate farm production equipment and practices as well as processing and marketing initiatives along the selected value chains.
- In total, **63 applications** have been received for the three calls in 2014–2016 for the IDRF mainly from various research institutions to find solutions to farmers' problems for example in plant diseases and different fertilizer applications. Conducting such research is normally long term requiring 2–3 seasons, while the duration of the AgroBIG was to end in 2015. Also some of the research proposals were deemed to be of limited priority for practical use by the farmers.

3.3.3 AUDITING AND CLOSING OF GRANT PROJECT FILES

According to the grant guidelines, all grant projects are to be audited and project files are to be closed after the implementation has been finalized. Good progress has been achieved in the field audits and all the **completed 124** projects have been audited. Project files **remain open in 18 projects**, which will be duly closed after the implementation has been completed. These include 8 rice harvesters (VCF), 8 rice processing machines, ETFruit store and BDU potato flour factory (MGF).

Table 16. Audited and closed AgroBIG grant projects (situation in May 2017).

Grant Fund	Number of projects to be audited	Number of audited and closed projects	Number of active projects
Value Chain Fund (VCF)	118	110	8
Matching Grant Fund (MGF)	15	5	10
Innovation, Demonstration and Research Fund (IDRF)	9	9	0
Total	142	124	18

3.3.4 ACSI LOAN FUND

The ACSI Loan Fund (5.7 million ETB) is independently managed by ACSI based on an agreement with BOFEC. ACSI is responsible for lending, repayments and will benefit of the interest income. The Loan Fund agreement mandates BoFEC to supervise the efficiency of the Loan Fund and allows BoFEC to request ACSI to return the capital, if it is not used effectively.

The ACSI Loan Fund was launched in the first quarter of 2015, when the ACSI district branches received their operational guidelines to start lending to agricultural cooperatives and RUSACCOs. By the end of 2015, ACSI had approved one short term loan of 200,000 ETB to one farmers' cooperative (Shina) for working capital finance in onion trading and one RUSACCO (Frielemagegnet) at Mecha Woreda has drawn a wholesale loan of 500,000 birr for on-lending to its members.

The efficiency of Loan Fund disbursement was not satisfactory. According to the field assessment made in 2015 by AgroBIG in cooperation with ACSI and CPA, there are complex reasons for this. Some of the reasons are related to interest rate, and borrower's preference. Some cooperatives would like to take loan from their saving and credit cooperative unions than from MFIs. Also the

demand for working capital in contract farming agreements has been low, because contract farming systems have not yet developed well.

ACSI is a strong and key partner for AGROBIG. In 2016, ACSI reported full utilization of the lending capital by presenting a list of borrowers to the Supervisory Board in February, 2016. However, it was found out that not all of them fulfilled the agreed lending criteria (must be a cooperative in Mecha or in Fogera, loan not more than once to the same borrower). In total 6.5 million ETB had been provided as loans, even though not fully in accordance with the Loan Fund guidelines. However, the AgroBIG Supervisory Board decided in October 2016 to approve the ACSI loans and not to request the Loan Fund capital to be returned.

Activities conducted for inclusive finance have supported activities to strengthen ACSI's service to poor and unbanked rural population. Impact of the training shall be further assessed in the future.

3.3.5 GENDER BALANCED FAMILY FINANCIAL TRAINING

Financial literacy and financial management skills can help the families to make informed decisions of their farming business and to make sound household investments by using the financial opportunities that are available to the families to reach their goals. The need for financial literacy is important especially for low income families, because poor financial decisions can have severe long term consequences for the wellbeing of the families. It is important that both of the spouses are involved in training together so that common understanding of financial issues will facilitate shared decision making in the family.

A manual developed by ACSI for family financial literacy training and TOT was organized with AgroBIG support. To improve the quality of the training, it was agreed with ACSI that AgroBIG would support further development of the training material and methodology towards a more gender balanced direction. AgroBIG support to family financial literacy training was continued in 2016 with the help of a female training consultant. The training manual and the programme were revised.

ACSI organized orientation training for 26 branch managers, area managers and customer relation officers. In total **6,369 individual farmers** (2,741 male and 3,628 female family members) were trained, using the improved training modules when coming to request a loan. ACSI has pledged to continue and expand this training to all the woredas in Amhara region.

3.3.6 BDS TRAINING FOR ACSI BRANCH STAFF

AgroBIG supported the ACSI Training and Research Center in collaboration with DOT-Ethiopia to deliver Business Development Service training for Senior Customer Relation Officers of ACSI. The training on AgroBIG support initiatives and ACSI's implementation plans was carried out during five days for **58 ACSI staff**. The training was conducted in a participatory manner and was highly appreciated by the participants.

3.3.7 M-BIRR MOBILE BANKING

M-birr mobile banking system makes it possible for farmers to save, transfer, withdraw money and pay for purchases by using a mobile phone. The "mobile wallet" gives farmers, who are located in remote areas far from the nearest bank branch, a new possibility to participate in the modern digital economy. The technology reduces the need for farmer's to walk (10-20 km) to the bank to complete a transaction. A similar mobile banking system called M-Pesa has made a significant breakthrough in Kenya, where 60% of the adult population is using the mobile banking system.

After the M-birr banking system received approval from the National Bank for implementation, an implementation and **promotion campaign** was worked out between ACSI and MOSS (the service provider) to register 5,000 farmers and train 30-40 service agents in Fogera and Mecha. MOSS and

ACSI have carried out **training** and supervision in all branches of Mecha and Fogera. Several other development activities were also included in the support of M-birr with ACSI implementation.

Regarding the number of registered farmer clients, by the end of 2016, only **91 rural clients** (34 in Mecha and 57 in Fogera) as well as **six agents** have been registered. It was realized at the start of the M-birr support that adoption rate in the rural areas by farmers would take a long time to develop compared to the adoption by youth in urban areas.

Despite of limited success, support by AgroBIG has been an important initiative, because the benefits of the mobile banking system are unrivalled and innovative in the Ethiopian rural context and the M-pesa breakthrough in Kenya is a proof of the possibilities.

Mobile banking is normally used for transferring money from the mobile bank account to others, topping up a mobile phone account and depositing/withdrawing cash at an agent. A mobile bank account does not accrue interest on the deposited funds. AgroBIG initiated and supported the development of an **application for savings by mobile phone**. MOSS, the technology provider took the challenge and has now created an application, which caters for both savings and a term deposit accounts. The savings account that allows for withdrawals at any time accrues an annual interest of 6%. The term savings account, which has a purpose of targeted savings of a specific purpose such as payment of school fees, is locked for a period that is decided by the depositor. During this time, no withdrawals can be made. Term deposit accounts accrue a higher interest rate. The M-birr mobile savings account product is now ready and has been launched by all other regional MFIs except ACSI, which has not yet decided if it will adopt the application.

According to MOSS, the M-birr mobile money transfer system is gaining higher user volumes and the development is positive. Already 200,000 clients receive social money transfers in Ethiopia and in Amhara region, 20,000 beneficiaries receive regular payments. Also funds transfers for business purposes have grown. Traders and businessmen frequently transfer amounts of up to 200,000 birr for payments. This is a great achievement for ACSI.

However, in 2016, a limited effort was planned to promote M-birr mobile banking in Mecha and Fogera. MOSS prepared a proposal together with ACSI to launch two promotional forums for creating a better functioning ecosystem for mobile banking. Additional agents and at least 200 customers were expected to be registered. Possibly because of the civil disturbances at the time, the proposal has not been implemented. M-birr implementation has been frequently discussed in meetings between ACSI, MOSS and AgroBIG. The implementation of mobile banking requires improved commitment at all levels.

3.3.8 COMMUNITY WAREHOUSE RECEIPT SCHEME FOR RICE

Warehouse receipt financing is financing technique that provides short term loans (60-70% of the current low market price) to farmers against collateral on crop deposited in a warehouse at the beginning of the harvest season. After the initial market glut is dissolved and farm gate prices begin to rise, farmers can benefit by selling their stored produce at a higher price.

To introduce this value chain finance initiative as a pilot, AgroBIG has conducted a feasibility study that has confirmed that the basic requirements for the system can be met and that farmers could benefit of a 30% net income increment compared to the present situation.

This **community warehouse receipt scheme for rice** is the first of its kind in Ethiopia. Speciality with the system is the processing machine attached to the warehouse to add value and bring quality produce to the market. Intensive work has been carried out to design a practical and innovative cooperative based system, which will allow cooperative to be the central point in the warehousing, processing and marketing of paddy rice. Key stakeholders have visited Tanzania to examine the local successes and constraints. Several workshops have been held and all stakeholders have agreed on the model.



Guidelines have been prepared and actual implementation is expected to start in 2017. Funding is channeled through the Fogera Office of Cooperative Promotion. Currently the construction of the warehouse in Kuhar Abo kebele, with capacity of 50 000 Quintal, and procurement of the combined rice processing mill are on-going in Fogera.

Rice Warehouse under construction in Fogera, expected to be completed by mid-2017. AgroBIG has supported the construction costs.

4. RELEVANCE, EFFECTIVENESS, EFFICIENCY AND SUSTAINABILITY

4.1 RELEVANCE

Considering the importance of the agriculture sector to the national economy of Ethiopia and the many constraints that the sector is facing in a situation of food shortages amid an increasing population, working with the value chain approach to identify and address those constraints is without doubt most relevant.

AgroBIG is in this regard not alone operating in the agriculture sector. The rather recently formed Agriculture Transformation Agency, ATA, has taken a high level and leading role in outlining a development strategy for the sector, where the value chain approach has a prominent place. AgroBIG is aligning with this strategy as well as following what other actors also are doing. Considering the many challenges facing agriculture development in Ethiopia, AgroBIG is well justified.

4.2 EFFECTIVENESS

AgroBIG has been moving most systematically towards meeting its purpose, which is *to establish efficient and profitable value chains of selected crops/produce benefitting the individual actors and stakeholders along the chains (farmers, processing industries, traders and buyers)*. This has been in focus for all planning and for the identification of appropriate activities.

For a start, the Programme has successfully and widely introduced the very concept of value chains, during workshops, meetings etc. This concept is now widely understood and being used as a tool by stakeholder platforms to identify constraints and potentials along the selected value chains, as well as by programme staff while doing value chain analyzes.

How efficient and profitable a given value chain is can of course be discussed at length, as market conditions determine price levels. But apart from that, AgroBIG has vastly improved many of the operations along its selected value chains, which in turn influences efficiency most directly. As the quality of products improves, prices go up and the profitability increases.

Improved agricultural practices have definitely benefitted very many individuals working along those value chains, from farmers to traders, as has been shown in this report.

The above is reflected in Table 3 that summarises the Programme purpose level targets and achievements, measured with LFA indicators. Most targets have been significantly exceeded during the reported first phase of AgroBIG Programme.

Farmers have benefited from skills trainings and exchange visits in many ways

- Skill gaps on agronomic and post-harvest practices have been minimized.
- The use of irrigation water for onions and potatoes has improved.
- Supply of improved varieties has increased, e.g. Koga irrigation command become self-sufficient in onion seed supply through the Union.
- Many farmers have started growing high value crops (shifting from traditional crops to vegetables),
- Quality of produce has improved considerably
- Farmers have become able to identify plant diseases and pests.
- Overall production and yields have increased and as also post-harvest losses decreased
- Farmers have benefited from price advantages in most cropping seasons.

In conclusion, **AgroBIG has been able meet the stated purpose**, by having established productive value chains that are benefitting very many value chain actors now receiving a higher return from what they produce or process.

As for the specific Programme output areas, the results elaborated earlier in this report in chapters 3.1, 3.2 and 3.3 give proof of effectiveness. The first phase of AgroBIG, being a pilot phase, has managed to reach and mobilize large groups of rural population and help them develop their endeavours for secured and improved income and livelihoods. The Programme has laid a good foundation for expansion and further interventions. Valuable lessons have been learned that will benefit the future initiatives.

Some reasons can be listed that have contributed to the Programme reach and exceed its goals:

1. The targeted woredas have high potential for agriculture, including options for irrigation that offer multiple opportunities to intensify farming strategies and processes.
2. AgroBIG is well aligned with the GTP and local priorities, enhancing commitment to the Programme interventions among the public service providers.
3. Qualified TA support and Programme management with good relations and cooperation with woredas, BoA and other public institutions, cooperatives etc.
4. Activities engaging smallholders have been properly tailored to match their resources and capacities. Targeted stakeholders were properly sensitized so they knew what they get engaged in before commencing with the actual work.

Giving more weight for female beneficiaries, primary and secondary, is something that needs to be addressed more in the second phase of the Programme.

There have been problems in fully disbursing the financial resources that have been available in the form of grant funds, but that is directly linked to the willingness of investors to come forward, and then also to existing opportunities on the market, which is risk related. This therefore has to do with assumptions that have been over optimistic. Still, AgroBIG has gone to great lengths and put in much effort to promote access to finance and grant funds.

4.3 EFFICIENCY

The efficiency of AgroBIG is to be judged by assessing how well the AgroBIG resources were used, what is the ratio between the outputs and outcome achieved and the funds invested in the Programme.

Considering the activities that have been initiated and implemented, and respective results benefitting a high number of individuals, the conclusion is that the Programme has utilized its resources in an efficient way. Among other cost aspects, AgroBIG followed **government per diem rates** which are minimal by all standards compared to other similar projects.

Assessment of cost-efficiency in organizing trainings

AgroBIG has organized several trainings, demand based. Overall, the cost of trainings provided both for farmers and other VC actors were reasonably low. Most trainings were conducted at local level within the kebele or woreda, and the duration of trainings was relatively short. ToRs were properly prepared and reviewed by the respective TAs, and the programme and the budgets were negotiated and adjusted with implementers.

Most farmers growing onions and potato attended cluster based trainings often provided by government staff. Local venue and facilities have been put into use: rent of a modest training halls would be maximum 500-1000 birr/day.

- Trainings of farmers and other VC actors have been conducted on average for 2–3 days, having 50–100 participants attending in each. Costs include per diem, transport, refreshments, stationary and hall rent. An average per capita cost per training day was not more than 150–200 ETB/day /trainee.
- For TOT trainings of experts and officials, the average training cost hardly exceeds ETB 500–855 per trainee/day.
- Exchange visits were organized within the region using public transportation, thus no cost was incurred by host organizations.

4.4 SUSTAINABILITY

The intention of AgroBIG has been to build capacities and put mechanisms in place that can sustain and continue developing without external support after the closure of the Programme. What can be expected is that once improved practices have been introduced and become commonly accepted and used, they will continue and also evolve beyond the life of the Programme.

Many of the interventions introduced along the selected value chains are now being scaled-up and used quite widely. A very good example is the establishment of a sustainable seed system that no doubt will be fully used, sustained by the income that the system generates for the seed producers.

The Programme implementation has in most parts been done through existing organizations at woreda and regional level, which has enabled acquiring new skills and facilities by these institutions. This is expected to greatly enhance sustainability of the interventions initiated with the Programme support. To create awareness of the importance of maintaining infrastructures and equipment as an ongoing activity is a typical example of what is required.

4.5 CROSS CUTTING OBJECTIVES

The cross cutting objectives of the Finnish Development Policy include **gender equality**, **climate change adaptation** and **reduction of social inequalities**. This section describes the achievements, challenges and actions taken within the programme and takes a stand to the Human Rights Based Approach which is the underlying approach in all Finnish development cooperation.

4.5.1 GENDER EQUALITY

The Ethiopian Constitution recognizes equality between men and women when it comes to right to self-acquired or inherited property. However, customary laws and practices often override this principle. Women are not well aware of their legal rights and may stay behind when decisions are made that affect their lives. Proportion of **Female Headed Households (FHHs)** averagely in the area is around **14 %**; in Fogera slightly higher, (16 %) than Mecha (5 %).

Women are generally disadvantaged. In meetings, few women attend, and their voices are often not heard. Social norms hinder women from speaking out loud in public events, and in case someone does stand up the community members, including females, can consider it less appropriate.

When discussing with female AgroBIG beneficiaries they appear to feel rather equal with men when it comes to decision making in a household. Some conclude that they cannot argue against man's decision even if they disagree.

During the inception period, AgroBIG conducted a gender study, which identified possible interventions to be undertaken in order to address equality between men and women, and also to address the needs of landless youth, considered as vulnerable, in the communities.

A number of AgroBIG activities have specifically been targeted at **female participants**, while most of the Programme interventions were targeted to both men and women. The latter managed to attract proportionally very few women compared to men: women's participation in trainings, study tours and field days remained at 12–19% in events targeted for public entities, and at 10–13% when it comes to private sector events. Potential reasons for this have been elaborated in Chapter 3.2.1.

Table 17. Women's participation in capacity building programmes.

Type of training / cap. building event	Female participation
Sorting and grading	6%
Seed system / business	7%
Production and quality improvement	7%
Environmental awareness	8%
Value chain development facilitation	13%
Business management	16%
Marketing & Market Information System	18%
Mini-media operations	39%
Processing / value addition	45%

Error! Reference source not found. on the right summarizes the proportion of women attending trainings by different topics. Within value addition and processing there is highest participation, due to targeted events. Also the trainings on media operations for the mini media centers in kebeles has attracted much women.

A good example of gender balanced effort was the **financial literacy training** by ACSI that addressed women especially from low income families. The training engaged **3,417 women** and 2,741 men from households that had requested a loan from a micro finance institution. The training was tailored so that issues that women in the households may find challenging were thoroughly discussed. Understanding of financial commitments is essential, as poor decisions can have severe long term consequences for the wellbeing of the families. It was emphasized that both the spouses shall be involved in this training together to facilitate shared decision making in the family. Feed-back from the participants was very positive, and ACSI is committed to include these trainings as part of its loan acquisition process.

SHARED CROPPING ARRANGEMENTS BY THE FHHs

The FHH can make two types of shared cropping arrangements with someone from outside the farm for the cropping season.

1. 50 - 50 Arrangement > Sharing the yield half-half. The woman provides the land and the seed and the shared cropper fertilizers and pesticides and the labour.
2. ¼ Arrangement > Sharing the yield one fourth to the shared cropper. The woman provides all the inputs and the shared cropper only the labour.

Decisions on **what to plant** are made jointly with the shared cropper. When it comes to **marketing the products**, under 50-50 arrangement, the shared cropper decides what, when and how to sell. Under ¼ arrangement, the woman decides. In **defining the price** women are not present at all. Even if they would not be happy about the price, they cannot question a man on this issue.

Women coop members in Debre Tabor trained in potato processing for creation of new business opportunities.



Activities targeted specifically to women

Targeted trainings can sometimes be more convenient for women, as women are commonly expected not to intervene in public discussions or raise their voice even if they wanted to share opinions or experiences. A number of activities were for this reason targeted for women only.

- In total **101 women** have accessed training on agronomic practices and food preparation in Fogera and Debre Tabor, helping these women to grow and prepare vegetables for sale at the local market and so being able to develop additional income generating activities.
- Entrepreneurial attitude is a crucial skill in running a business. Altogether **142 women** have received training on enterprise establishment, book keeping, marketing as well as technical issues on food processing so that they are able to operate their processing business independently. Specifically the processing has focused on potato.
- Groups of **35 women in Mecha** and **26 in Bahir Dar** have received targeted support for the establishment and legalization of their organizations as well as technical on-the-spot support to improve the production of chips and crisps that some of these women have been doing for some time. Currently around 40 women are preparing potato chips and generating income from that.
- The rice parboiling women's cooperative in Fogera has received support in product promotion in trade fairs, food demo at Dashen brewery and in the form of packing material.
- The vegetable and fruit processing cooperative in Debre Tabor (mainly women) has received a 12 days training in various ways of potato processing.

Examples of women's participation in general value chain activities:

- Being a member of a **cluster** with neighbouring farmers facilitates an access to inputs and advice of improved agricultural practices. AgroBIG has supported female inclusion in clusters having now **408 female farmers** (5,715 men) as members of such agricultural clusters creating them a chance for improved yields and thus incomes.
- In order to get a better price from the agricultural products, quality needs to be high and unified. **57 female farmers** (678 men) have accessed training in **sorting and grading** of onion, potatoes or maize.
- Out of 19 in each, the trading blocks within the market centers in Merawi and Woreta towns have been assigned mainly to women traders; 18 in Mecha and 14 in Fogera.
- Road Side Kiosk operators have included women, and are majorly women in Mecha.

Grants awarded for female business operators

- **Value Chain Grant** has benefitted a female farmer and her family in Mecha in a form of a **feed processing machine**. They are generating additional income with chopping crop residues for livestock to feed as well as grinding maize into flour which also encourages the animal fattening business in the area.
- Nada Women Monastery in Mecha has built a **maize store** with **Value Chain grant** which is to generate income for the monastery when storing and selling when the prices are higher.
- In addition three **rice processing machines** are in the process of delivery to the 3 female **matching grant** awardees to develop business around quality rice milling in Fogera.

4.5.2 CLIMATE CHANGE ADAPTATION

As to enhance farmer households' **adaptation** to climate change, AgroBIG trainings and field days have addressed various methods which can be seen as adaptation for climate change and the related changing weather patterns. For instance, efficient **use of water** in irrigation, proper selection of **varieties** considering the environment—soils and climate—that crops are planted in, and avoiding improper use of pesticides were emphasized. **Crop rotation** has been promoted with the aim to improve and sustain **soil fertility** and improve **water retention** capacity. Additionally, manual well drilling is a mitigation measure for **water shortages** in the dry season. During the recent years occasional **frost and pest infestations** have negatively impacted the yields. Damages of frost could be partly mitigated with timely (early) planting. In general, diversification of crops is advisable practice to enhance resilience of the cropping systems.

Considerations that were identified during the **Environmental Impacts Assessments** have also been attended to, especially as regards to hazardous use of agrochemicals. Over thousand of people from different administration levels, including farmers, have increased their capacity in being aware of environmental hazards and in ways to prevent and combat them.

4.5.3 REDUCING SOCIAL INEQUALITIES

As AgroBIG has such a strong focus on creating efficient and profitable value chains, the inclusion of vulnerable groups like people infected with HIV/AIDS or having disabilities is not an easy one, considering that much hard work is needed in the field. By addressing and reducing rural poverty, however, also these groups will be able to benefit. What AgroBIG can do in this area is somewhat restricted, but some targeted interventions could be possible.

Addressing the landlessness / unemployment of youth in rural areas by organizing young people into groups to create income generating possibilities is one aspect that AgroBIG has succeeded in addressing the issue of reducing social inequalities.

4.5.4 HUMAN RIGHTS BASED APPROACH (HRBA)

As the fundamental principles of the Human Right Based Approach are non-discrimination, openness, participation and transparency together with responsibility and accountability, AgroBIG has since the early stages considered these aspects during planning and implementation.

The Programme has been **open with information** and **transparent** during its all stages. Participating institutions have been strengthened, technically and administratively, which includes their levels of transparency and accountability that has improved over time.

Membership in any of the cooperatives or any other organization is not mandatory for farmers wishing to join AgroBIG supported events and interventions. The Programme has, however, encouraged farmers who opted to engage themselves in seed production to use their right to **organize themselves**, for example in cooperatives, in order to gain various benefits like the ones from joint marketing.

Supporting the establishment of groups of **landless youth** is another example where the Programme has assisted individuals, in this case considered vulnerable, from their own initiative to associate with others to better manage their **access to employment**.

Overall, most AgroBIG interventions aim at providing employment and income for farmer households and other actors along the value chain around the year, at the same time attempting to **alleviate the heaviest work load** of men and women through using affordable machinery.

Progress towards the long-term objective of the Programme, reduction of poverty, is enhancing one of the most fundamental human rights: **right to adequate food**.

5. ASSUMPTIONS, RISKS AND OPPORTUNITIES

The one given assumption stated clearly in the Programme Document is that “the Governments of Ethiopia and Finland are committed to the implementation of AgroBIG, and will provide the relevant budgets and technical support timely”. However, donor funds have not always arrived on time in Bahir Dar, as the transfer process is time consuming and that Supervisory Board meetings, required to approve such transfers, at times have not taken place as planned.

It has further been assumed that the overall socio-economic situation will be “reasonably stable” to allow the Programme to operate. This was also the case until August 2016, when some civil unrest broke out in Amhara Region, which prevented the Programme from implementing planned activities, as movement of staff was restricted. That situation remained for a couple of weeks before the situation was back to normal.

The Programme Document also assumes “the willingness of investors to take risks”. That willingness of investors has not been too obvious. Agriculture is a risky undertaking, considering climatic conditions, and investors in Amhara have been seen to prefer investing in the service sector. With the availability of grant funds from AgroBIG, the Programme has been able to reduce the risk of investors, but not to the extent expected.

The one assumption that has been fulfilled is that the Programme will continue with a second phase, although with a gap in between the two phases.

Risks have been elaborated upon in the Programme Document and all TAs have been well aware of the potential risks, something that has been considered during planning and implementation, for instance in the form of environmental impact assessments.

Looking at the specific risks as identified in the Programme Document, AgroBIG has addressed these risks as described in **Table 18**.

Table 18. Measures taken by AgroBIG to mitigate the risks identified at the time of preparing the Programme Document.

RISK	DESCRIPTION	INTERVENTIONS DONE BY AGROBIG TO MITIGATE THE IDENTIFIED RISK
Agriculture sector governance, policies and institutions		
Private sector and market policies	Limited private sector engagement in agricultural markets, especially on the input sector side, and limited promotion of appropriate public–private roles to support agricultural growth.	AgroBIG has focused on local solutions that have included the private sector, including cooperatives, which have benefitted from training sessions etc., not to mention the many grants that have been awarded to private bodies. For example, one private seed entrepreneur and one bakery business, based on potato, have both been able to expand.
Multi-stakeholder involvement	Limited involvement in planning, implementation, and M&E of private sector and CSOs.	There has been extensive and direct involvement in planning, implementation and follow-up by the established value chain platforms, whose meeting have been well attended by participants representing all walks of life.
Monitoring and Evaluation	Low M&E capacity to measure results.	The capacity has been very much increased by the establishment of a separate M&E unit in the PSU, which is staffed by two professionals. This unit is fully operational in supporting the PSU with planning and

		reporting issues, with a focus on showing results, based on information coming from the field.
Operations specific risks		
Agribusiness opportunities	Communities have limited opportunity to develop markets in agribusiness due to limited access to finance, or lack of knowledge of agribusiness opportunities.	Finance has been made available in the form of the Value Chain Fund which has benefitted many communities most directly. Marketing opportunities have been identified and many improvements have been done along the chosen value chains.
Challenges in mobilization	Programme fails to mobilize the actors required for value chains; reluctance from local government and /or existing private sector actors to support an autonomous private sector, with new entries and heightened competition.	The Programme has been successful in motivating and organizing value chains actors to participate in and benefit from activities supported by AgroBIG. The important role of the private sector in creating jobs and bring development is becoming more and more recognized, and the private sector is now a key player for AgroBIG.
Exogenous shocks	Exogenous shocks and climate variability reduce return on investments and limit participation by risk-averse households. Natural disasters such as long term drought or serious floods could destroy investments in agriculture & agribusiness.	This risk has become real in that rainfall during the rainy season in 2015 was below the average in recent years. Improvements undertaken by AgroBIG along the value chains, like support to irrigation activities, better access to markets, improved seeds and better agricultural practices have reduced the vulnerability.
Implementation Capacity and Sustainability		
High poverty rates limiting the scope for change	Programme ideas not matching the demand of direct beneficiaries; Farmers' inability to invest in marketable agricultural production; Consumers' inability to pay for higher value products.	The demands from the beneficiaries have been considered during the platform meetings. Applications for grants reflect directly demands from the applicants. To combat poor farmers lack of cash to pay for investments along the value chains, the grant funds only require a 15% own contribution. We are seeing that consumers indeed are prepared to pay a higher price for good quality products.
Limited overall capacity	Low administrative & Implementation capacity at the Woreda level; officers having standard tasks to accomplish, limited access to transport, low salary & therefore a reluctance to carry out tasks proposed by the Programme.	The capacity at woreda level is low, not so much because of low salaries and high staff turnover, but because of a lack of incentives. AgroBIG has been able to motivate staff by providing office equipment, transport, training opportunities etc.
Risks related to Human Rights Violations and Exclusion		
Politicization of support channelled through the Programme	Political capture of funds channelled through the Programme; i.e. discrimination against and marginalisation of political opponents in providing public services in Programme Woredas.	AgroBIG has seen nothing of the kind. There has been no misuse of funds in any way as witnessed by an external audit in 2015 conducted by international auditors.
Supporting non-democratic structures	Unintentional strengthening of oppressive structures; ignorance of human rights violations.	There have been no such incidents in the programme areas.
Exclusion of beneficiaries	Exclusion of beneficiaries from benefitting from the Programme due to political affiliations; e.g. access to agricultural inputs, extension services or training.	There have been cases where applications for grant have been denied, but only when these applications have been found to be unsuited for the development of value chains.
Politicized implementation structures	Politicized Woreda and Kebele administrations and Woreda / Kebele level organizations institutions (e.g. cooperatives) restricting access to support.	There have been no such cases during the implementation.

A very common risk that usually is considered with development interventions like AgroBIG relates to political and socio-economic stability, assuming that there will be no disturbances in civil society. Surprisingly, no such risk was identified in the original Programme Document, which in retrospect can be seen as an oversight. The experienced unrest around mid-2016 prevented the programme staff from going to the field, to some extent. However, the situation became improved very shortly.

AgroBIG can certainly see many opportunities in increasing agriculture production and improving the livelihoods of actors and stakeholders operating along the selected value chains. Even some simple interventions, like having access to improved seeds and better handling of the produce, can make a big difference.

6. RESOURCE ALLOCATION

6.1 USE OF PROGRAMME IMPLEMENTATION BUDGET

The total budget of the Programme is **10.4 million EUR**, of which 9.3 Million EUR comes from MFA Finland and about 1.1 Million EUR, part of this as cash and part in-kind, is expected as a government contribution from Amhara Regional State.

The Programme was originally planned for 3 years, i.e. 2013 - 2015. However, because of delays in implementation, particularly during the inception period, unutilized funds were used for a 18 months no-cost extension that ends in June 2017.

6.1.1 PLANNED BUDGET BY COMPONENTS

The Programme budget has been revised twice. The first time was during the inception period, when unused funds were transferred from components 1, 2 and 3 to provide funds for the PSU as well as to increase the TA-budget that had some shortfalls. After three years of operation, another budget reallocation took place to provide resources for the TA-service during the no-cost extension (Table 19).

Table 19. Initial Programme budget and the allocations revised during the Inception Period, MFA Source.

	Component	Originally planned budget	% share	Revised Budget	% share
1	Implementation Budget				
	Component I: Value Chain Development	810,347	9 %	810,347	9%
	Component II: Service Delivery	1,888,350	20%	1,888,350	20%
	Component III: Access to Finance	3,222,148	34%	2,392,148	26%
	Programme Management	224,200	2%	224,200	2%
	Sub total	6,145,045	66%	5,315,045	57%
2	Technical Assistance (TA) Budget	3,154,955	34%	3,984,955	43%
	GRAND TOTAL	9,300,000		9,300,000	

6.1.2 FUND TRANSACTIONS BETWEEN MFA/FINLAND & ANRS/BoFED

Since the beginning of the programme in 2013, the Ethiopian Government/ANRS-BOFED/ has received **5,315,045.00 EUR** (equivalent to **ETB 131,882,481.62**) from the government of Finland. The detailed fund transfers are listed in **Table 20**.

Table 20. Cumulative Fund Transferred from MFA/Finland to BoFED, Dec 31 2016.

Date of Receipt	Amount Received (EUR)	Amount Received (ETB)	Exchange Rate
14 June 2013	417,580.00	10,349,678.54	24.7849
15 April 2014	1,513,263.70	40,496,147.22	26.7608
10 Nov 2014	909,718.00	22,636,240.08	24.8827
30 April 2015	890,455.00	20,518,042.20	23.0422
29 Oct 2015	516,635.00	11,946,512.75	23.1237
07 April 2016	785,925.56	19,059,716.53	24.2513
02 Aug 2016	281,467.74	6,876,144.30	24.4296
TOTAL RECEIVED	5,315,045.00	131,882,481.62	

6.1.3 GOVERNMENT OF ETHIOPIA CONTRIBUTION

Altogether the government of Ethiopia has provided **ETB 16,015,529** for the Programme Implementation. Part of that, ETB **3,475,569** appears as in-cash contribution (Table 21).

Table 21. Funds transferred from Government of Ethiopia to PSU (in-cash contribution) until June 2017.

Date of transfer	Amount transferred in ETB	Purpose of the transfer
February 2014	1,772,079	Tax for purchase of vehicle
August 2014	46,830	Pension paid to PSU staff
March 2015	46,830	Pension paid to PSU staff
October 2015	1,500,000	Tax for purchase of vehicle
October 2015	49,830	Pension paid to PSU staff
March 2017	60,000	Pension paid to PSU staff
Total received	3,475,569	

In addition, there have been government in-kind contributions of about **ETB 12,539,960** over the programme period. The assumptions for calculating government in-kind contribution are the following:

Salary

- Average number of staff participating in the programme is 2 for each IAs
- Average number of days a staff working per month is 5 days
- Average number of hours a staff contributing to the programme is 2 hrs per day
- Average salary of a staff participating in the programme is Birr 2,000

Per diem

- Average number of government staff traveling to field (day per month) is 2
- Daily per diem paid to those staff is Birr 90

Logistics

- Average distance in Kilometer traveled by government vehicle is 400kmper month
- Average fuel cost per kilometer is Birr 5

Land lease value

- Total size of land provided by government to Construct facilities is 21,740 meter square
- Average land lease value per meter square is Birr 500

Table 22. Summary of the yearly in-kind contribution of the government of Ethiopia.

Contribution by category	Year 1	Year 2	Year 3	Year 4	Total
1 Staff salary	49,090	49,090	49,090.00	49,090	196,360
2 Per diem	32,400	32,400	32,400	32,400	129,600
3 Logistics	336,000	336,000	336,000	336,000	1,344,000
4 Land and premises	3,500,000	3,500,000	3,870,000	-	10,870,000
Total	3,917,490	3,917,490	4,287,490	417,490	12,539,960

6.1.4 BUDGET UTILIZATION BY COMPONENTS

By June 30, the overall budget **utilization has reached 99.9 %** of the total available funding from MFA. **Table 23** and

Table 24 below detail the allocated AgroBIG budget and annual expenditure during 2013-2017 by the Programme Implementing Partners and technical assistance. The breakdown of annual transfers and disbursements by BoFEC to Programme Implementing partners is found in **Annex 9**.

Table 23. Summary of AgroBIG Implementation Budget fund allocation and expenditure from 2013 to June 30, 2017, in ETB. Ref. Annex 9 for further details.

S . No	Implementing Agency	Budget source			Total transferred to Implementing Agencies	Total Expenditure until June 30/2017	% Utilized until June 2017	Remaining balance /committed/	Cash balance carried forward to phase II
		GOE	GOF	Total					
1	BoA	-	20,194,562.10	20,194,562.10	20,194,562.10	15,052,543.65	74.6%	5,142,018.45	0
2	BoTIMD	-	20,735,799.71	20,735,799.71	20,735,799.71	20,735,761.19	100%	38.52	0
3	CPA	-	995,856.46	995,856.46	995,856.46	995,856.46	100%	0	0
4	ARARI	-	3,793,570.00	3,793,570.00	3,793,570.00	3,792,336.59	99.8%	1,233.41	0
5	ASE	-	79,469.64	79,469.64	79,469.64	79,469.64	100%	0	0
6	BoTVED	-	216,096.00	216,096.00	216,096.00	216,096.00	100%	0	0
7	ACSI	-	26,709,008.26	26,709,008.26	26,709,008.26	26,709,008.26	100%	0	0
8	PSU	3,475,569.00	14,398,183.70	17,873,752.70	17,873,752.70	17,634,283.29	98.6%	0	239,469.41
9	BOFEC/ IDRF	-	3,042,668.55	3,042,668.55	3,024,394.00	3,006,119.75	99%	0	18,274.25
10	Mecha District	-	16,848,658.40	16,848,658.40	16,848,658.40	16,848,658.40	100%	0	0
11	Fogera District	-	24,868,608.80	24,868,608.80	24,868,608.80	22,986,124.38	92.4%	1,882,484.42	0
Total		3,475,569.00	131,882,481.62	135,358,050.62	135,339,776.07	128,056,257.61	94.6%	7,025,774.80	257,743.66
Remark: Of the total grant fund managed by ACSI, ETB 6,877,467.68 procurements are under process as follows: <ul style="list-style-type: none"> Procurement of 8 combined rice processing machine and 8 rice threshers managed by ANRS, Procurement Agency — Birr 2,477,467.68 Procurement of potato flour factory managed by Bahir Dar University Birr 2,200,000.00 Procurement of standardized warehouse and packing house managed by Efruit Birr <u>2,200,000.00</u> 									

Table 24. Summary of AgroBIG Technical Assistance MFA fund allocation and expenditure from 2013 to June 30, 2017 in EUR.

2 Technical Assistance (TA) Budget		TA budget allocation total	Expenditure until Jun 30, 2017						% utilized	Remaining balance EUR
			EUR							
		EUR	2013	2014	2015	2016	2017 Jan-June	Total		
2.1	Fee	2,951,188	649,390	851,029	763,257	675,453	24,619	2,963,748	100.4%	-
2.2	Reimbursable	257,480	92,114	61,281	72,912	61,828	31,638	319,773	124.2%	-
2.3	Operational expenses	776,287	176,140	110,203	272,930	131,544	10,616	701,434	90.4%	-
Total		3,984,955	917,644	1,022,513	1,109,099	868,825	66,873	3,984,955	100%	-

Of the total ETB 135,358,050.70 **implementation budget** allocated to each implementing agency, ETB 128,056,257.61 has been utilized (Table 23). The implementation budget utilization rate at the end of the programme period is **94.6 %**. A total of 7,025,774.80 ETB is under commitment, and 257,743.66 ETB remains as cash balance. The SVB has delegated BoFEC to use the remaining cash balance to cover the programme office running costs (telephone, internet, staff salaries and other utilities) until the second phase commences.

Of the total of EUR 3,984,955 **technical assistance budget** allocated for the consulting company, EUR 3,984,955 (100%) was used by 30.6.2017 (Table 24).

Table 25 illustrates the main investments under each component by the Implementing Partners.

Table 25. Major Investments and activities carried out under each component by different IPs.

Component I Value Chain Development	Investment ETB (Estimates)
Bureau of trade, industry and market development (BoTIMD)	
<ul style="list-style-type: none"> Integrated market information system (IMIS): Needs assessment, system design, IT equipment, trainings, marketing, installation and commissioning 	11 000 000
<ul style="list-style-type: none"> Co-financing the western Amhara agricultural commodities terminal market center: Construction of two blocks for vegetables, fruits and fish wholesale and retail trading 	10 000 000
Mecha and Fogera Trade and Market Development offices (WoTIMD)	
<ul style="list-style-type: none"> Construction and operationalizing of horticulture market centers in Woreta and Merawi 	2 000 000
Mecha and Fogera Communication offices (WoC)	
<ul style="list-style-type: none"> Establishment of mini media centers (construction of shades, equipment, training of operators) 	1,200,000
Component II Service Delivery Development	
Fogera and Mecha (WoTVED)	
<ul style="list-style-type: none"> Establishing and operationalizing of private farm service provider youth groups (agrochemical spraying, well drilling and pump maintenance, tractor ploughing, irrigation canal maintenance) 	2,000,000
Bureau of Agriculture (BoA)	
<ul style="list-style-type: none"> Bikolo Abay horticulture skill training center upgrading (Agro BIG contribution is one third of the total investment costs). Feasibility study, construction of staff room, training room, accommodation for students, sanitary facilities, training equipment and materials. 	13 400 000
Amhara Region Agricultural Research Institute (ARARI)	
<ul style="list-style-type: none"> Construction and renovation of green house, screen houses, poly-house, and purchase of lab equipment and inputs, feasibility and design of cold room for germplasm maintenance) 	3,700,000
Amhara Regional Quarantine Authority (QA, including branches)	
<ul style="list-style-type: none"> Procurement of lab, field kits and office equipment, inspection, manuals and training on regulatory requirements 	1,333,000
Mecha and Fogera Office of Agriculture (WoA) and Cooperative Promotion Office (WCPO)	
<ul style="list-style-type: none"> Office upgrading for WoA and WoCP; Construction of extension staff hall in Fogera Construction, procurement of demo equipment and furniture for FTCs 	8,800,000 3,300,000
Component III Access to Inclusive Finance	
Fogera Cooperative promotion office (WCPO)	
<ul style="list-style-type: none"> Piloting rice warehouse receipt system and marketing: Feasibility study, construction of warehouse, procurement of rice processing machine 	5 000 000
Amhara Credit and Saving institution (ACSI)	
<ul style="list-style-type: none"> Grants (VCD, MGF) Loan Fund 	24,000,000 5,700,000
Bureau of Finance and Economic Cooperation (BoFEC)	
<ul style="list-style-type: none"> IDRF 	3,200,000
Programme Coordination	
<ul style="list-style-type: none"> Procurement of vehicles (2) for WoECs Procurement of vehicle (1) for PSU Procurement of 24 motor bikes for woreda IPs 	4,300,000 1,700,000 2,500,000

6.2 AUDIT

6.2.1 INTERNAL AUDIT

Internal audits are required to be conducted regularly by in-house internal auditors of the regional Bureau of Finance and Economic Cooperation (BoFEC). The objective of these audits is to provide reasonable assurance that the AgroBIG financial management practices are based on Programme agreements and that funds are properly utilized.

In the beginning of year 2015, the two financial years (2013 and 2014) of AgroBIG were audited with a focus on reviewing and analyzing all financial documents maintained at the two Programme wordedas and the other seven implementing agencies at region level, i.e. BOT, BOA, ASE, CPA, ARARI, ACSI, and PSU. An Audit Report was compiled and submitted and the appropriate measures have been taken. In early 2017, the two subsequent budget years of AgroBIG, 2015 and 2016, were audited. The final audit covering the remaining period (January-June 2017) was completed in September 2017, and the report and management responses were submitted to the Embassy in early October 2017.

6.2.2 EXTERNAL AUDIT

The MFA of Finland commissioned KPMG to carry out a **Performance Audit** that was conducted by a team of three auditors during October and November 2015. The objective of the assignment was to support risk management and capacity building in the AgroBIG Programme, focusing particularly on various management and administration issues.

The audit provided concrete recommendations that have been useful for the ongoing activities and will be used also in the future. The audit report was submitted during the first week of January 2016 and the recommendations have been implemented accordingly.

6.3 USAGE OF TA RESOURCES

The amount originally allocated to the TA-service was 2,807,955 EUR in the Programme Document dated 4 April 2012. After the inception period, which was extended from 6 months to one year, this allocation was expanded. The reason was that the budget in the original programme document had a number of shortfalls, with no funding for the programme director and his office, no communication costs for the TA service, some budget lines were under budgeted etc. This resulted in budget reallocations which provided the TA service with another 347,000 EUR, bringing the total for the TA service **for the first 3 years to 3,154,955 EUR**. As the inception period contained limited field activities, there were unutilized funds at that stage under all three components, and those were reallocated.

For the **no-cost extension** of 18 months, lasting **till June 2017, EUR 955,200** was allocated for the TA service. For the whole 4.5 year Programme implementation period, January 2013 - June 2017, the TA service has had a **budget allocation of a total of EUR 3,984,955**.

7. MANAGEMENT AND COORDINATION

The responsibility for the implementation of the Programme rests with the Amhara Regional Government. Programme funds have been channeled through the **Bureau of Finance and Economic Cooperation, BoFEC**, as the lead implementing agency.

BoFEC coordinates the fund flow with participating Bureaus and woredas. Assistance is being provided to many regional institutions with significant investments in infrastructure and capacity building.

AgroBIG is managed by a **Programme Support Unit, PSU**, placed under BoFEC and based in a separate and well equipped office in Bahir Dar, rented from ACSI, one of the major partners. PSU is headed by a Programme Director assisted by support staff. The technical advisors attached to AgroBIG are also based in this office.

PSU is given the responsibility for the overall operation, administration and coordination of AgroBIG activities and mandated to ensure that the Programme is implemented in accordance with the Programme Document and the financial agreement established with the Finnish government.

AgroBIG is guided by its **Supervisory Board**, the highest decision making body of the Programme. The main task of the Board is to provide strategic guidance of the Programme, including policy considerations and major principles of cooperation. Meeting twice a year, the Board approves annual work plans and budgets and monitors the performance of the Programme. The SVB has functioned satisfactorily as the Programme and its activities have been followed up closely by BoFEC, both by the Head of the Bureau as well as by the deputy who is responsible for bilateral relations.

In the participating bureaus, AgroBIG is guided by appointed **focal persons**. These are process owners in the Regional Government who have been assigned additional duties to work with AgroBIG, being responsible for planning and reporting while being the communication link to the programme management.

At the Region level, PSU has conducted a number of meetings with **Regional Technical Committee** over years. The members of the RTC have then been informed about the content of annual work plans and budgets. The RTC has been given the mandate to ensure that the Programme is implemented, results achieved and funds managed efficiently and effectively, in accordance with the approved work plan and budget. It also provided technical advisory support to the PSU and approved Short Term Consultancies (STCs).

At the woreda level, there is a **Technical Committee and a Steering committee**. Technical Committee members are drawn from each implementing sector as the Programme works most directly with the different woreda offices that are receiving support through the Programme and that are responsible for implementation. The members of the Steering committees are chaired by the Chief Administrators and include representatives from the key implementing partners such as the offices of Agriculture (WoA), Trade and Market Development (WoTMD), Cooperative Promotion (WCPO) and WoFEC.

The Technical and Steering committees have had an important role in grant application screening and approval process.

The two zones where AgroBIG is active, South Gondar and West Gojjam, are not involved in aspects of implementation as their role is to provide support and guidance to their woredas. However, they have been involved in field day events, review meetings and stakeholder forums.

7.1 STAFFING

The Programme Support Unit (PSU), backed up by the AgroBIG Technical Advisory Team (NIRAS Finland/ORGUT Consulting Consortium), has been in place throughout the whole programme period.

The PSU has been operating with a clear organizational setup and with a minimum of manpower (Table 26). PSU has held staff meetings and followed up project progress regularly. A thorough list of personnel of the Phase I can be found in Annx 9.

Table 26. Staff profile composition.

s.n	Position	Original	Added later
1	Programme Director	1	
2	Programme Accountant	1	
3	Programme Cashier	1	
4	International Advisor / CTA	1	
5	International Finance Advisor	1	
6	National Advisors	6	
7	Junior Professional Officer	1	
8	Drivers	7	
9	TA Accountant and messenger	2	
10	Chief Accountant		1
	TOTAL	21	1

7.2 THE TECHNICAL ADVISORY SERVICE

The NIRAS-ORGUT Consortium, consisting of Niras Finland Oy (a consulting firm based in Finland) and ORGUT Consulting AB (based in Sweden) provides technical and management services and assists the programme management with implementing the Programme. The Consortium provides a team of international and national technical advisors, on long-term as well as short-term basis.

The TA team is headed by an international team leader (chief technical advisor). The team of technical advisors spends much time in the field, working closely and in hands-on-situations with woreda staff, farmers and other value chain actors. Two of these technical advisors are based in Merawi town, Mecha woreda and in Woreta town, Fogera woreda, having established close and fruitful working relations with the woreda offices as well as with farmers, processors, traders etc.

The technical advice provided by the Consortium takes various forms, from assistance with planning and reporting to organizing demonstrations and formal training sessions as well as working with woreda staff and value chain actors on specific activities.

Over the years there have been few changes in the original composition of long term staff, although two of the first employees resigned during year three. The original position as international value chain advisor that was budgeted at 50% was not extended beyond the first two years, but was substituted with a national M&E Advisor which has been most useful to the Programme. The position as international financial advisor was originally planned for two years, but was extended throughout the four years based on the workload with the grant funds.

Every year, the technical advisory service fielded a high number of short term consultancies that have provided valuable information on specific and selected topics.

7.3 MONITORING AND EVALUATION

The M&E System development started in 2013 with developing the M&E Framework and creating the database in MS Access for activity follow up. In May 2014 the Baseline Survey for the purpose level indicators was undertaken followed by the Results Survey in October-November 2015. For the results of 2016 and 2017, Focus Group Discussions serve as data collection method.

Reporting has been done on a quarterly basis, meaning three quarterly reports and an Annual Report per year have been prepared.

M&E Unit has been facilitating the annual workplan design and conducted Data Quality Assessment and other routine monitoring visits, as well as assisted in other assignments such as the cost-benefit analysis and video production supervision. One M&E Advisor has been working full time, assisted partly by the JPO.

7.4 COMMUNICATION

AgroBIG has communicated about the addressed value chains and also of the Programme's goals, interventions and results through information leaflets, radio programmes, quarterly newsletters and Programme website. The programme approach has been widely demonstrated and discussed in stakeholder meetings, trainings, workshops and public events, as well as during field visits paid to the project sites. Among others, the Minister of Development has visited the Programme, as have over 20 MPs, councilors from the Finnish Embassy, and a number of journalists from national and regional media.

Technical and Steering Committee meetings have been an important forum to exchange information between the Programme and its decision makers.

Farmers and entrepreneurs, who find the Programme's assistance helpful, are most authentic informants and thus very valuable advocates in the field for any development initiative.

Main communicational activities conducted:

- AgroBIG is producing a quarterly **newsletter** that provides recent information related to the performance of the programme.
- **Web page** www.agrobigo.org is maintained well, giving information about the programme and ongoing activities and opportunities at different levels. Publications and newsletter are available on the website as well.
- During the year 2016 AgroBIG was involved in **network promotion** together with two other projects based in Bahir Dar. In June the connections between various agricultural actors were established in an informal get together event.
- As a follow up, the **Amhara Agricultural Forum** attracted over 60 participants from various organizations to share information about their agriculture related development initiatives in the region, their achievements and business models. A shared view was that similar events should be regularly organized in the future.



Agrobig website at www.agrobigo.org



- Programme has produced a **book, “Growing with agribusiness”**, which gives a thorough picture of the Programme achievements and related interventions. The book has been distributed to selected target groups in all woredas in the Region and also to national level institutions. The book is also available through website.
- **Audiovisual materials** have been produced for the use of partners, other stakeholders and other actors including donors to familiarize with the achievements and to learn from them. One 35 min film and five few minutes video clips were produced and are accessible through YouTube at: <http://tinyurl.com/agrobig>
- The programme has hosted **4 official visits** by the Minister of Development, Members of Parliament and journalists.
- A **photograph based booklet** of AgrobIG activities, events and achievements is being prepared in both Fogera and Mecha woredas in 2017 for local users in Amharic language.



AgroBIG has received appreciation from Mecha and Fogera woredas.



Amhara Agricultural Forum participants in group photo in December 8, 2016 in Bahir Dar.

8. LESSONS LEARNED AND RECOMMENDATIONS

AgroBIG is not a straight forward programme that is putting in many of the things that rural communities are looking for, like building schools, improving infrastructures, health facilities etc. AgroBIG is working with a high number of individual farmers and small businessmen, all having their own targets and ambitions in life. Agriculture production is risky, depending on climatic conditions, and conditions on an ever changing and unpredictable market.

Having operated with AgroBIG over a period of four years, a number of observations have been made. This concerns all aspects of managing the Programme, administrative issues and well as technical and organizational ones.

Summary of the major challenges affecting programme implementers and beneficiaries, summary of central observations and lessons learned related to programme implementation, divided into technical and organizational ones, and respective recommendations to be considered for the future are presented in this chapter.

8.1 MAJOR CHALLENGES

Production challenges

Availability of improved crop varieties and affordable seed supply remains a challenge in the region, though a lot has been done to fill the gap. There has been limited access to basic seeds from research centers for some varieties desired by seed coops (e.g. *Bombey red*). The majority of farmers has no option but is obliged to rely on locally available seeds. The supply of disease free potato tubers by ARARI/Adet research center has not yet been commensurate to the increasing demand by farmers and cooperatives in the programme woredas and elsewhere.

In addition, unfair competition by informal seed growers/dealers and the limited capacity of the Quarantine Agency to fully enforce the national seed proclamation in a bid to regulate unregistered seed growers is a challenge. These all combined have had a discouraging effect on the legally registered seed coops that Agro BIG has been supporting.

Furthermore, there has been limited supply of fertilizers for off-season production, particularly in the Koga irrigation command. Unpredictable weather changes have caused unusual rainfalls, frost, pests and irrigation water supply shortages in recent years affecting quality of vegetable produces, mainly onions. For instance, the amount of water in the Koga reservoir reduced exceptionally in 2015 and was inadequate to irrigate the entire command area. Farmers were advised to reduce their plot size and to limit cultivation of crops that demand lots of water.

Clustering of smallholder farmers for economies of scale has been a challenging task mainly due to the fact that individual land holdings are fragmented, farmers are risk-averse, divergent attitudes prevail and extension support is weak.

Last but not the least, limited availability of harvesting, post-harvest and storage technologies, especially for onion, potato and rice, remains to be a challenge. Affordable and appropriate technology prototypes have not been readily available at research centers and private companies.

Marketing challenges

Horticulture produce is highly perishable and should be supplied on a timely and proper handling manner. Despite some improvements made in this regard, maintaining the quality of the produce still remains as a bottleneck for many smallholder farmers, including onion and potato producers.

Farmers have no problem to grow more high value crops, but the challenge is having contract agreements with potential buyers before production. Creating sustained marketing linkage, especially for perishables, has been difficult, despite incessant efforts have been made. The task is presumed to be seasonal and there has been weak coordination among key players (BoTIMD, CPA and BoA). There has been reluctance by irrigation cooperatives and Koga Union to actively engage in perishable produce businesses and value additions in fear of risks and losses. Although contractual agreements have been signed by some buyers, there have been defaults, weak enforcement and breaching of agreements. Institution buyers like universities are hesitant to sign contractual agreements demanding consistent supply of produce that can last for about ten months while the supply in the irrigated areas during off season only lasts between 3-4 months.

Illegal brokers and traders have been maneuvering vegetable marketing in the irrigated areas of Mecha and Fogera (including onion and potato). They have multiple tactics and tricks which make the trading practice unhealthy and unethical. What makes it more complicated is the fact that it is networked, transboundary in nature and dynamic. Regulatory mechanisms are weak and there have been corrupt practices.

Accessing land to construct storages has been difficult for many traders and consumer coops, especially in major towns. The commercially grown onion and potato supplied from other parts of the country and from Sudan coincided with harvesting in Fogera and Mecha as a major competitor of small holder farmers. This has been exacerbated by absence of contract farming and cropping calendar that comply with the national supply and demand dynamics for agricultural commodities.

Access to finance

Lack of flexible working capital for coops, preference to access loans through their affiliated unions rather than ACSI, difficulties in accessing credit by organized women and youth groups /entrepreneurs, and lengthy process to secure required plot for grant projects, lengthy procurement processes for some grant projects (e.g. rice processing machines) have all been challenging the progress in programme implementation.

Capacity challenges

There has been limited capacity and collusion of local contractors to fulfill their commitments. Some local contractors were found to be unreliable breaching agreements, which lead to compromised quality. Securing the required land for some constructions, especially in Fogera, took much longer than was anticipated.

Implementation rests with the government. There are appointed AgroBIG focal persons in the different offices who are responsible for the implementation and follow-up of activities identified and agreed in the annual work plans. At the beginning there were challenges in getting due attention to AgroBIG duties by focal persons who were given the programme tasks on top of their ordinary duties but no incentives. Provision of office equipment, transport, training opportunities and harmonization of per diem rates for similar bilateral and multilateral projects in the region have been helpful and increased focal persons', officials' and experts' motivation and dedication.

Cross cutting issues

Gender equality is a central cross-cutting objective for AgroBIG that has committed to ensure active participation of women in interventions. Nevertheless, the participation of females in training programmes, for instance, has been limited. The main challenge was the lack of commitment and

attitude of local community and duty bearers towards women's participation and decision making apart from their practical needs.

The rapid expansion of exotic weeds such as partinium and water hyacinth in programme woredas remain challenging which could make seed multiplication impossible. The intensive application of agrochemicals in the irrigated areas has become a challenge, especially reducing the demand for some vegetable crops such as cabbage and causing health hazards.

8.2 TECHNICAL OBSERVATIONS AND ISSUES

Ownership: AgroBIG has developed strong government ownership, particularly with BoFEC but also with the participating bureaus and the two woredas, Fogera and Mecha. It is the funding arrangement, with the implementing budget being managed by BoFEC and transferred to the concerned bureaus and woredas that has created a strong responsibility for the performance of the Programme. In fact, this starts with the planning process that involves the implementing partners from the beginning. It is in line with government strategies, procedures and systems.

- *Ensure that there is participation in decision making*
- *Work with existing structures, without creating bypasses, to build capacity*
- *Creating ownership also creates responsibility*

Value Chain Approach: The concept of value chain development, which forms the backbone of the Programme, has been introduced by AgroBIG and is now widely understood at all levels. It has proved very useful to systematically conduct detailed value chain analyzes to determine constraints and possibilities, based on which specific intervention along the value chains have been made. This approach is time consuming but has been a useful tool to understand production and marketing conditions and realities. The establishment of value chain platforms has generated a lot of ideas for how to move forward, in addition to bringing the various value chains actors together for exchanging ideas and create an understanding of the operational environment for various crops.

- *Apply the value chain approach and analysis to gather information*
- *Support value chain platforms as useful forums for collecting ideas and for the identification of potentials and constraints along value chains*
- *Bring various value chains actors together to create an understanding of how value chains function and how value can increase*
- *Building trust between producers and buyers takes time thus continuous support needed*

Seed Systems: As all production starts with the seed and as there has been a lack of good quality seeds, AgroBIG has devoted a lot of time and effort at introducing and establishing proper seed systems. This started with onions, and from there many seed producing cooperatives and individuals are now able produce and sell better seeds to producers, at the same time benefitting from the exercise. Seed production is now seen as a most useful as well as profitable business.

- *Establish formal seed systems as starting points for successful production*
- *Provide the technical knowledge and skills required to operate seed system*
- *Establish workable distribution channels required to make good quality seeds widely available*

Value addition: Looking at any value chain, it is obvious that value is created and increased as products move along the chain. If any processing can take place, like making tomato ketchup from tomatoes, values can go up significantly. This is also what AgroBIG has been trying very hard to do, to find possibilities for processing. However, for the two initial value chains selected, onions and

potatoes, the possibilities of processing and marketing any products that would attract buyers on the local market are quite limited. For more valuable products, like horticulture and vegetables, the local market is traditional with limited demand in combination with limited buying power. That there have been few possibilities for value addition in the form of processing and that few entrepreneurs have come forward with investment proposals have been a disappointment for AgroBIG.

- *Further efforts are required to identify possibilities for value addition*
- *Further efforts are required to invite entrepreneurs to be engaged in agribusinesses*
- *Support the operation of a mixture of value chains*
- *Promote the production and marketing of higher value crops*

Formation of clusters: AgroBIG has been promoting the formation of farmers into clusters, so that a group of neighboring farmers can produce the same crop, which would result in a uniform production and a higher volume, coming out of the cluster. This will make marketing easier and more attractive to buyers. Also, the extension service will become more efficient and the supply of inputs can be better coordinated. The already existing collection centres supported by AgroBIG are ideal for cluster farming.

- *Continue promoting the creation of clusters*
- *Promote the efficient use of collection centres*
- *Make marketing information easily available*
- *Train extension workers on providing support to cluster farmers*

Cooperatives: From the start-up of AgroBIG, there was no focus on working with the cooperatives, but with the private sector, although loosely defined. As AgroBIG was moving along, the private sector engaged in food processing in the region did not show much activity, or much interest in taking advantage of the grants on offer by AgroBIG to undertake processing, or expand existing activities especially with onions and potatoes. The early expectations of the private sector to start extensive food processing were simply not fulfilled. At the same time, there are still many constraints at the production level, with seeds, harvesting, post-harvest handling, marketing etc. so the need for working with and provide support to farmer's cooperatives was quite obvious. That these cooperatives in fact are made up of farmers who are all operating business ventures, hoping to made a profit, means that they are members of the private sector, something that at times have been overlooked.

- *Strengthen the cooperatives' management and administration capacity*
- *Provide working capital to the cooperatives*
- *Provide storage facilities*
- *Promote diversified value chains instead of focusing on limited ones*

Towards commercial farming: Most farmers in the programme woredas are operating at the subsistence level, on small parcels of land relaying on very traditional farming methods and crops. What these farmers produce is not aimed for what the market wants. What reaches the market is the surplus production that cannot be consumed at the household level. Markets are often far away and difficult to reach, in roadless areas, and the demand is largely for fresh produce. For most farmers operating under these realities, access to good quality seeds and working capital is a serious constraint. Cooperatives are weak and lack storage space as well as working capital to fully support its members. Marketing information is lacking. Applying the value chain approach, which comes with a focus on marketing opportunities, requires a major shift in thinking for these farmers and households. Clearly the challenges to be overcome are many.

- *Provide marketing information and opportunities to producers*

- *Improve rural infrastructures*
- *Provide transport equipment to rural areas*

Increased production: The many improvements that have been introduced by AgroBIG to strengthen the onion, potato, rice and maize value chains have resulted in increased yields and a better and more attractive produce receiving a higher price on the market, benefitting many value chain actors directly. Small and simple improvements here and there in everyday practices have proved to be useful, like better tools, better handling, sorting and grading, not to mention better seeds and inputs. It is not at all unrealistic to assume that many farmers with little effort can double their outputs.

- *Promote the improvement of everyday farming practices*
- *Provide training to extension workers*

Marketing and linkages: Any producer needs access to markets and market information, something that is not easy for a farmer operating in a remote location. AgroBIG has therefore initiated and established an integrated market information system, IMIS, to provide producers with up-dated market information including prices for various commodities. The system can be accessed by mobile phones. As buyers and sellers also need to meet, AgroBIG has facilitated linkages across Amhara Region, by identifying strong buyers, so that products from Fogera and Mecha now can reach consumers in Eastern Amhara and in Addis. This has minimized middle-men from manipulating market prices.

- *Ensure that the IMIS can display up-dated and recent price information widely*
- *Continue building linkages between buyers and sellers which involves the production and promotion of good quality products*

Procedures: AgroBIG is being implemented by the Regional Government so that government procedures must be followed. This makes procurements particularly cumbersome and time taking. Construction activities have often been much delayed, because of unreliable contractors.

- *Be aware of requirements and be fully prepared to meet those*
- *Follow the implementation of entered contractual agreements in all details*

Capacity Building: AgroBIG has supported a number of training sessions, arranged demonstrations and study tours and built capacity, in institutions as well as in human resources. There is a great demand to improve knowledge and skills at all levels, particularly when new methods and technologies are introduced and scaled-up. These interventions were particularly intensive during the first two years of AgroBIG, which has benefitted the implementation of the Programme in later years.

- *All training should be demand driven based on needs assessments*
- *Follow-up the usefulness of training sessions conducted*
- *Encourage women to participate in all trainings*
- *Provide **gender sensitive capacity building programmes** and practical arrangements that respond to women's specific need incl. timing and location.*
- *Organize **targeted** women-only trainings (including leadership skills) or trainings targeted to both male and female HH members together*
- *In general in all activities consider gender sensitivity and encourage genuine gender balance in decision making bodies*

Challenges in public and private sector capacity enhancement

- Lack of alternative financial access to organized youth groups and women beneficiaries to startup new and expand business operations, both in the processing and service delivery;
- Lengthy process to secure the required land or plot for planned construction projects; especially it was critical in Fogera;
- Maintaining the gender balance in some trainings, study tour programmes, and exchange visits has been found a challenge;
- The limited capacity of woreda administrations in managing construction projects and the weak capacity of local contractors compounded with lengthy procurement process;
- Low motivation of government staff to implement programme activities; partly due to difference in per diem rates, though BoFEC has lately harmonized per diems of different bilateral and multi-lateral projects;

Opportunities

- The foundational work laid by Agro BIG in establishing service providers at kebele level and partnerships established with similar projects/programmes (e.g. ATA, MeDA, ISSD, AGP/AMSAP, national potato coalition would help to ensure synergy in capacity building interventions in the selected value chains);
- The upgrading of Bikolo Abay horticulture skill training center is an opportunity to build the capacity of value chain actors, including farmers, front line agricultural extension agents, market operators and processors and promote the horticulture sub sector in the region and beyond;
- The regional government's continued commitment to transform the agriculture sector and promote commercialization and market oriented production;
- Linkages created with Universities, TVET colleges and Research institutions (e.g. Fogera Rice Research and Training center, Woreta ATVET) would be an opportunity to coordinate and organize technical trainings and demonstration of technologies;

Lessons learned

- The private sector service delivery is still at infant stage. It needs more support and incentive to take part and play active role in value chain development;
- The sustainability of organized service provider groups partly depends on access/availability of alternative financial sources (i.e. credits, loans, grants) to run and/or expand their services/businesses;
- Diversifying of incomes for organized youth groups in line with the seasonality of farming activities is crucial for sustainability;
- Farmers learn more from each other, for instance, through conducting exchange visits and field day events than relying on in-house trainings;
- More focus to in-country exchange programmes, coaching and mentoring than short term in-house trainings;
- Meeting 20% female participation in each training event and exchange programme in a male dominated society would be challenging unless there are targeted interventions/strategies; e.g. using female promoters and more mandates to WoWYC Affairs office.s
- More focus to software than hardware dimension of capacity building interventions in the selected value chains.

Value Chain Finance: AgroBIG has been unique in providing grants to value chain operators. Three different and quite specific funds have been established, aiming at supporting different activities along the selected value chains. Grants applied for can be approved as long as the presented business plans are seen as viable. Over the years very many grants have been awarded, but not at the extent expected, meaning that the allocated funds have not been fully utilized. In general, many small grants have gone to basic activities at the production level, while only few proposals have come forward to support more extensive value addition and processing. The system with applications and approvals having to go to two committees for screening has also proved to be cumbersome and time consuming.

- *Continue promoting the availability of grant funds for value chain development*
- *Simplify the procedures for applications and approval.*

8.3 ORGANIZATIONAL OBSERVATIONS AND ISSUES

The planning process to formulate AgroBIG started in 2010, and took time, looking at different alternatives, on crops and geographical areas, also making assessments on market conditions and the preparedness of investors to start agribusinesses.

In retrospect some of these expectations have not been fulfilled. There have been no large scale investments in processing of agriculture products in Amhara. There are still many constraints facing the farming community, having small land holdings often far away from markets. The question is where AgroBIG is going to put its focus – on processing or on the production level?

While AgroBIG has been struggling with such technical consideration, the overall operational environment has not been easy. From the very start-up in 2013, the programme document had so many shortfalls that it needed to be reworked during an extended inception phase. The original document, from 2014, had no allocations for the PSU, gaps in the budget for the TA-service and unrealistic assumptions etc. This delayed the recruitment of the programme director and prevented the TA service from operating with a full team.

The mid-term review of the Programme that took place in early 2015 sparked a lot of comments from the PSU. For example, all findings were based on ‘key informants’ instead of on group discussions and proper assessments that can provide justification for statements made.

The external audit performed in 2015 by KPMG was well done with in-depth checking of accounts and a dialogue with stakeholders. The recommendations made have therefore been helpful.

The formulation process of the AgroBIG II document that took place in July 2016 started late and produced a draft programme document that was challenged. To eventually put things right required major corrections and inputs from members of the TA team. AgroBIG remains a difficult programme that has confused reviewers and planners.

- *Establish mechanisms that can ensure that the design of programme documents follow the stipulated format in all little details*
- *Rules and responsibilities should be made absolute clear between all programme stakeholders*
- *Formulation missions and reviewers should undertake proper consultations with the client when designing and reviewing programmes and projects*
- *Planning missions should be required to spend minimum 50 % of the allocated time on location.*

9. ANNEXES

- 1 AgroBIG logframe with indicators, targets and achievements by 2016/2017
- 2 Summary of targeted kebeles
- 3 List of AgroBIG publications by Implementign Partners and PSU
- 4 Trainings and field days facilitated with AgroBIG support in 2013-2016
- 5 List of completed and on-going grant projects in 2014-2015
- 6 Inventory list of AgroBIG Programme fixed assets as per June 2017
- 7 Vehicles purchased by AgroBIG funding
- 8 Personnel of AgroBIG PSU Phase I
- 9 Summary of funds transferred to the Implementing agencies against approved annual budgets, respective annual expenditures and remaining balance during 2013-2017.
- 10 List of Bank Accounts of the Implementing partners receiving funds fom AgroBIG

ANNEX 1. AGROBIG LOGFRAME WITH INDICATORS, TARGETS FOR 2015 AND ACHIEVEMENTS BY 2016/2017.

The same tables are presented in chapters 2 and 3 as per components.

OBJECTIVE LEVEL INDICATORS

Objectively verifiable indicators	Woreda	Disaggregation	2014 (Baseline survey)	Targets by 2015	2015 (Result survey)	% change from baseline
Stunting (WHO standard)	Fogera	Male	60%	57 %	NA	NA
		Female	47%	44 %	NA	NA
	Mecha	Male	47%	44 %	NA	NA
		Female	48%	45 %	NA	NA
Wasting (WHO standard)	Fogera	Male	6%	5 %	NA	NA
		Female	6%	5 %	NA	NA
	Mecha	Male	6%	5 %	NA	NA
		Female	6%	5 %	NA	NA
Underweight (WHO standard)	Fogera	Male	26%	23 %	NA	NA
		Female	23%	20 %	NA	NA
	Mecha	Male	17%	14 %	NA	NA
		Female	17%	14 %	NA	NA
Household Asset Index *)	Fogera	Consumer	1.3	1.4	1.7	31 %
		Production	2.4	2.5	2.6	8 %
	Mecha	Consumer	2.2	2.3	2.9	32 %
		Production	3.2	3.3	3.4	6 %

*) Assets considered in Consumer asset index: bed, mobile, radio, TV, stove, chairs, sofa, bicycle, motorbike, car;

Assets considered in Production asset index: plough, oxen, cow, sheep/goats, chicken, bees, cart.

PURPOSE LEVEL INDICATORS

Objectively verifiable indicators	Woreda	Disaggregation	2014 (survey)	Targets by 2015	2015 (survey)	% change from baseline	2016 (FGD)	2017 (FGD)
Volume of agricultural production (total quintal (qt)/ household)	Onion	Fogera	29		42.4	46 %	110	55
		Mecha	1		13.2	1220 %	37.5	41.3
	Potato	Mecha	11.25		15.8	40 %	17.5	46.7
	Rice	Fogera			17		45	NA
	Maize	Mecha			27		27.5	NA
Value of agricultural production per household, ETB	Onion	Fogera	14,358	15,358	28,507	99 %	49,000	30,250
		Mecha	-		3,782		14,125	18,068
	Potato	Mecha	2,676	3,676	4,758	78 %	6,125	20,726
	Rice	Fogera			18,278		45,000	NA
	Maize	Mecha			9,103		8,250	NA
Yield of the VC product (quintal (qt)/hectare)	Onion	Fogera	129	150	140	9 %	220	160
		Mecha	80	100	88	10 %	180	204
	Potato	Mecha	107	150	128	20 %	160	169
	Rice	Fogera			22.5		54	NA
	Maize	Mecha			42.9		50	NA
Average farm-gate price of VC product (ETB per quintal)	Onion	Fogera	350	370	645	84 %	450	555
		Mecha	261	281	716	174 %	375	433
	Potato	Mecha	100	120	331	231 %	350	445
	Rice	Fogera			944		1000	NA
	Maize	Mecha			337		300	NA
Percentage of on-farm post-harvest losses	Onion	Fogera	8%	5%	7%	-13%	7%	3%
		Mecha	12%	9%	7%	-42%	6%	3-5%
	Potato	Mecha	15%	12%	7%	-53%	22%	<5%
	Rice	Fogera			2.6%		2.5%	NA
	Maize	Mecha			1.2%		2.5%	NA
Number and % of men/women in decision making *	% of females who have a say in what is produced	Fogera	44%	49%	63%		See chapter 2.2.5	
		Mecha	80%	85%	78%			
	% of females who have a say what is sold to the market	Fogera	46%	51%	88%			
		Mecha	79%	84%	81%			
Annual household income , ETB	Fogera		22,533	24,335	24,647	9 %	70,000	75,000
	Mecha		12,895	13,926	27,769	115 %	45,000	53,125

COMPONENT 1 Objectively verifiable indicators		Targets by 2015	Total Achieved by 2017
Output 1.1. Organizations Established or Strengthened within the Value Chain			
Number of Agribusiness enterprises engaged in new agribusiness or agricultural production related business (new entrepreneurs and business entities, including cooperatives, excluding service providers that are reported under Component 2)	Fogera	5	44
	Fogera new coops	-	9
	Mecha	5	43
	Mecha new coops	-	2
	Bahir Dar / Region	-	28
Communication materials regarding value chain issues available and in use	No of radio programmes per quarter	1	Total 13
	No of newsletters per quarter	1	Total 7
	No of grant flyers produced annually	3	Total 3
	Website operational	1	1
Output 1.2. Production, agribusiness development and markets increased and enhanced along the value chain			
Number (between 20-30 farmer groups and production groups) established or strengthened and producing in the value chain in each Woreda (disaggregated by gender, with at least 30% women members in each group) (onion, potato, rice and maize farmer clusters)	Fogera	13	37
	Mecha	17	84
Number of private sector agribusinesses established or strengthened (existing business entities, including cooperatives)	Fogera	3	10
	Fogera existing coops		24
	Mecha	2	3
	Mecha existing coops		32
	Cooperative Unions		4
	Bahir Dar / Region		3
Number of new market segments identified for each value chain.	Fogera	4	5 *)
	Mecha	4	5 *)
Output 1.3. Actors have action plans, business plans and applications that are financed			
Number of woreda action plans funded for each value chain (Ref. Components 2 and 3) **)	Fogera	14	na
	Mecha	24	na
Number of regional action plans funded for each value chain (Ref. Component 2 and 3) **)	Region	4	na
Number of business plans developed by farmers' groups, cooperatives or private firms that have been approved to receive funds from the Matching Grant Fund (Ref. Component 3) **)	Fogera	5	na
	Mecha	5	na
Number of new technologies that have been funded and adopted for each value chain, disaggregated by gender	Fogera	4	14 ***)
	Mecha	4	14 ***)

*) Improved onion, rice, potato seed: traders within and outside Amhara, local farmers; Potato: starch factory (yet to materialize), potato crisp makers, bakeries; Onion bulb: traders from outside Amhara;

**) Interventions and results overlap with component 2 and 3 and are therefore reported under components 2 and 3.

***) Water pumps, mobile maize threshers, weighing scales, collection centres, diffused light storage, frying devise for crisp making, plastic crates, animal feed chopper, pallet, shades, rice threshers, rice combined machines, rotary weeder for rice, potato digger, improved seed, water harvesting- and lifting technologies, tiple bags, onion packaging machine, rice boiler (= 20 technologies)

COMPONENT 2 Objectively verifiable indicators		Targets by 2015	Tota achieved by 2017
Output 2.1. Private Sector Service Delivery Capacity and Technical Assistance Developed			
Number of Private sector service providers strengthened or capacitated, disaggregated by gender and age (youth groups)	Fogera	12 entities	21 entities
	Mecha	16 entities	7 entities
Percentage of female participants in each training course or study tour	Fogera	30%	10%
	Mecha	30%	12%
	Regional	30%	13%
Number of private sector service providers participating in Value Chain Platform, disaggregated by gender and age	Fogera total	8	142
	Fogera females		6
	Mecha total	24	127
	Mecha females		10
	Regional total		100
	Regional females *)		8
Output 2.2. Public Sector Capacity Developed to service, facilitate and advise on value chain development			
Number of public service providers strengthened or capacitated, disaggregated by gender and age	Fogera	8	8
	Mecha	9	9
	Regional	?	6
Percentage of female participants in each training course or study tour	Fogera	30%	12%
	Mecha	30%	13%
	Regional	30%	19%
Number of public sector service providers participating in Value Chain Platform, disaggregated by gender and age	Fogera total	8	150
	Fogera female		7
	Mecha total	9	66
	Mecha female		7
	Regional total		90
	Regional female *)		6

*) Available data only partly disaggregated by gender.

COMPONENT 3 Objectively verifiable indicators		Targets by 2015	2014	2015	TOTAL achieved by 2017
Output 3.1. Fund established for Innovation, Demonstration and Research at woreda and regional level, IDRF					
Number of business plans financed, disaggregated by gender	Mecha	24	3	2	5
	Fogera	24	1	3	4
Number of improved and new technologies adopted through IDRF		24		-	6 *)
Number of new technologies demonstrated (see comp 1, output 1.3 **)		5		-	na
Indicators in this section have not been used due to limited monitoring resources in 2016 when surveying adoption rates could have been relevant. Reference is made to results reported under components 1 and 2 that are addressing issues closely related to the indicators below. <ul style="list-style-type: none">- % of participating farmers adopting recommended agronomic practices (to be assessed in phase II)- % of farmers adopting all recommended post-harvest practices (Ref. Component 1)- Number and % of trainees (cluster members) who demonstrate improved knowledge (Ref. Component 2)- Number and % of trainees (cluster members) believing that training topics met their priority needs (Ref. Component 2)					
Output 3.2. Promote and improve access to financial services and products					
(Value chain actors (trained members of stakeholder organizations) understand financial management. – Dismissed) <ul style="list-style-type: none">- No of household members trained in financial literacy >>		(500)		(NA)	(NA) Total 6,369 (3,628 female)
Value chain actors use existing credit facilities (% of HH’s who obtained formal credit in the last 12 months from any MFI or bank)	Fogera (baseline 32%)	NA	35 %	No survey data	
	Mecha (baseline 29%)	NA	31%	No survey data	
Output 3.3. Develop Matching Grant Fund and Value Chain with micro-finance institutions					
MGF and VCF developed and accessible to VC specific activities for farmers’ groups, coops and micro and small enterprises					
Number of farmers’ groups, cooperatives and micro enterprises accessing funds (F / M)	Fogera	194	44	29/3	73/3
	Mecha	182	33	22/1	55/1
Number of proposals submitted for Funds for approval 2014-2016	Fogera	227	220	193	507
	Mecha	222			
Number of proposals approved M/F (breakdown per each Fund presented under Output 3.1)	Fogera	194	46	29/3	75/3
	Mecha	182	33	22/1	55/1

*) NPS fertilizer for onion, NPS fertilizer for potato, four types of carts

**) Overlap; technologies listed under Component 1, output 1.3.

ANNEX 2. AGROBIG INTERVENTION KEBELES IN MECHA AND FOGERA DURING 2013 - 2017

No	Onion and Potato /Mecha	No	Onion /Fogera
1	Edget Behiberet	1	Aba kokit
2	Amarit Wenz	2	Dibas fatara
3	Andinet 1	3	Reb Gebreal
4	Andinet 2	4	Addis Betekrstian
5	Kudmi	5	Wetenb
6	Bachima	6	Kuhar Michael
7	RIM	7	Sendeb Aba Gunda
8	Felege Hiwot	8	Aba Kiros
9	Yinesa Lemirt	9	Bebekes
10	Abro Menor	10	Grua Amba Dilmo
11	Lehulum Selam	11	Shina
12	Berhan Chora	12	Kidist Hana
13	Tekele	13	Woreta Zuria
14	Zemene Behan	14	Woga Tera
15	Ambo Mesk	15	kuhar Abo
16	Enamirt	16	Guramba dilmo
17	Enbuti		
18	Tagel Wedefit		
No	Maize /Mecha	No	Rice /Fogera
1	Rim	1	Kuhar Abo
2	Lehulum Selam	2	Woreta Zuria
3	Ambo Mesk	3	Aba Kiros
		4	Agere selam
		5	Menogzer

ANNEX 3. LIST OF PUBLICATIONS PRODUCED WITH AGROBIG SUPPORT

MATERIALS PRODUCED BY THE IMPLEMENTING PARTNERS

EXTENSION AND TRAINING MATERIALS

Seed Quality Control

1. Vegetable seed production system and management, Manual Amharic, RPQA 2015
2. Vegetable crops quarantine pest and disease identification, Color plate Amharic, RPQA 2015,
3. Fruit crops quarantine pests and diseases identification manual, Color plate Amharic, RPQA 2015
4. Fruit nursery site seedlings quality standard control , Guideline Amharic, RPQA 2015,

Crop Production Agronomy

1. Potato agronomy and post-harvest handling, Manual Amharic, BoA 2014
2. Onion agronomy and post-harvest handling, Manual Amharic, BoA 2014
3. Potato production and management leaflet, Leaflet/factsheet Amharic, BoA 2015
4. Onion production and management leaflet, Leaflet/fact sheet Amharic, BoA 2015
5. Maize agronomy and post-harvest handling, Manual, Amharic, BoA, 2015
6. Rice agronomy and post-harvest handling, Manual, Amharic, BoA, 2015
7. Integrated Pest Management (IPM) for horticulture crops, Manual Amharic, BoA 2015
8. Irrigated horticultural crops insects identification, Color plate, English, BoA 2015
9. Irrigated horticultural crops disease identification, Color plate English, BoA 2015

Cooperative Promotion

1. Training Needs Assessment, Analysis Report English, CPA 2014
2. Cooperative finance and credit management, Manual Amharic, CPA 2016
3. Practical full cycle accounting, Manual Amharic, CPA 2016
4. Storage management, Manual Amharic, CPA 2016
5. Output marketing, negotiation skills and market linkages, Training hand out Amharic, CPA 2016
6. Cooperative business planning and management, Training manual Amharic, CPA 2016
7. Human resource management, Training hand out Amharic, CPA 2016
8. Recording participation, profit-loss and dividend management, Manual Amharic, CPA 2016

Marketing

1. Maize standards, sorting and grading practices, Training handout Amharic, BoTIMD 2015
2. Potato standards, sorting and grading practices, Training hand out Amharic, BoTIMD 2015
3. Onion standards, sorting and grading practices, Training hand out, Amharic, BoTIMD 2015
4. Rice quality and marketing, Training handout, Amharic, BoTIMD 2015
5. Maize quality and marketing, Training handout, Amharic, BoTIMD 2015
6. Market linkages, Training handout, Amharic, BoTIMD 2015

Market Information System

1. Needs Assessment of Market Information Service Provision and Plan of Action in the Amhara Region, English, BoTIMD 2014
2. Integrated Market Information System (IMIS), System Management Manual, English, BoTIMD 2015
3. Marketing Information System (MIS) for horticultural products: Training of Trainers (ToT) Manual, English, BoTIMD 2014
4. Radio and TV Media Needs Assessment and proposed communication strategies for market information provision in the Amhara Region, BoTIMD 2014
5. Marketing and market information collection and dissemination, Training hand out Amharic, BoTIMD 2015

6. Mini media operations (concept, data collection and dissemination, press and electronic media preparation and use and PR), Training handout Amharic, RGCO 2014

Value Addition and Business Management

1. Food processing and business plan preparation, Training handout Amharic, BoTVED 2014
2. Entrepreneurship and business management, Training hand out Amharic, BoTVED 2014
1. Onion processing and preparation, Manual Amharic, Mecha WoTVED 2015
2. Potato processing and preparation, Manual Amharic Mecha WoTVED, 2015

Horticulture Sector Development

1. Amhara Region Horticulture Development Strategy (2015-2019), BoA 2014
2. Training needs assessment and feasibility study for upgrading the Bikolo Abay Horticultural Training Center, Study report English, BoA 2014
3. Koga pack house administration and business plan (draft), Operational Manual, Amharic BoA 2015

Access to Finance

1. Report on the Assessment of Gender Balance Family Financial Literacy Training, Study Report, English, ACSI 2015
2. Study on Selected Horticulture Value Chain Finance in Mecha and Fogera Woredas, Assessment report English, ACSI 2013
3. Financial literacy, Training Module Amharic, ACSI 2015
4. M-Birr (two types), Manual Amharic, ACSI 2015
5. Business Development Service (BDS), Training Module, English & Amharic, ACSI 2014, 2015

STUDIES

1. Starch Production, Consumption, Challenges and Investment Potentials in Ethiopia: The Case of Potato Starch, English, ARARI/Adet Potato Research Center 2015

FILMS

1. Documentary film on horticultural crops, Amharic, BoA 2015

MATERIALS PRODUCED BY THE PSU

VALUE CHAIN STUDIES

1. Onion Value Chain Study, English, 2013 (reviewed 2015 and 2016)
2. Potato Value Chain Study, English, 2013 (reviewed 2015 and 2016)
3. Maize Value Chain Study, English, 2015 (reviewed 2016)
4. Rice Value Chain Study, English, 2015 (reviewed 2016)
5. Onion Seed Value Chain Study, English, 2014

GENDER AND ENVIRONMENTAL STUDIES

1. The assessment of soil conditions for onion growing farmers in Koga irrigation area and recommendations on soil amendment, English, 2015
2. Gender Study, English, 2013 (reviewed 2014)
3. Environmental Impact Assessment Mecha woreda, English, 2013
4. Environmental Impact Assessment Fogera woreda, English, 2013

OTHER STUDIES

1. Identification of the key bottle-necks and appropriate technologies for the efficient handling, storage and transport of onions and potatoes, English, 2015
2. Possibilities for further processing practices of onions and potatoes, and the potentials for introducing packaging and labelling, English, 2014

SURVEY REPORTS

1. Results Survey for Onion and Potato, English, PSU 2015
2. Baseline survey for rice and maize, English, PSU 2015
3. Baseline Survey for Onion Potato, English, PSU 2014

FILMS

1. AgroBIG Film, Amharic with English subtitles, PSU 2016
2. Five video clips on AgroBIG activities, Amharic with English subtitles, PSU 2016 (YouTube)

STUDY TOUR REPORTS

1. Study tour on horticulture development in Kenya, Report English, PSU 2014
2. Study tour on rice and horticulture development, Thailand, Report English, PSU 2015
3. Study tour on Pilot Warehouse Receipt Financing Scheme for Smallholder Production of Rice in the Fogera District, Tanzania, Report English, PSU 2015

PROGRAMME GUIDELINES

1. Monitoring and Evaluation Framework, English, PSU 2014
2. AgroBIG capacity building strategy framework, Guideline, English, PSU 2014
3. Training Needs Assessment, Guideline, English, PSU 2014
4. Facilitation skills, Training hand out, English, PSU 2014
5. Value chain development approach, Training hand out, English, PSU 2015

FINANCIAL GUIDELINES

1. Value chain Fund Guideline, English and Amharic, PSU 2013
2. Matching Grant Fund Guideline, English and Amharic, PSU 2013
3. Innovation, Demonstration and Research Fund Guideline English & Amharic PSU2013
4. Loan Fund Guideline English and Amharic, PSU 2014, Cooperatives, RuSaCCOs
5. Paddy Rice Warehousing and Marketing System Operational Guideline, English and Amharic, PSU 2015
6. Procurement (channel I), Guideline English, BoFED/PSU 2013
7. Financial management (channel I), Guideline English, BoFED/PSU 2013

PROGRAMME REPORTS

1. Completion Report of AgroBIG Phase I, 2017
2. Annual Report 2016
3. Annual Report 2015
4. Annual Report 2014
5. Quarterly Reports 2013, 2014, 2015 and 2016 (altogether 10 reports)
6. Inception Report 2013
7. Proceedings form AgroBIG launching workshops, May 2013

OTHER PUBLICATIONS

1. Production and Marketing technologies supported by AgroBIG (2013-2016), Amharic/English, PSU 2016

ANNEX 4. TRAININGS, FIELD DAYS EVENTS AND STUDY TOURS 2014-2016

Trainings

	Name of IP	Title of training	Targeted participants	Number of participants			No of days	Duration
				M	F	Total		
2016	Regions							
	1 BoA	Rice agronomy and post-harvest handling	Agriculture experts (Kebele, woreda and zonal)	26	6	32	2	7-8 June
	SUBTOTAL			26	6	32		
2016	MECHA							
	1 KIP	Cluster arrangement, staggering production, and controlling free grazing and canal protection.	Farmers, Kebele leaders And community police, block agronomists, sector office heads	139	3	142	2	14-15 June
	2 WOA	Onion seed certification and quality control	Onion seed producers, DAs and expertise from(KIP, Koga union, cooperatives quarantine)	69	3	72	1	27-Apr
	3 WOCPA	Potato seed production	Potato seed producers and DAs from the two kebles/Abromenor and Wotet ber	49	7	56	1 day for each coop	8 and 10 June
	4 WOC	Refresh training on mini media operation for amateur journalists	Amateurs Mini media operators and woreda support staff	25	14	39	1	27-Jun
	5 WOANR	TOT Training DAs and expertise in onion cluster production and use of improved practices /GAP /		39	5	44	2	18 -19 September
	6 WOANR	Train farmers in onion cluster production and use of improved practices /GAP /	Organized farmers in bulb onion production in cluster outside koga irri command area (in 6 clusters)	162	21	183		October-December
	7 WOANR	TOT training DAS and woreda expertise in ware potato production in a clustered manner and use of improved practices /GAP	DA	58	3	61	2	20-21 September
	8 WOANR	Train farmers in ware potato production in a clustered manner and use of improved practices /GAP	Organized farmers in ware potato production in cluster outside koga irri command area (in 7 clusters)	351	28	379	2	October-December
	9 WOTVED	Skill training on maize thrasher motor and related two stroke engine motor maintenance.	from chemical spray groups and agro mechanization groups	14	1	15	3	23 -25 July
	10 KIP	Support cooperatives to get the required quantity and quality of onion seed bulb from Eastern Amhara 1.2.1.11.On the left over budget.	Refresh training on onion and potato production was given for onion seed producers coop. Leaders /14/,Koga union /2/ and KIP agronomists/16/	31	1	32	2	26-27 November
	11 EPLUA	Orient farmers about the impact of agro-chemicals and exotic weeds on productivity and human life	Farmers, Keble leaders, religious leaders, Kebele development officers	356	159	515	1 day at different kebeles	October-November
	SUBTOTAL			1293	245	1538		
2016	FOGERA							
	1	Potato processing/recipe	Fruits and vegetables processing coop members in Debre Tabor	2	21	23	12	Nov-16

2	WOA	Cluster arrangement, staggering production,	Farmers organized in cluster	61	1	62	1 12/2/2016
3	WOA	Onion seed certification and quality control	Onion bulb seed producers, during rainy season	40		40	3 6/5/2016
4	WOA	Onion seed certification	Onion seed producers organized in cluster	26		26	1 12/2/2016
5	WOC	Refresh training on mini media operation for amateur journalists	Mini media operators	12	3	15	2 3/5/2016
6	EPLUA	Orient farmers about the impact of agro-chemicals and exotic weeds on productivity and human life	EPLUA experts at kebele level	26	2	28	1 12/1/2016
7	EPLUA	Orient farmers about the impact of agro-chemicals and exotic weeds on productivity and human life	Farmers	166	10	176	1 10/18/2016
SUBTOTAL				333	37	370	

2015

2015 Regions

1	BoA	ToT training on Integrated Pest Management (IPM)	DAs, Woreda and Zone experts	33	2	35	5 4-8 Sep, 2015
2	WoA,BoA	DSM training	Heads & expertsprivate seed producers, public seed producers, unions and cooperatives	149	11	160	5 18-22 Oct, 2015
3	Adet Research Cen	Potato production and postharvest management	Model Farmers ,DAs and Experts	87	5	92	2 29-30/9/2007 EC
4	branch	Training of coop. on potato seed production	Seed growers	34	3	37	5 3-6/13/08
5		Training of coop. on onion seed production	Seed Growers	32	2	34	5 13-16/12/07
6	Bahir Dar	Training of coop. on potato seed production	Seed growers farmer	18	3	21	2 15-16/12/07
			Experts	11	4	15	2 "
7		Training of coop. on onion seed production	Seed growers farmer	23	2	25	2 29-30/12/07
			Experts	10	3	13	2 "
8	Debre Markos	Training of coops on potato seed production	Seed growers farmer	125		125	2 27-28/11/07
			Experts	2		2	2 27-28/11/07
9	Gonder	Training of coops on potato seed production	Seed growers farmer	38	2	40	2 24-25/11/07
			Experts	12	4	16	2 "
10		Training of coops on onion seed production	Seed growers farmer	20 -		20	2 "
11	BoTVED	Food processing, entrepreneurship, grant application	Existing and new SME operators; woreda experts	15	37	52	3 21-23/9/2007
12		Food processing, entrepreneurship, grant application	Existing SME operators	7	38	45	3 15-17 July, 20015
13	CPA	Financial management, selling and marketing,	Consumer Coop leaders, hired employees;	76	16	92	7 05/2015
14		Advanced certification guidelines and criteria	Zone, Woreda and kebele experts	42	13	42	5 22-26 June, 2015
15	BoTIMD	Consultation meeting on rice quality and standards	Farmers, traders, processors, consumer coop Union leaders, sector representative;	64	14	78	1 26 August, 2015
			Cooperative leaders, agro mechanization service provider groups, marketing experts and DAs and agronomists	44	5	49	2 2-3 August, 2007
16	BoTIMD	Maize sorting and grading					
17		Maize sorting and grading	Farmers in 3 maize producing pilot Kebeles	515	31	546	3 August, 2007

		Integrated market information system /data base, mobile application to transfer data, web site, IVR, SMS,LCD display and demand and supply	region, zone and wereda market information and ICT experts	122	40	162	4 26/11-07/12, 2015
	18	Training of farmers on onion and potato sorting and grading	Farmers and experts in programme wordas	52	7	59	3 30Nove-02 Dec, 2015
	19	Value chain development approach	Region, and wereda facilitators	33	9	50	3 23-25 Nov, 2015
	20 PSU						
	SUBTOTAL			1564	251	1810	
2015	Fogera Woreda						
	1 WOA	Farmers cluster formation and bylaws	Onion seed farmers	26		26	1 June 25,2015
	2	cluster formation and bylaws	Rice seed producers	172	6	178	1 June 29,2015
	3	Rice seed certification	Seed growers	41	3	44	1 June29,2015
	4	Rice seed certification	Seed growers	124	2	126	2 September 21-22,2015
	5	Refresher training on Agronomic practices	DAs	90	14	104	3 September 16-18,2015
	6	On good agronomic practices	Farmers	806	49	855	1 September 20,2015
	7	Identification of local clean seed and agronomic practices	Farmers	159	10	169	3 September 19-21 2015
	8 WoTT	Sorting and grading	Stakeholders	121	1	122	1 2/20/2015
	9	Market linkage	Traders	72		72	1 2/24/2015
	10	MSP	Stakeholders	57	4	61	1 4/28/2015
	11	Business plan & entrepreneurship	Organized groups	3	2	5	5 5/3/2015
	12	Value chain approach	WoTT experts	23	9	32	5 5/5/2015
	13	Business plan, financial management, entrepreneurship and market linkage	Traders and rice processors	22	4	26	5 19-23 November, 2015
	14 WCPO	Marketing, post-harvest mgt, irrigation water mangt and seed production	Seed multiplication and marketing Coop members	54	1	55	2 04/19-20/2015
	15	Cooperative law & bylaws Accounting and Post-harvest handling	Seed multiplication & marketing cooperative leaders	51	11	62	3 06/13-15/2015
	16	Marketing	Irrigation cooperative leaders	40	3	43	1 10/3/2015
	17	Marketing, Coop bylaws, accounting	Irrigation and seed Cooperative leaders, Kebele coop promoters	104	33	137	3 19-21 November, 2015
	18	Refresher training on agrochemical spraying, handling and chemical sprayer equipment maintenance	Existing agrochemical sprayer groups	22	2	24	5 06/22-26/2015
	19	Environmental laws, impact of agrochemical utilization(based on assessment findings) and measures to be taken	Experts at grass root level (kebele OA, Cooperative promoters EPLA experts	34	5	39	1 9/12/2015
	20		Stakeholders / Government officials, experts and chemical suppliers?	31	8	39	1 9/14/2015
	21		Farmers	161	8	169	1 10/29/2015
	22 WCYO	Home science and good agronomic practices	Rural women	-	66	66	5 07/24-28/2015
	23 WGO	Public relation,Mini media management,Print and electronic media and News preparation	Mini media operators	12	3	15	4 06/ 20-23/2015
	SUBTOTAL			2225	244	2469	
2015	Mecha						
	1 KIP	Refresher training on potato and onion agronomic practices	KIP agronomists	19	1	20	8 19/7/2015-26/5/2015

2			KIP agronomists	17	1	18	3 4-7 December, 2015
3	WoA	Training on maize agronomy package, including pest control	Maize producing farmers organized in clusters	204	10	214	2 May 12-13/2015
4		Maize post-harvest handling	Maize producing farmers organized in clusters	108	6	112	2 18-19 November,2015
5		Potato and onion agronomic practices	Onion and potato clustered farmers	72	5	77	4 27-30 November, 2015
6	WGCO	Public relation,Mini media management,Print and electronic media and News preparation	Mini media operators	14	12	26	7 June 8-14/2015
7	WoTT	Value chain development approach and practices	WoTT marketing and other experts	12	6	18	4 June 11-14/2015
8		Entrepreneurship, business plan, sorting and grading;	Horticulture and maize traders and processors, marketing experts	30	7	37	3 05/03-09/03, 2008
9		Entrepreneurship and business plan; Refresher training on pest and disease surveillance, spraying of agrochemicals, and maintenance of equipment.	Accountants	9	4	13	1 27-29 Nov, 2015
10	WoTVED	Entrepreneurship, business plan, and financial management,	Organized landless youth groups working on agro chemical service delivery	23	3	26	5 June 27-July 1,2015
11		Onion/potato seed certification process and quality control	Potato chips machining women group (newly organized)	-	23	23	1 11 November, 201
12	WCPO		Onion and potato seed producer Coop members, DAs and experts	49	7	56	2 1-2 September, 2015
13	WoWCY	Business planning, management, marketing and quality seed production and marketing methods; home economics and value addition for onion and potato produce	Newly organized potato seed multiplication and marketing coop committee members farmers, irrigation coop management committee members, onion seed producing coop members, DAs and woreda coop promoters	47	8	55	2 2-3 October, 2015
14			Organized women groups	-	12	12	6 June 17-20/2015
OTAL				604	105	707	

2014

2014 Regions

1	BoA	ToT on potato and onion production & post-harvest	DAs and Woreda horticulture experts	52	14	66	3 19-21 August
2	CPA	Business plan preparation, Coop management and leadership, store management and marketing	Coop committee members and experts	53	4	57	From April 05 to 5 09/2014
3	CPA	HRM, store management, sales and purchase guide lines and coop accounting.	Consumer coop employees'	45	23	68	6 17-22 Nov, 2014
4	CPA	ToT on business plan preparation,					18-25 Sep, 2014
5		Coop accounting, Store management and market linkage	Zone, Woreda and Kebele experts	50	10	60	8
6	PSU	ToT training on facilitation skill & VCD approach	RTC,WSC and WTC members	39	6	45	6 27 Nov-02 Dec 1-9 and 8-16
7	PSU	Study tour proramme facilitated on horticulture VCD	RTC,WTC,WSC, Zone admin and Agri	21	2	23	8 December, 2013
8		Study tour on horticulture VCD	Zonal administrators and Agriculture Dept heads	6		6	7 15-22 June, 2014
9	PSU	Study tour programme facilitated on rice and horticulture value chains	SvB members	17		17	22 Nov -02 Dec. and 13-7 22 Dec,2014

		Onion seed production and regulatory requirements (principles of quality control, seed certification and quality declaration procedures, Ethiopian seed standards & proclamation, seed production and post-harvest handling)					
	Dese Seed						
	10 Laboratory		Irrigation farmers coop management, woreda experts	12		12	2 18-19 Nov, 2014
	SUBTOTAL			295	59	354	
2014	Fogera						
	1 WoA	Effective water management system	Farmer, expert	353	26	379	4 23-1/07-26/1/2007
	2	water pump maintenance & manual drilling	Land less youth	24	2	26	20 9-28/10/2006
	3 WCPO	Cooperative management, Marketing, Water management ,	Farmer, expert	173	28	201	5 30-07/06-3/8/06
	4	Irrigation managed system post harvesting financial and MK.T linkage water management system create stakeholders plant form making r/n b/n in put	Farmer, woreda expert	59	11	70	8 May 10-25/06
	5 WoTT	supplier & producers	Farmer, onion trader, input suppliers	30	5	35	1 10-Nov
	6	provide skill training on financial management	Onion trader	23	10	33	5 Sep 5-9/2007
	7	provide skill training on financial management	Onion trader	31	2	33	4 Sep 16-20/07
	8 WoTVED	chemical spryer group	Land less youth	20	4	24	7 28/07/2006-5/08/2006
	9 EPLUA	Workshop(@Chñ'r)	Woreda stakeholder	51	4	55	1 24/03/07 and 7/04/07
	10	pop chemical compaction environment	Kebele farmers	302	33	335	1 18/04/07
	11 WGCO	Public relation, best practice on current information, news of print media	Woreda expert	8	4	12	7 August 16-22/07
	12 WoFED	Monitoring & evaluation	TC & SC and stakeholder	123	12	135	May 1 -August 1
	SUBTOTAL			1197	141	1338	3 December 1
2014	Mecha						
	1 WoA	Skill training on potato and onion agronomy and post-harvest handling	Clustered farmers	118	14	132	3 October 07-09/14
	2	Skill training on potato and onion agronomy and post-harvest handling	Clustered farmers	92	7	99	3 October 10-12/14
	3 WCPO	ToT on irrigation cooperatives management and marketing	WCPO technical staff	28	2	30	10 April 23-May 8/14
	4	experience sharing on good agricultural practices and marketing	Coop management members, woreda steering and technical committee members	43	3	45	10 May 27-June 6/14
	5	Coops management and marketing	Irri. Coops mgt members	48	2	50	5 August 4-8/14
	6	Coops management and marketing	Irri. Coops mgt members	45	5	50	5 August 18-22/14
	7 KIP	ToT on onion and potato production and post-harvest handling	KIP field staff	17	3	20	10 March 18-27/14
	8	Seed production techniques and regulatory requirements	Onion seed producers	36	5	41	3 Sept. 28-30/14
	9	Experience sharing visit on potato seed production	Farmers' and agronomists	25		25	1 August 16/14
	10	Skill Training on potato and onion production and post-harvest handling techniques	Clustered farmers	237	28	265	Sept. 3-6/14 and Sept 7-4 10/14

11	Irrigation canal maintenance	Selected youth groups	21	3	24	20
12	Seed production techniques and regulatory requirements	Onion seed producers	13		13	3 Dec.19-21/14
13 WOTT	Skill training on entrepreneurship, business planning and bookkeeping	Potato and onion traders	11	6	17	4 August 3-6/14
14	Expeing sharing visit on onion and potato marketing	Farmers, traders and TC members	29	6	35	3 Dece. 18-21/14
15 WGO	Skill training on Mini-media management	WCO technical staff	8	8	16	8 July 24-31/14
16 WOTVED	Training on Chemical spraying and handling	Land less youth groups	19	5	24	10 Feb. 10-20/14
17 WOEPLU	Training on Environment and Chemical use	Woreda TC members, Kebele level agronomists and farmres	36	4	40	1 July 27/14
18	Training on protection of Exotic weeds	Farmers and agronomists	43	9	52	1 Dec. 11/204
SUBTOTAL			869	110	978	
Environment	Environmental awareness creation Mecha	Gov officials from dif. levels, farmers	690	50	740	
	Environmental awareness creation Fogera	Gov officials from dif levels, farmers	532	50	582	
SUBTOTAL			1222	100	1322	
TOTAL			9628	1298	10918	

Field days, Experience sharing visits, Study tours 2014-2016

	IP	Purpose(s)	Targeted participants	Number of participants			No of days	Duration	Venue
2014				M	F	TOTAL			
	1 KIP	Onion and potato marketing	Farmers, traders and TC members	29	6	35	3	Dece. 18-21/14	Kobo
	2 WoTT	Potato seed production	Farmers’ and agronomists Coop management members, woreda steering and technical committee members	25	0	25	1	August 16/14	Gayint Kobo, North Shewa and
	3 WCPO	Good agricultural practices and marketing Study tour proramme facilitated on horticulture VCD	RTC,WTC,WSC, Zone admin and Agri	43	3	45	10	May 27-June 6/14 1-9 and 8-16 Dec, 2013	Kenya
	4 PSU	Study tour on horticulture VCD	Zonal administrators and Agriculture Dept heads	21	2	23	8	15-22 June, 2014	Kenya
	5 PSU	Study tour programme facilitated on rice and horticulture value chains	SvB members	6		6	7	22 Nov -02 Dec. and 13-22 Dec,2014	Thailand
	6 PSU			17		17	7		
	SUBTOTAL			141	11	151			
2015	Regions								
	1 BoTMD	Consultation meeting on rice quality and standards	Farmers, traders, processors, consumer coop Union leaders, sector representative;	64	14	78	1	26 August, 2015	Wereta
	2 PSQA /Dessie	To evaluate and share the system of potato production	Agri office head, Agri input experts, DA’S, Irrigation & horti. experts	40	4	44	4	7-9/11/07	Desse
	3 PQSA /Debre Markos	To evaluate and share the system of potato production	Farmers	12	6	18	2	14-15/01/08	Sekela woreda Ethio star hotel Bahir Dar
	4 PSU	To validate study on Bahir dar potato chips sellers	Potato chips makers	10	50	60	1		
	SUBTOTAL			126	74	200			
	Fogera								
	1 WoA	Onion seed multiplication	Farmers and experts	165	35	200	1	16-Mar-15	DEVERS and Shina
	2	Field day event on rice seed production and marketing	Farmers, Cooperative leaders, DAs, Woreda and Zone Agri experts and process owners, quarantine heads and Gondar seed laboratory, Fogera RRT center, woreda and zone woreda offices,TAs and journalists	125	25	150	1	18th Nov,2015	Quhar abo kebele
	SUBTOTAL			290	60	350			
	Mecha								
	1 KIP	Field day event on onion seed multiplication, certification, post-harvest handling	Stakeholders (ARARI /Adet, BoA, Seed laboratories, Seed Enterprise, ORDA, Etrfruit, AISCO, W SC and WTC members, selected farmers from program woredas.	264	13	278	1	March 22,2015	Chehona block, Koga irrigation command
	2 KIP	Consultation meeting on the status of trained artisans; organization, legalization and site selection for clustering & shade construction;	Irrigation canal maintenance groups; SME promoters & experts; irrigation PCs (not attended)	32		32	2	July 28/2015	Wotet Abay Farmers Training Center
	3 WoA	Water use efficiency for vege production using drip irrigation), discussion on prevailing challenges on purchasing improved potato variety seeds;	Irrigation coop management committee members, selected farmers, agronomists, canal operators, DAs and TC members; Abay basin representative;						Koga vege farm at Teleta
	4	Experience sharing visit on potato and onion production, marketing practices and technologies	Seed producing farmers, Cooperative leaders, DAs, pertinent woreda experts and TC members	41	5	46	5	31 Aug-4 Sept, 2015.	Holleta and Meki- Zeway

			ARARI (Adet RC), Farmers organized in potato seed multiplication; representatives of WoA, Seed Laboratories, woreda TC members , development agents, woreda administration office, Koga irrigation project, selected farmers from the programme woreda and kebele administrators.	57	23	80	1	8th October, 2015	Abromenor kebele	
	5	WoCPA	Field day event							
	6		Exchange visit & B2B linkage for improved potato seed supply	Koga Union leaders and Ras Guna (Gaynt) seed cooperative leaders;	6	6	2	7 October, 2015	Laygaynt and Awi zone (Gusha	
SUBTOTAL				400	41	442				
2016	Fogera									
	1	WOTMID	T o evaluate the 2015 overall performance of agro-BIG programme in the woreda; develop action plan prepared	48	3	51	1	1/5/2016	Debretabor	
	2		2016 work plan:To create markate linkage; How to control illegal brokers	23		23	1	1/27/2016	Woreta	
	3		Experience sharing Tigray	Traders, farmers, Gov't officials	35	1	36	6	03/1-6/2016	Tigray
	4	WOFED	To Evaluation of 2016 activity plan Follow up the performance of Matkate linkage	Woreda administrator, Woreda implementing partners heads and Agro-BIG focal persons	18	1	19	1	1/29/2016	Woreta
	5		Evaluate the performance of contract agreement b/n cooperatives and big buyers		21	2	23	1	3/3/2016	Woreta
SUBTOTAL				145	7	152				
	Mecha									
	1	KIP	To Organize field day events on Certified Onion Seed, Onion Bulb and Ware Potato Production sites, To promote marketing of certified onion seed and to bring about a sustainable market linkage	government organizations , Irrigation cooperative leaders, Organized youth and women group representatives, Abay Basin Authority, Kebele administrators, Amhara Quarantine authority, farmers, traders, partner projects/ self-help Africa,/ Adet Research Center, Koga VEG AD plc., Potential buyers/ET-Fruit, Ambasel/ , Koga irrigation site agronomists	106	12	118	1	March 28,2016	Koga irrigation project area, Kudmi onion seed and ware potato production fields
	2	WOTMID	Multi stake holders platform: Evaluate the 2015 overall performance of AgroBIG programme in the woreda; and development2016 work plan.	Woreda SC and TC members, agricultural input service providers, traders, processors and farmers were represented and a total of 60 participants/6 female/ were participated.	54	6	60	1		Dangla
	3	WOCP	to support the collection centers to be efficient in output marketing,	Cooperative leaders (Chairperson / secretary) from the 6 clusters selected for out grower (6),Model farmers from the 6 clusters of farmers /selected for out grower with Koga VEG (6),Irrigation Block agronomist from the selected 6 clusters blocks(6),Woreda Administration office (1),Woreda Cooperatives Promotion Office expertise (4),Koga Irrigation Development Project Office (7),Koga Union management and support staffs,(14),Woreda Office of Agriculture (1) and Woreda Trade and Transport Office/Mecha andMerawi/(2)	40	7	47	5		
SUBTOTAL				200	25	225	2.96			
TOTAL				1302	218	1520				

ANNEX 5. COMPLETED AND ON-GOING GRANT PROJECTS (July 2017)

List of Completed Grant Fund Projects

S/N	Code	Name of Applicant	Name of the Project	Project Budget			Actual Expenditure
				AgroBIG	Own Contribution	Total	
1. Value Chain Fund (VCF)							
	Mecha						
	2014						
1	M6	Tagel irrigation & marketing cooperative	Multipurpose animal pulled cart and plastic crate procurement	50 745,00	10 467,68	61 212,68	61 212,68
2	M16	Ambomesk irrigation & marketing cooperative	Multipurpose animal pulled cart and plastic crate procurement	50 745,00	10 650,31	61 395,31	61 395,31
3	M47	Kudmi seed production & marketing cooperative	Multipurpose animal pulled cart and plastic crate procurement	50 745,00	10 068,63	60 813,63	60 813,63
4	M51	Teleta irrigation & marketing cooperative	Multipurpose animal pulled cart and plastic crate procurement	50 745,00	10 295,48	61 040,48	61 040,48
5	M56	Adibera irrigation & marketing cooperative	Multipurpose animal pulled cart and plastic crate procurement	50 745,00	10 929,58	61 674,58	61 674,58
6	M60	Enguti irrigation & marketing cooperative	Multipurpose animal pulled cart and plastic crate procurement	50 745,00	10 675,84	61 420,84	61 420,84
7	M63	Lasi irrigation & marketing cooperative	Multipurpose animal pulled cart and plastic crate procurement	50 745,00	10 820,50	61 565,50	61 565,50
8	M1	Tagel irrigation & marketing cooperative	Construction of potato collection center	123 005,00	25 836,96	148 841,96	148 841,96
9	M10	Kudmi irrigation & marketing cooperative	Construction of potato collection center	123 005,00	26 399,30	149 404,30	149 404,30
10	M12	Amarit irrigation & marketing cooperative	Construction of potato collection center	123 005,00	25 258,62	148 263,62	148 263,62
11	M15	Chihona irrigation & marketing cooperative	Construction of potato collection center	123 005,00	25 866,44	148 871,44	148 871,44
12	M18	Ambomesk irrigation & marketing cooperative	Construction of potato collection center	123 005,00	26 665,65	149 670,65	149 670,65
13	M48	Kudmi seed production & marketing cooperative	Construction of onion collection center	140 794,00	30 456,14	171 250,14	171 250,14
14	M50	Teleta irrigation & marketing cooperative	Construction of potato collection center	123 005,00	25 349,81	148 354,81	148 354,81
15	M53	Tekledib irrigation & marketing cooperative	Construction of potato collection center	123 005,00	25 198,23	148 203,23	148 203,23
16	M55	Adibera irrigation & marketing cooperative	Construction of potato collection center	123 005,00	46 419,55	169 424,55	169 424,55
17	M59	Enguti irrigation & marketing cooperative	Construction of potato collection center	123 005,00	28 955,30	151 960,30	151 960,30
18	M62	Lasi irrigation & marketing cooperative	Construction of potato collection center	123 005,00	26 159,41	149 164,41	149 164,41
19	M7	Tagel irrigation & marketing cooperative	Procurement of weighing scale	26 350,00	5 146,25	31 496,25	31 496,25
20	M9	Kudmi irrigation & marketing cooperative	Procurement of weighing scale	26 350,00	5 212,79	31 562,79	31 562,79
21	M11	Amarit irrigation & marketing cooperative	Procurement of weighing scale	26 350,00	5 150,12	31 500,12	31 500,12
22	M14	Chihona irrigation & marketing cooperative	Procurement of weighing scale	26 350,00	5 605,56	31 955,56	31 955,56
23	M17	Ambomesk irrigation & marketing coop	Procurement of weighing scale	26 350,00	5 173,10	31 523,10	31 523,10

S/N	Code	Name of Applicant	Name of the Project	Project Budget			Actual Expenditure
				AgroBIG	Own Contribution	Total	
24	M49	Teleta irrigation & marketing cooperative	Procurement of weighing scale	26 350,00	5 188,49	31 538,49	31 538,49
25	M52	Tekiledib irrigation & marketing cooperative	Procurement of weighing scale	26 350,00	6 005,13	32 355,13	32 355,13
26	M57	Adibera irrigation & marketing cooperative	Procurement of weighing scale	26 350,00	5 131,40	31 481,40	31 481,40
27	M58	Enguti irrigation & marketing cooperative	Procurement of weighing scale	26 350,00	5 194,67	31 544,67	31 544,67
28	M61	Lasi irrigation & marketing cooperative	Procurement of weighing scale	26 350,00	5 173,58	31 523,58	31 523,58
29	M75	NikuLesira consumers' cooperative	Procurement of weighing scale	26 350,00	14 559,60	40 909,60	40 909,60
30	M78	Kudmi seed production & marketing coop	Procurement of weighing scale	44 200,00	10 058,63	54 258,63	54 258,63
		Sub Total		2 060 109,00	464 072,75	2 524 181,75	2 524 181,75
	Fogera						
31	F-4	Brigina Irrigation Coop	Procurement of Animal cart	40 800,00	9 628,39	50 428,39	50 428,39
32	F-14	SevelnatTishikan Irrigation Coop	Procurement of Animal cart	40 800,00	9 587,00	50 387,00	50 387,00
33	F-12	Shina Irrigation Coop	Procurement of Animal cart	40 800,00	8 273,00	49 073,00	49 073,00
34	F-17	Woreta zuria MP Coop	Procurement of Animal cart	40 800,00	9 539,00	50 339,00	50 339,00
35	F-28	Bebeks multipurpose cooperative	Procurement of Animal cart	40 800,00	9 644,39	50 444,39	50 444,39
36	F-80	Fogera Seed multiplication cooperative	Procurement of Animal cart	40 800,00	8 692,92	49 492,92	49 492,92
37	F-37	Ebabiyeu and his friends	Procurement of chemical spraying machine and accessories	32 935,00	7 242,00	40 177,00	40 177,00
38	F-38	Getaneh and his friends	Procurement of chemical spraying machine and accessories	32 935,00	7 310,75	40 245,75	40 245,75
39	F-40	MulukuAsfaw and his friends	Procurement of chemical spraying machine and accessories	32 935,00	7 242,00	40 177,00	40 177,00
40	F-39	Habtamu Amsayaw and his friends	Procurement of chemical spraying machine and accessories	32 935,00	8 734,59	41 669,59	41 669,59
41	F-2	Brigina Irrigation Coop	Construction of Collection Center	140 501,72	32 111,00	172 612,72	172 612,72
42	F-6	Workmeda Irrigation Cop	Construction of Collection Center	140 501,72	31 813,00	172 314,72	172 314,72
43	F-10	Shina Irrigation Coop	Construction of Collection Center	140 501,72	33 014,21	173 515,93	173 515,93
44	F-16	SevelnatTishikan Irrigation Cooperative	Construction of Collection Center	140 501,72	30 435,00	170 936,72	170 936,72
45	F-18	Woretazuria multipurpose Cooperative	Construction of Collection Center	140 501,72	31 462,00	171 963,72	171 963,72
46	F-22	Lomidur Irrigation Cooperative	Construction of Collection Center	140 501,72	31 791,00	172 292,72	172 292,72
47	F-27	Bebeks multipurpose cooperative	Construction of Collection Center	140 501,72	33 095,00	173 596,72	173 596,72
48	F-31	Temkete-Bahir irrigation cooperative	Construction of Collection Center	140 501,72	26 419,00	166 920,72	166 920,72
49	F-82	Fogera Seed multiplication & multiplication cooperative	Construction of Collection Center	140 501,72	27 922,41	168 424,13	168 424,13
50	F-33	NuroBezede consumer cooperative	Construction of store	140 501,72	27 638,42	168 140,14	168 140,14
51	F-36	NuroBezede consumer coop	Construction of retail Shop	140 501,72	28 679,42	169 181,14	169 181,14

S/N	Code	Name of Applicant	Name of the Project	Project Budget			Actual Expenditure
				AgroBIG	Own Contribution	Total	
52	F-69	Negat consumer cooperative	Construction of Store	140 501,72	25 282,42	165 784,14	165 784,14
53	F-15	SevelnatTishikan Irrigation cooperative	Procurement of spare part & Hose	18 413,00	8 198,00	26 611,00	26 611,00
54	F-25	Kuhar multipurpose Coop	Procurement of spare part & Hose	45 500,00	10 229,00	55 729,00	55 729,00
55	F-70	Endris and Friends water pump maintenance SME	Motor pump maintenance & procurement of spare part	37 570,00	7 702,00	45 272,00	45 272,00
56	F-71	Gashaw and friends water pump maintenance SME	Motor pump maintenance & procurement of spare part	37 570,00	7 679,59	45 249,59	45 249,59
57	F-77	Misganaw and friends water pump maintenance SME	Motor pump maintenance & procurement of spare part	37 570,00	7 678,25	45 248,25	45 248,25
58	F-1	Brigina Irrigation Coop	Procurement of water pump motor	43 350,00	8 034,00	51 384,00	51 384,00
59	F-5	Workmeda Irrigation Coop	Procurement of water pump motor	43 350,00	8 084,00	51 434,00	51 434,00
60	F-9	Shina Irrigation Coop	Procurement of water pump motor	43 350,00	8 222,00	51 572,00	51 572,00
61	F-13	SevelnatTishikanIrr. Coop	Procurement of water pump motor	43 350,00	9 862,90	53 212,90	53 212,90
62	F-19	Woretazuria MP cooperative	Procurement of water pump motor	43 350,00	8 054,00	51 404,00	51 404,00
63	F-21	Lomidur Irrigation Cooperative	Procurement of water pump motor	43 350,00	8 251,00	51 601,00	51 601,00
64	F-24	Kuhar multipurpose cooperative	Procurement of water pump motor	43 350,00	8 304,00	51 654,00	51 654,00
65	F-26	Bebeks M.Coop	Procurement of water pump motor	43 350,00	8 065,00	51 415,00	51 415,00
66	F-30	TimketebirhanIrr. Cooperative	Procurement of water pump motor	43 350,00	8 034,00	51 384,00	51 384,00
67	F-3	Brigina Irrigation Cooperative	Procurement of 2 Weighing scales	30 600,00	5 135,69	35 735,69	35 735,69
68	F-7	Workmeda Irrigation Coop	Procurement of 2 Weighing scale	30 600,00	5 218,00	35 818,00	35 818,00
69	F-11	Shina Irrigation Cooperative	Procurement of 2 Weighing scales	30 600,00	5 330,00	35 930,00	35 930,00
70	F-23	Lomidur Irrigation Cooperative	Procurement of 2 Weighing scales	30 600,00	5 639,00	36 239,00	36 239,00
71	F-29	Bebeks multipurpose cooperative	Procurement of Weighing scale	15 300,00	4 631,69	19 931,69	19 931,69
72	F-32	Temkete-Bahir irr.coop	Procurement of Weighing scale	15 300,00	4 609,00	19 909,00	19 909,00
73	F-35	NuroBezede consumer coop	Procurement of 2 Weighing scales	30 600,00	5 205,00	35 805,00	35 805,00
74	F-68	Negat consumer cooperative	Procurement of 2 Weighing scales	30 600,00	5 561,00	36 161,00	36 161,00
75	F-81	Fogera seed multiplication & M.coop	Procurement of Weighing scale	30 600,00	5 638,81	36 238,81	36 238,81
		Sub Total		2 874 133,64	608 922,85	3 483 056,49	3 483 056,49
	2015						
	Mecha						
76	M-12	Bered irrigation cooperative	Procurement of Weighing scale	22 610,00	4 252,39	26 862,39	26 862,39
77	M-15	Andinet irrigation cooperative	Procurement of Weighing scale	22 610,00	4 239,38	26 849,38	26 849,38
78	M-32	Koga irrigation users' cooperatives Union	Procurement of Weighing scale	61 710,00	16 752,10	78 462,10	78 462,10
79	M-28	Nada St.Lalibela Women AndinetMonastery	Procurement of Weighing scale	43 520,00	8 192,35	51 712,35	51 712,35

S/N	Code	Name of Applicant	Name of the Project	Project Budget			Actual Expenditure
				AgroBIG	Own Contribution	Total	
80	M-72	Agugamultipurpose cooperative	Maize store construction	141 360,00	30 904,01	172 264,01	172 264,01
81	M-84	Kidusyohannes multipurpose cooperative	Maize store construction	141 360,00	29 263,30	170 623,30	170 623,30
82	M-92	Biti Multipurpose Pri Coop	Maize store construction	141 360,00	94 960,49	236 320,49	236 320,49
83	M-19	JemmaAgroTech PLC	Maize store construction	141 360,00	46 342,93	187 702,93	187 702,93
84	M-26	Nada St.Lalibela Women Andinet Monastery	Maize store construction	141 360,00	32 580,49	173 940,49	173 940,49
85	M-24	Kudmi seed multiplication coop	Procurement of maize thresher	60 350,00	12 597,24	72 947,24	72 947,24
86	M-85	Kidusyohannes multipurpose cooperative	Procurement of maize thresher	60 350,00	12 196,43	72 546,43	72 546,43
87	M-89	Sangi multipurpose cooperative	Procurement of maize thresher	60 350,00	11 619,18	71 969,18	71 969,18
88	M-93	Biti multipurpose primary cooperative	Procurement of maize thresher	60 350,00	12 450,06	72 800,06	72 800,06
89	M-74	Belayneh and Friends Fattening Share company	Procurement of maize thresher	60 350,00	11 920,12	72 270,12	72 270,12
90	M-35	NikuLesira consumers cooperatives	Procurement of bred bakery machines	105 067,00	37 186,87	142 253,87	142 253,87
91	M-37	GizatunaNetsanet	Procurement of animal Feed processing machine	47 600,00	8 436,54	56 036,54	56 036,54
92	M-64	Bealemlay Special Injera and Food Flour Producer and Whole seller	Procurement of bred bakery machine (75% potato & 25% wheat)	136 000,00	27 111,79	163 111,79	163 111,79
93	M-83	Kulchebolie multipurpose cooperative	Maize Store Construction	141 360,00	32 300,89	173 660,89	205 961,78
94	M-88	Sangi multipurpose cooperative	Maize Store Construction	141 360,00	31 183,94	172 543,94	203 727,88
	19	Sub Total		1 730 387,00	464 490,50	2 194 877,50	2 258 362,33
	2015						
	Fogera						
95	F-65	Wokmeda irrigation coop	Onion plastic crate procurement	140 250,00	27 081,00	167 331,00	167 331,00
96	F-62	Wokmeda irrigation coop	water pump procurement	38 250,00	7 369,00	45 619,00	45 619,00
97	F-67	Birginamariam irrigation coop	water pump procurement	55 857,00	10 824,00	66 681,00	66 681,00
98	F-70	Shina irrigation coop	water pump procurement	112 722,00	21 297,00	134 019,00	134 019,00
99	F-79	BangizaSertehedeg irrigation coop	water pump procurement	64 750,00	8 120,00	72 870,00	72 870,00
100	F-83	Bilanakero irrigation coop	water pump procurement	64 750,00	12 081,00	76 831,00	76 831,00
101	F-96	Addisbetekirstian MP coop	water pump procurement	42 500,00	7 911,00	50 411,00	50 411,00
102	F-61	Kidistehana MP coop	weighing scale procurement	40 800,00	7 777,00	48 577,00	48 577,00
103	F-78	BangizaSertehedeg irrigation coop	weighing scale procurement	40 800,00	11 955,00	52 755,00	52 755,00
104	F-85	Bilanakero irrigation coop	weighing scale procurement	40 800,00	7 746,00	48 546,00	48 546,00
105	F-90	Awuramba MP coop	weighing scale procurement	40 800,00	8 009,00	48 809,00	48 809,00
106	F-99	Addisbetekirstian MP coop	weighing scale procurement	40 800,00	15 760,00	56 560,00	56 560,00
107	F	Shaga Multi-Purpose Cooperative	weighing scale procurement	40 800,00	7 814,59	48 614,59	48 614,59
108	F	Shaga Multi-Purpose Cooperative	Water pump procurement	34 000,00	6 462,32	40 462,32	40 462,32

S/N	Code	Name of Applicant	Name of the Project	Project Budget			Actual Expenditure
				AgroBIG	Own Contribution	Total	
109	F	Fogera seed multiplication and marketing cooperative	Water pump, hose and PVC procurement and water well rilling	69 615,00	29 349,22	98 964,22	98 964,22
110	F	WoretaZuria MP Cooperative	Weighing scale procurement	40 800,00	7 814,59	48 614,59	48 614,59
	16	Sub Total		908 294,00	197 370,72	1 105 664,72	1 105 664,72
2. Matching Grant Fund (MGF)							
		Mecha					
	2014						
111	M-70	Koga Union	Construction of Chemical store	394 075,00	450 008,91	844 083,91	1 294 092,82
	2015						
112	M-06	Merkeb MPFCs Union	Procurement of Pallet	704 500,00	722 931,45	1 427 431,45	1 409 000,00
113	M-07	Merkeb MPFCs Union	Construction of maize store	2 200 000,00	3 500 559,79	5 700 559,79	4 400 000,00
114	M-61	Rim multipurpose primary cooperative	Maize store construction	397 509,00	426 380,73	823 889,73	1 250 270,46
115	M-59	Wotetabayna Akababiw multipurpose cooperative	Maize Store construction	1 006 375,00	1 006 375,00	2 012 750,00	2 012 750,00
		Sub Total		4 702 459,00	6 106 255,88	10 808 714,88	10 366 113,28
3. Innovation, Demonstration & Research Fund (IDRF)							
		Mecha					
	2014						
116	M37	Amhara Agricultural Research Institute	Demonstration of late blight management practices in potato production areas of Mecha and Fogera districts: Improving the livelihood of small-scale farmers	304 950	in kind	304 950	304 950
117	M44	KogaVeg	Training & Certifying Potentailoutgrowers on Good Agricultural Practices	49 000	30 833,13	79 833,13	79 833,13
118	M41	Amhara National Regional State Transport Authority	Production & Demonstration of Rural Intermediate means of Ttransport	1 065 752	in kind	1 065 752	1 065 752
		Sub Total		1 419 702,00	30 833,13	1 450 535,13	1 450 535,13
	2015						
119	M44	Amhara Regional Agricultural Research Institute	Participatory Evaluation of Insecticides for the Management of Onion thrips in Major Onion Production areas of Fogera and Mecha	50 000,00	in kind	50 000,00	50 000,00
120	M-26	Bahir Dar University	Responses of Improved Potato (Solanumtuberosum L) Varieties to Different Rates of NPS fertilizer in MechaWoreda, Northwestern Ethiopia	212 600,00	in kind	212 600,00	212 600,00
		Sub Total		262 600,00	0,00	262 600,00	262 600,00
		Fogera					
	2014						

S/N	Code	Name of Applicant	Name of the Project	Project Budget			Actual Expenditure
				AgroBIG	Own Contribution	Total	
121	F-37	Amhara National Regional State Transport Authority	Production & Demonstration of Rural Intermediate means of Transport	915 752,00	in kind	915 752,00	915 752,00
		Sub Total		915 752,00	0,00	915 752,00	915 752,00
	2015						
122	F-52	Bahir Dar University	Yield Responses of Onion (<i>Allium cepa</i> L.) in Ribb and Koga Irrigation Fields to the Application of Inorganic (N, P, S) and Organic (Farm Yard Manure) Fertilizers and Demonstration of Integrated Nutrient Management Practices	244 340,00	in kind	244 340,00	243 026,67
123	F-40	Woreta Technical & Vocational Training Enterprise	Evaluate the nutrient content of rice husk composting and its effect on the performance of rice production	82 000,00	in kind	82 000,00	81 986,04
124	F-36	Debre Tabor University	Agro-morphological Studies of Rice Varieties for Variability and their Association With Yield Related Traits	100 000,00	in kind	100 000,00	100 000,00
		Sub Total		426 340,00	0,00	426 340,00	425 012,71
Grand Total				15 299 776,64	7 871 945,83	23 171 722,47	22 791 278,41

List of On-going Grant Fund Projects (Situation June 2017)

S/N	Code	Name of Applicant	Name of the Project	Project Budget		
				AgroBIG	Own Contribution	Total
1. Value Chain Finace (VCF)						
	Fogera					
	2015- VCF					
1	F-60	Kidiste Hana Multiple Farmers’ Cooperative	Rice thresher procurement	103 757,71	18 310,19	122 067,90
2	F-76	Meneguzer Multiple Farmers’ Cooperative	Rice thresher procurement	103 757,71	18 310,19	122 067,90
3	F-88	WojiArbaAmba Multiple Farmers’ Cooperative	Rice thresher procurement	103 757,71	18 310,19	122 067,90
4	F-91	AwraAmba Multiple Cooperative	Rice thresher procurement	103 757,71	18 310,19	122 067,90
5	F-93	Shina Multi-Purpose Cooperative	Rice thresher procurement	103 757,71	18 310,19	122 067,90
6	F-95	Addis Betekirstian Multi-Purpose Coop	Rice thresher procurement	103 757,71	18 310,19	122 067,90
7	F-100	Kuhar Multi-Purpose Cooperative	Rice thresher procurement	103 757,71	18 310,19	122 067,90
8	F-114	Bebeks Multi-Purpose Coop	Rice thresher procurement	103 757,71	18 310,19	122 067,90
		Sub Total		830 061,68	146 481,52	976 543,20
2. Matching Grant Fund (MGF)						

S/N	Code	Name of Applicant	Name of the Project	AgroBIG	Project Budget Own Contribution	Total	Actual Expenditure
	Mecha						
	2014						
9	M-30	Bahirdar University	Establishment of Potato flour factory	2 200 000,00	5 212 800,00	7 412 800,00	
10	M- 35	Ethiopian Fruit and Vegetable Marketing Share Company (Etfruit	Construction of Store	2 200 000,00	2 300 000,00	4 500 000,00	
				4 400 000,00	7 512 800,00	11 912 800,00	
	2015						
	Fogera						
	2015						
11	1	AtoGizawTessemaAbitew	Combined rice processing machine procurement	205 925,75	205 925,75	411 851,50	
12	4	W/rtYezabTsegawNibret	Combined rice processing machine procurement	205 925,75	205 925,75	411 851,50	
13	10	W/roFikreadisGetinetAsifaw	Combined rice processing machine procurement	205 925,75	205 925,75	411 851,50	
14	12	AtoEndalikAlebachewGebey	Combined rice processing machine procurement	205 925,75	205 925,75	411 851,50	
15	14	AtoAbdulkadirHassenBayu	Combined rice processing machine procurement	205 925,75	205 925,75	411 851,50	
16	17	W/roSemira Addis Ahimedie	Combined rice processing machine procurement	205 925,75	205 925,75	411 851,50	
17	23	AtoBalewTadesseAshebir	Combined rice processing machine procurement	205 925,75	205 925,75	411 851,50	
18	25	AtoEbrahimHassenBeshir	Combined rice processing machine procurement	205 925,75	205 925,75	411 851,50	
		Sub Total		1 647 406,00	1 647 406,00	3 294 812,00	
GRAND TOTAL				6 877 467,68	9 306 687,52	16 184 155,20	

Narrative for Projects supported by AgroBIG Value Chain Fund in 2014 - 2016

- 78 water pumps have been already procured and distributed to irrigation users' cooperatives in Fogera woreda. Accessories for the water pumps such as 11,500 meters of water delivery and suction hoses have also been provided. The 78 water pumps allow cooperatives to make essential farm service equipment available for rent to farmers to irrigate their onion crops during the dry season. This results in substantial increase of farmers' production and farmers' incomes.
- Threshing of maize and rice is slow and exhaustive work by using animal power in the field. To introduce more modern farm equipment, primary cooperatives have been provided grants for 5 maize threshers to farmers' cooperatives and youth groups in Mecha and eight mobile rice threshers to farmers' cooperatives in Fogera. This total investment of 1.32 million birr will not only improve the quality of the marketed produce, but which also will make the threshing in the field faster and easier. The introduction of threshing machines will allow cooperatives to provide additional services to their members better in farm production. Rural youth that have started providing services to farmers will also be able to gain opportunities for employment and income.
- Pest control in farm production is difficult without proper equipment and knowledge, because toxic chemicals need careful handling and storage. AgroBIG has trained youth groups and 78 chemical spraying machines were bought by grant funds and distributed to four applicant groups, who use this equipment to spray chemicals to protect crops. As a result, the youth groups can now provide quality spraying services to farmers and can generate a reasonable income. It is expected that threshing, sales of farm inputs and other farm services will complement the sustainability of the business activities of these youth groups.
- In crop trading, farmers often sell to brokers/middlemen at their disadvantage because cooperatives do not provide adequate collective marketing services. The role of cooperatives as service providers to member farmers needs to be strengthened in value chain marketing activities and requires support for coordinated transport, storage, bargaining and development of contract farming. Grants for animal carts, weighing scales and central collection centers have been requested by many primary cooperatives.
- Normally, when trading farm produce in field conditions, the weight of farmers' produce is estimated by the traders. Farmers may lose 10-20%, because the weight is not correctly measured. For this reason, farmers' cooperatives are keen to apply grants for weighing scales. 67 weighing scales have been awarded for cooperatives. As a result, the cooperatives can provide a good service, where sellers and buyers can agree on the correct weight so that farmers can get a fair price for their production.
- Agricultural cooperatives produce large volumes of farm product without having adequate transport and storage. Grants for 20 animal carts have been procured and distributed to beneficiaries. Farmers have bought mules and arranged shelters for the animals. This will enable transporting large volumes of produce in a coordinated way to the collection centers.
- Also 250 plastic crates for transport of onions have been provided to primary cooperatives, which will meet the wholesale buyers' demands of proper produce handling.
- The grants for construction of onion and potato collection centers will not only provide a central depot for easier access to buyers of farmers' produce, but also improve grading and post-harvest handling. Grants for the construction of 20 collection centers have been awarded to primary cooperatives. As allocation of land and construction of buildings is a process that generally requires ample time. All 20 collection centers have now been completed. Additional grants have also been awarded for the construction of 5 maize stores for multi-purpose primary cooperatives, of which three are completed and two are 85% completed.
- In addition, two consumer cooperative societies have been supported to build stores and retail shops. The construction activities are completed. The purpose of these grants is to support market linkages between farmers' and consumers' cooperatives in development of the value chains.
- A small investment has been made in a grant to a private entrepreneur for the procurement of an animal feed processing machine. This produces animal feed from by-products of maize and wheat. A high demand from the farmers in Mecha to get processed feed for their animals has provided the private operator with a steady income.
- Also a small processing investment has been supported by one grant for bread baking machine. The machine is produces bread made from potato powder (75%) mixed with wheat (25%). This is a new product that has been well received and generates income for the privately run bakery.

Projects supported by AgroBIG Matching Grant projects in 2014 - 2016

- A 2.2 million grant has been made to ETFRUIT, which is a government owned company specialized in horticulture and fruit distribution. The matching grant for construction of a warehouse combined with a packing house in Bahir Dar. The company has numerous retail outlets in Bahir Dar town and it is a wholesale buyer of onions and potatoes. ETFRUIT is an active partner to AgroBIG in developing value chain marketing activities. This considerable investment supports ETFRUIT's sourcing of potatoes and onions from the two woredas and will establish the company as a

significant value chain actor in the region. Due to difficult process of land allocation, support has been provided by the highest regional authorities and land has been finally secured. The construction supervisor has been selected and the tender for selecting the building contractor is underway.

- A 2.2 million grant has been awarded to a Bahir Dar University spin-off company to establish a large scale potato flour factory. The total investment is more than 7 million birr. The purpose of this investment is to support the end-use of potato production because the factory will provide materials for potato/teff injera to the 14,000 students that are catered by the University three times every day. Potentially, other educational institutions will also benefit. Bahir Dar University has deposited its full contribution into the project special account and issued a tender for the machinery. Tenders have been opened, but offers to supply all the required equipment were not received. Now the University is seeking suppliers of the remaining equipment for direct procurement.
- Koga Irrigation Marketing Cooperative Union, which serves 12 primary cooperatives of potato farmers, has been provided a grant for the construction of a fertilizer store, which is 80% complete. The total investment value is 0.8 million birr and will support more than about 10,000 member farmers with farm inputs in the main production area of potatoes in Mecha woreda.
- In Fogera, which is the main rice producing area in the country, grants have awarded to private processing enterprises to procure 8 combined rice processing machines at a total investment value of about 6 million birr. Tendering and procurement is carried out by the regional government procurement agency. The delivery of the machines has been delayed because of lack of foreign exchange. Once the processing machines arrive, they are expected to significantly improve the quality of rice from Fogera so that it can be sold to more quality conscious markets.
- Merkeb cooperative union, which is the biggest cooperative union in Amhara region with more than 120,000 farmer members, has been provided two grants for improvement of its services in the maize value chain. The construction of a large maize warehouse at Mecha is complete and functional. Merkeb union will also be supplied with 2,000 pallets for improved storage of maize in the warehouse. The total investment is 7.1 million birr.
- Additionally, the construction of improved maize stores for two primary multipurpose cooperatives in Mecha has been approved recently at a total investment value of 2.8 million birr. The maize store of Rim multipurpose primary cooperative has been completed and the Wotet Abbay maize store is 80% complete.

Projects supported by IDRF in 2014 - 2016

- Bureau of Road and Transport (BoRT) has in two grant projects produced 4 different types of innovative means of rural farm transport (animal drawn carts, four- and two-wheel drive push carts and three-wheel pedal carts). The production has been completed. Demonstration of the innovations to farmers and their organizations has been organized in two woreda level events. The carts have been handed over to the selected farmers' cooperatives, consumer cooperatives and youth groups.
- Amhara Agricultural Research Institute (ARARI) has completed a research project on combatting Late Blight Management Practices to secure good yield of potato production and to improve the livelihoods of small scale farmers. The results have been demonstrated to potato farmers during five field days to increase awareness of how to treat this destructive disease. The final research report is under preparation.
- Bahir Dar University has received grants for two research projects: Yield Responses of Onion (*Allium cepa* L.) in Rib and Koga Irrigation fields to the application of Inorganic (N.P.S.) and Organic (Farm Yard Manure) Fertilizers and Demonstration of Integrated Nutrient Management Practices. The second project is analyzing Responses of Improved Potato (*Solanum Tuberosum* L) Varieties to different rates of NPS fertilizers in Mecha woreda. Field demonstrations of the benefits of this research have been organized to farmers and woreda officials. The final research reports are expected by December 2016.
- Debre Tabor University has started research in Agro-morphological Studies of Rice Varieties for Variability and their Association with Yield Traits. Field demonstration day has been organized and the final research report is expected by December 2016.
- In 2015, ARARI was awarded a grant for one project: Participatory Evaluation of Insecticides for the Management of Onion Thrips in Major Onion Production Areas of Fogera and Mecha districts. The research was carried out but the results were now successful as expected. The field activities have to be repeated and the final report issued after the results.
- Woreta Vocational Training College were financed for the Project under the Title Evaluate the nutrient content of rice husk composting and its effect on the performance of rice production. The research is under way, field day conducted & waiting for the completion report from the researcher
- An IDRF grant project for "Training and certifying smallholders on Good Agricultural Practices (GAP)" was awarded to Koga Veg, a private Belgian impact investor company that grows and exports vegetables to Europe. The purpose of the grant is to help smallholders to participate as out-growers for export production. A first advance payment was made and export production was to start. However, due to the recent social unrest, the Koga Veg farm was destroyed. Koga Veg are forced to rebuild the farm and start their business operations again. In these circumstances, they will not be able to continue the grant project in the near future. The project was agreed to be terminated.

Fixed Assets Register

AgroBIG
30-Jun-17

30-Jun-16
Alemtsehay Mekonnen

Reg No.	Item Description	Make/Model of Asset	Supplier Invoice No.	Supplier Name, details overleaf	Serial Number	Date Asset Purchased	Value of Asset on purchase	Condition of Asset	Location/user	Reference	Current value
	EVDO internet device	Dongle 4GB	2544956	ETHIO TELE COM		2/22/2013	1,199.00	Broken	Discard	RecID 27	-
001	HP LaserJet Printer	2035	4521	Net Computer Trading PLC	CNCKP01122	4/19/2013	6,900.00	Good	301	RecID 61	4,830.00
002	Toshiba Lap top	C850 Core 13 2.4Ghz, 4GB RAM, 500GB Hard disk with carry case	5238	Etcomp Enterprise PLC	10392704R	4/19/2013	12,899.55	Good	Store		2,579.91
003	EVDO internet device	Dongle 2GB, 588201142	2540218	ETHIO TELE COM		3/22/2013	1,199.00	Good	Store	RecID 37	359.70
004	EVDO internet device	Dongle 2GB, 588201198	2533616	ETHIO TELE COM		3/1/2013	1,199.00	Good	Store	RecID 38	359.70
005	EVDO internet device	Dongle 2GB, 588201183	2533617	ETHIO TELE COM		3/1/2013	1,199.00	Good	Store	RecID 40	359.70
006	Guest chair plastic arm rest	TS-BS3322/D Blue	13412	Technostyle PLC		4/18/2013	1,462.80	Good	301	RecID 46	1,170.24
007	Guest chair plastic arm rest	TS-BS3322/D Blue	13412	Technostyle PLC		4/18/2013	1,462.80	Good	301		1,170.24
008	Medium back chair	TS-BS008	13412	Technostyle PLC		4/18/2013	2,130.95	Good	302		1,704.76
009	Medium back chair	TS-BS008	13412	Technostyle PLC		4/18/2013	2,130.95	Good	303		1,704.76
010	Medium back chair	TS-BS008	13412	Technostyle PLC		4/18/2013	2,130.95	Good	Store		1,704.76
011	Low back chair	TS-BS007/Grey	13412	Technostyle PLC		4/18/2013	2,060.80	Good	301		1,648.64
012	Computer table	TS-5236-TECH/Cherry	13411	Technostyle PLC		4/18/2013	2,946.30	Good	301		2,357.04
	Standard table	TS-ST1500/Cherry	13411	Technostyle PLC		4/18/2013	2,314.72	Good	301		1,851.78
	Mobile drawer	TS-MP502/Cherry	13411	Technostyle PLC		4/18/2013	2,126.35	Good	301		1,701.08
	Connector	TS-RCNT90/Black	13411	Technostyle PLC		4/18/2013	1,052.25	Good	301		841.80
	Computer table	TS-5236-TECH/Cherry	13411	Technostyle PLC		4/18/2013	2,946.30	Good	Store		2,357.04
013	Standard table	TS-ST1500/Cherry	13411	Technostyle PLC		4/18/2013	2,314.72	Good	Store		1,851.78
	Mobile drawer	TS-MP502/Cherry	13411	Technostyle PLC		4/18/2013	2,126.35	Good	Store		1,701.08
	Connector	TS-RCNT90/Black	13411	Technostyle PLC		4/18/2013	1,052.25	Good	Store		841.80
	Standard table	TS-ST1800/Gray	13410	Technostyle PLC		4/18/2013	2,691.00	Good	Office No. 304		2,152.80
015	Mobile drawer	TS-MP502/Gray	13410	Technostyle PLC		4/18/2013	2,126.35	Good	Office No. 304		1,701.08
	Side return quality laminated particle board without drawer	TS-SR1000/GRAY	13410	Technostyle PLC		4/18/2013	1,363.90	Good	Office No. 304		1,091.12
	Standard table	TS-ST1800/Gray	13409	Technostyle PLC		4/18/2013	2,691.00	Good	303		2,152.80
016	Mobile drawer	TS-MP502/Gray	13409	Technostyle PLC		4/18/2013	2,126.35	Good	303		1,701.08
	Side return quality laminated particle board without drawer	TS-SR1000/GRAY	13409	Technostyle PLC		4/18/2013	1,363.90	Good	303		1,091.12
017	Standard table	TS-ST1800/Cherry	13409	Technostyle PLC		4/18/2013	2,691.00	Good	302		2,152.80
	Mobile drawer	TS-MP502/Cherry	13409	Technostyle PLC		4/18/2013	2,126.35	Good	302		1,701.08
	Side return quality laminated particle board without drawer	TS-SR1000/Cherry	13409	Technostyle PLC		4/18/2013	1,363.90	Good	302		1,091.12
	Standard table	TS-ST1800/Cherry	13409	Technostyle PLC		4/18/2013	2,691.00	Good	302		2,152.80
	Mobile drawer	TS-MP502/Cherry	13409	Technostyle PLC		4/18/2013	2,126.35	Good	302		1,701.08
018	Side return quality laminated particle board without drawer	TS-SR1000/Cherry	13409	Technostyle PLC		4/18/2013	1,363.90	Good	302		1,

Office Furniture + Electronics

Reg No. AgroBIG	Item Description	Make/Model of Asset	Supplier Invoice No.	Supplier Name, details overleaf	Serial Number	Date Asset Purchased	Value of Asset on purchase	Condition of Asset	Location/user	Reference	Current value
019	Mobile drawer	TS-MP502/Cherry	13409	Technostyle PLC		4/18/2013	2,126.35	Good	Berhanu Ayichew	RecID 69	1,701.08
	Side return quality laminated particle board without drawer	TS-SR1000/Cherry	13409	Technostyle PLC		4/18/2013	1,363.90	Good	Berhanu Ayichew		1,091.12
020	Guest chair	TS-BS216/MA2137/Grey	13420	Technostyle PLC		5/8/2013	1,032.70	Good	306		826.16
021	Guest chair	TS-BS216/MA2137/Grey	13420	Technostyle PLC		5/8/2013	1,032.70	Good	306		826.16
023	Guest chair	TS-BS216/MA2137/Grey	13420	Technostyle PLC		5/8/2013	1,032.70	Good	Genet Sewalem		826.16
024	Guest chair	TS-BS216/MA2136/black	13420	Technostyle PLC		5/8/2013	1,032.70	Good	303		826.16
025	Guest chair	TS-BS216/MA2136/black	13420	Technostyle PLC		5/8/2013	1,032.70	Good	303		826.16
026	Medium back chair with plastic arm rest	TS-BS008	13420	Technostyle PLC		5/8/2013	2,130.95	Good	Assefa Tilahun/BoFED		1,704.76
027	Secretary chair w/out arm	TS-BS0022/409/black	13426	Technostyle PLC		5/22/2013	1,866.60	Good	303	RecID 79	1,493.28
028	Desktop computer with all accessories	DELL 7010	28929	Taye Mola Stationery		5/27/2013	13,940.00	Good	Selam Tariku	RecID 92	5,576.00
029	LCD Projector	Sony	2260	Java Computers PLC	7037149304S	5/30/2013	13,495.00	Good	Berhanu Ayichew		10,796.00
030	HP LaserJet Printer	M401d	90	Etcomp Enterprise PLC	VNC4123708	5/27/2013	8,200.00	Good	Berhanu Ayichew		5,740.00
031	HP LaserJet Printer	M401d	90	Etcomp Enterprise PLC	VNC4124148	5/27/2013	8,200.00	Good	302		5,740.00
032	HP LaserJet Printer	M401d	90	Etcomp Enterprise PLC	VNC4F24457	5/27/2013	8,200.00	Good	303		5,740.00
033	HP LaserJet Printer	M401d	90	Etcomp Enterprise PLC	VNC4124153	5/27/2013	8,200.00	Good	302		5,740.00
034	HP LaserJet Printer	M401d	90	Etcomp Enterprise PLC	VNC4108158	5/27/2013	8,200.00	Good	303		5,740.00
035	HP LaserJet Printer	M401d	90	Etcomp Enterprise PLC	VNC4F15324	5/27/2013	8,200.00	Good	306		5,740.00
036	Toshiba Lap top	CORi5 R945	527	VISUAL TECH IMPORT	7A045550H	6/6/2013	22,899.96	Good	Genet Sewalem	RecID 96	4,579.99
037	Toshiba Lap top	CORi5 R945	527	VISUAL TECH IMPORT	9A066068H	6/6/2013	22,899.96	Good	Store		4,579.99
038	Toshiba Lap top	CORi5 R945	527	VISUAL TECH IMPORT	8A126279H	6/6/2013	22,899.96	Good	Store		4,579.99
039	Toshiba Lap top	CORi5 R945	527	VISUAL TECH IMPORT	8A125182H	6/6/2013	22,899.96	Good	Store		4,579.99
040	Toshiba Lap top	CORi5 R945	527	VISUAL TECH IMPORT	8A125177H	6/6/2013	22,899.96	Good	Berhanu Ayichew		4,579.99
041	Toshiba Lap top	CORi5 R945	527	VISUAL TECH IMPORT	9A058920H	6/6/2013	22,899.96	Good	Store		4,579.99
042	Toshiba Lap top	CORi5 R945	527	VISUAL TECH IMPORT	9A067188H	6/6/2013	22,899.96	Good	Store		4,579.99
043	Toshiba Lap top	CORi5 R945	527	VISUAL TECH IMPORT	7A045550H	6/6/2013	22,899.96	Good	Store		4,579.99
044	Toshiba Lap top	CORi5 R945	527	VISUAL TECH IMPORT	9A067188H	6/6/2013	22,899.96	Good	Store		4,579.99
045	Toshiba Lap top	CORi5 R945	527	VISUAL TECH IMPORT	8A126052H	6/6/2013	22,899.96	Good	Store		4,579.99
046	HP Scanner	5590	527	VISUAL TECH IMPORT	SE314TR1J5	6/6/2013	11,000.03	Good	Selam Tariku		7,700.02
047	Digital Copier with DADF	Canon iR 2420	14480	Jupiter Trading	(21)PHW06315	6/6/2013	61,899.99	Good	Selam Tariku		30,950.00
048	Wireless Access Point	TP-Link TL-WA901ND	14480	Jupiter Trading		6/6/2013	3,650.00	New/Good	Store		3,650.00
049	Fast Ethernet Print Server	TP-Link TL-PS110U	14480	Jupiter Trading		6/6/2013	3,450.00	New/Good	Store		3,450.00
050	Fast Ethernet Print Server	TP-Link TL-PS110U	14480	Jupiter Trading		6/6/2013	3,450.00	New/Good	Store		3,450.00
051	Filing cabinate	Metal - lockable	158	Sun Teck General Trading		6/12/2013	3,900.00	Good	306		3,120.00
052	Filing cabinate	Metal - lockable	158	Sun Teck General Trading		6/12/2013	3,900.00	Good	Berhanu Ayichew	RecID 108	3,120.00
053	Filing cabinate	Metal - lockable	158	Sun Teck General Trading		6/12/2013	3,900.00	Good	Genet Sewalem	RecID 109	3,120.00
054	Coffee Maker	Tefal Express	62699	Bambis Supermarket		6/5/2013	1,098.00	Not Good	Tea Room		109.80
055	Wireless broad band router		198	EICA Computer Engineering PLC		6/21/2013	3,100.00	Good	Internet server room	RecID 118	2,170.00
056	Office table with side return & mobile pedstal	180x80x75cm Imp/cherry	34371	Technostyle PLC		7/4/2013	6,181.25	Good	303		4,945.00
057	Office table with side return & mobile pedstal	180x80x75cm Imp/cherry	34371	Technostyle PLC		7/4/2013	6,181.25	Good	303		4,945.00
058	Office table with side return & mobile pedstal	180x80x75cm Imp/cherry	34371	Technostyle PLC		7/4/2013	6,181.25	Good	Office No. 305		4,945.00
059	Medium back chair with full babric cover	TS-BS018B/burgedy	34371	Technostyle PLC		7/4/2013	2,562.20	Good	303		2,049.76

Annex 6,
Page 3 (10)

Reg No. AgroBIG	Item Description	Make/Model of Asset	Supplier Invoice No.	Supplier Name, details overleaf	Serial Number	Date Asset Purchased	Value of Asset on purchase	Condition of Asset	Location/user	Reference	Current value
060	Medium back chair with full babric cover	TS-BS018B/burgedy	34371	Technostyle PLC		7/4/2013	2,562.20	Good	305		2,049.76
061	Medium back chair with full babric cover	TS-BS018B/burgedy	34371	Technostyle PLC		7/4/2013	2,562.20	Good	305		2,049.76
062	Coference table	Oval shape 300x120x75cm	34371	Technostyle PLC		7/4/2013	8,945.85	Good	Berhanu Ayichew		7,156.68
063	Coference table	Round shape 120x75cm	34371	Technostyle PLC		7/4/2013	2,753.10	Good	301		2,202.48
064	Guest chair fabric cover with arm rest	TS-BS3322	34372	Technostyle PLC		7/4/2013	1,462.80	Good	Berhanu Ayichew		1,170.24
065	Guest chair fabric cover with arm rest	TS-BS3322	34372	Technostyle PLC		7/4/2013	1,462.80	Good	Berhanu Ayichew		1,170.24
066	Guest chair fabric cover with arm rest	TS-BS3322	34372	Technostyle PLC		7/4/2013	1,462.80	Good	Berhanu Ayichew		1,170.24
067	Guest chair fabric cover with arm rest	TS-BS3322	34372	Technostyle PLC		7/4/2013	1,462.80	Good	Berhanu Ayichew		1,170.24
068	Guest chair fabric cover with arm rest	TS-BS3322	34372	Technostyle PLC		7/4/2013	1,462.80	Good	Berhanu Ayichew		1,170.24
069	Guest chair fabric cover with arm rest	TS-BS3322	34372	Technostyle PLC		7/4/2013	1,462.80	Good	Berhanu Ayichew		1,170.24
070	Guest chair fabric cover with arm rest	TS-BS3322	34372	Technostyle PLC		7/4/2013	1,462.80	Good	Berhanu Ayichew		1,170.24
071	Guest chair fabric cover with arm rest	TS-BS3322	34372	Technostyle PLC		7/4/2013	1,462.80	Good	Berhanu Ayichew		1,170.24
072	Guest chair fabric cover with arm rest	TS-BS3322	34372	Technostyle PLC		7/4/2013	1,462.80	Good	Berhanu Ayichew		1,170.24
073	Guest chair fabric cover with arm rest	TS-BS3322	34372	Technostyle PLC		7/4/2013	1,462.80	Good	Berhanu Ayichew		1,170.24
074	Guest chair fabric cover with arm rest	TS-BS3322	34372	Technostyle PLC		7/4/2013	1,462.80	Good	301		1,170.24
075	Guest chair fabric cover with arm rest	TS-BS3322	34372	Technostyle PLC		7/4/2013	1,462.80	Good	301		1,170.24
076	Guest chair fabric cover with arm rest	TS-BS3322	34372	Technostyle PLC		7/4/2013	1,462.80	Good	301	RecID 128	1,170.24
077	Guest chair fabric cover with arm rest	TS-BS3322	34372	Technostyle PLC		7/4/2013	1,462.80	Good	302		1,170.24
078	Guest chair fabric cover with arm rest	TS-BS3322	34372	Technostyle PLC		7/4/2013	1,462.80	Good	302		1,170.24
079	Guest chair fabric cover with arm rest	TS-BS3322	34372	Technostyle PLC		7/4/2013	1,462.80	Good	303		1,170.24
080	Guest chair fabric cover with arm rest	TS-BS3322	34372	Technostyle PLC		7/4/2013	1,462.80	Good	305		1,170.24
081	Guest chair fabric cover with arm rest	TS-BS3322	34372	Technostyle PLC		7/4/2013	1,462.80	Good	305		1,170.24
082	Guest chair fabric cover with arm rest	TS-BS3322	34372	Technostyle PLC		7/4/2013	1,462.80	Good	302		1,170.24
083	Guest chair fabric cover with arm rest	TS-BS3322	34372	Technostyle PLC		7/4/2013	1,462.80	Good	Selam Tariku		1,170.24
084	Office shalf with two lockable glass doors & bottom two locakable wooden doors	200x80x40cm	34372	Technostyle PLC		7/4/2013	6,413.55	Good	302		5,130.84
085	Office shalf with two lockable glass doors & bottom two locakable wooden doors	200x80x40cm	34372	Technostyle PLC		7/4/2013	6,413.55	Good	302		5,130.84
086	Office shalf with two lockable glass doors & bottom two locakable wooden doors	200x80x40cm	34372	Technostyle PLC		7/4/2013	6,413.55	Good	303		5,130.84
087	Office shalf with two lockable glass doors & bottom two locakable wooden doors	200x80x40cm	34372	Technostyle PLC		7/4/2013	6,413.55	Good	303		5,130.84
088	Office shalf with two lockable glass doors & bottom two locakable wooden doors	200x80x40cm	34372	Technostyle PLC		7/4/2013	6,413.55	Good	301		5,130.84
089	Office shalf with two lockable glass doors & bottom two locakable wooden doors	200x80x40cm	34372	Technostyle PLC		7/4/2013	6,413.55	Good	301		5,130.84
090	Office shalf with two lockable glass doors & bottom two locakable wooden doors	200x80x40cm	34372	Technostyle PLC		7/4/2013	6,413.55	Good	Berhanu Ayichew		5,130.84
091	Office shalf with two lockable glass doors & bottom two locakable wooden doors	200x80x40cm	34372	Technostyle PLC		7/4/2013	6,413.55	Good	Berhanu Ayichew		5,130.84
092	Office shalf with two lockable glass doors & bottom two locakable wooden doors	200x80x40cm	34372	Technostyle PLC		7/4/2013	6,413.55	Good	305		5,130.84
093	Office shalf with two lockable glass doors & bottom two locakable wooden doors	200x80x40cm	34372	Technostyle PLC		7/4/2013	6,413.55	Good	305		5,130.84
094	Cash safe box	110kb with 2 keys	34383	Technostyle PLC		7/23/2013	10,560.45	Good	Selam Tariku	RecID 142	10,032.43
095	Cordless mobile apparatus	Panasonic	538	Belay Ayichilum Tadesse		8/2/2013	1,800.00	Good	301		1,440.00
096	Cordless mobile apparatus	Panasonic	538	Belay Ayichilum Tadesse		8/2/2013	1,800.00	Good	Berhanu Ayichew		1,440.00
097	Cordless mobile apparatus	Panasonic	538	Belay Ayichilum Tadesse		8/2/2013	1,800.00	Good	302	RecID 160	1,440.00

Annex 6,
Page 4 (10)


Reg No. AgroBIG	Item Description	Make/Model of Asset	Supplier Invoice No.	Supplier Name, details overleaf	Serial Number	Date Asset Purchased	Value of Asset on purchase	Condition of Asset	Location/user	Reference	Current value
098	Cordless mobile apparatus	Panasonic	538	Belay Ayichilum Tadesse		8/2/2013	1,800.00	Good	Office No. 306: Finance office		1,440.00
099	Cordless mobile apparatus	Panasonic	538	Belay Ayichilum Tadesse		8/2/2013	1,800.00	Good	303		1,440.00
100	External hard disk	1TB, pocket size with USB cable	681	Y-Teck Computer System	WXD1A72D8411	8/22/2013	2,499.00	Good	Store		499.80
101	External hard disk	1TB, pocket size with USB cable	681	Y-Teck Computer System	WX21E42EN385	8/22/2013	2,499.00	Good	Berhanu Ayichew		499.80
102	External hard disk	1TB, pocket size with USB cable	681	Y-Teck Computer System	WX21E4203190	8/22/2013	2,499.00	Not worked	Store		-
103	External hard disk	1TB, pocket size with USB cable	681	Y-Teck Computer System	WX1A1398744	8/22/2013	2,499.00	Good	Store		499.80
104	External hard disk	1TB, pocket size with USB cable	681	Y-Teck Computer System	WX11AB2R3472	8/22/2013	2,499.00	Good	Store	RecID 169	499.80
105	External hard disk	1TB, pocket size with USB cable	681	Y-Teck Computer System	WX21E42SE848	8/22/2013	2,499.00	Good	Hidra Ali		499.80
106	External hard disk	1TB, pocket size with USB cable	681	Y-Teck Computer System	WX41A82K1236	8/22/2013	2,499.00	Good	Store		499.80
107	External hard disk	1TB, pocket size with USB cable	681	Y-Teck Computer System	WX31A82X6445	8/22/2013	2,499.00	Good	Store		499.80
108	External hard disk	1TB, pocket size with USB cable	681	Y-Teck Computer System	WX41A33H3559	8/22/2013	2,499.00	Good	Store		499.80
109	External hard disk	1TB, pocket size with USB cable	681	Y-Teck Computer System		8/22/2013	2,499.00	Good	Store		499.80
110	EVDO internet device	2GB, 0588110959	4134366	ETHIO TELE COM		8/5/2013	899.00	Good	Store	RecID 171	179.80
0111	Standard table	1800x600x75H TS-S1 1800/Gray	113	Technostyle PLC		9/20/2013	2,570.25	Good	Genet Sewalem		2,056.20
	Mobile drawer	40.4wx50.50x53H TS-MP502/Gray	113	Technostyle PLC		9/20/2013	2,126.35	Good	Genet Sewalem		1,701.08
	Side return quality laminated particle board without drawer	105x44dx67.5h TS-SR1000/Gray	113	Technostyle PLC		9/20/2013	1,357.00	Good	Genet Sewalem		1,085.60
0112	Standard table	1800x600x75H TS-S1 1800/Gray	113	Technostyle PLC		9/20/2013	2,570.25	Good	306		2,056.20
	Mobile drawer	40.4wx50.50x53H TS-MP502/Gray	113	Technostyle PLC		9/20/2013	2,126.35	Good	306		1,701.08
	Side return quality laminated particle board without drawer	105x44dx67.5h TS-SR1000/Gray	113	Technostyle PLC		9/20/2013	1,357.00	Good	306		1,085.60
0113	Standard table	1800x600x75H TS-S1 1800/Chery	113	Technostyle PLC		9/20/2013	2,570.25	Good	305		2,056.20
	Mobile drawer	40.4wx50.50x53H TS-MP502/Chery	113	Technostyle PLC		9/20/2013	2,126.35	Good	305		1,701.08
	Side return quality laminated particle board without drawer	105x44dx67.5h TS-SR1000/Chery	113	Technostyle PLC		9/20/2013	1,357.00	Good	305	RecID 201	1,085.60
0114	Medium back chair with full fabric cover & arm rest	TS-BSO18B/MA2137Gray	114	Technostyle PLC		9/20/2013	2,562.20	Good	Genet Sewalem		2,049.76
0115	Medium back chair with full fabric cover & arm rest	TS-BSO18B/MA2137Gray	114	Technostyle PLC		9/20/2013	2,562.20	Good	303		2,049.76
0116	Medium back chair with full fabric cover & arm rest	TS-BSO18B/MA2137Gray	114	Technostyle PLC		9/20/2013	2,562.20	Good	302		2,049.76
0117	Guest chair fabric cover with out arm rest	TS-BS216/MB2104Burge	114	Technostyle PLC		9/20/2013	1,032.70	Good	303		826.16
0118	Guest chair fabric cover with out arm rest	TS-BS216/MB2104Burge	114	Technostyle PLC		9/20/2013	1,032.70	Good	303		826.16
0119	Guest chair fabric cover with out arm rest	TS-BS216/MB2104Burge	114	Technostyle PLC		9/20/2013	1,032.70	Good	303		826.16
0120	Guest chair fabric cover with out arm rest	TS-BS216/MB2104Burge	114	Technostyle PLC		9/20/2013	1,032.70	Good	303		826.16
0121	Standard table	TS-ST1800/Gray	114	Technostyle PLC		9/20/2013	2,570.25	Good	Selam Tariku		2,056.20
0123	Binding Machine	Rexel CB366	5776	Tsega Reta Import		10/19/2013	4,200.00	Good	Selam Tariku	RecID 245	3,360.00
0124	EVDO internet device	2GB, 58204602	372	Domain Computer Technology		11/29/2013	1,100.00	Good	Store	RecID 305	220.00
0125	EVDO internet device	2GB, 58204603	371	Domain Computer Technology		11/29/2013	1,100.00	Good	Store	RecID 307	220.00
0126	Toshiba Lap top	Corei5 P845 1-8GB	789	VISUAL TECH IMPORT	YC086439C	11/29/2013	20,996.00	Good	Store	RecID 323	4,199.20
0127	Toshiba Lap top	Corei5 P845 1-8GB	789	VISUAL TECH IMPORT	YC045038L	11/29/2013	20,996.00	Good	Store		4,199.20
0128	HP LaserJet Printer	M401d	145	Etcomp Enterprise PLC	VNH6205331	12/19/2013	6,900.00	Good	303		4,830.00
0129	HP LaserJet Printer	M401d	145	Etcomp Enterprise PLC	VNH4S00247	12/19/2013	6,900.00	Good	305		4,830.00
0130	HP LaserJet Printer	M401d	145	Etcomp Enterprise PLC	VNH6204363	12/19/2013	6,900.00	Good	302	RecID 340	4,830.00
0131	HP LaserJet Printer	M401d	145	Etcomp Enterprise PLC	VNC4F29702	12/19/2013	6,900.00	Good	Genet Sewalem		4,830.00

Annex 6,
Page 5 (10)

Reg No. AgroBIG	Item Description	Make/Model of Asset	Supplier Invoice No.	Supplier Name, details overleaf	Serial Number	Date Asset Purchased	Value of Asset on purchase	Condition of Asset	Location/user	Reference	Current value
0132	Digital Camera	Sony 4GB & Bag	3449	AL-NA Trading PLC	4197886	12/19/2013	3,700.00	Good	Store	RecID 347	1,850.00
0133	Digital Camera	Sony 4GB & Bag	3449	AL-NA Trading PLC	4203599	12/19/2013	3,700.00	Good	Berhanu Ayichew		1,850.00
0134	Digital Camera	Sony 4GB & Bag	3449	AL-NA Trading PLC	5886551	12/19/2013	3,700.00	Good	Store		1,850.00
0135	Digital Camera	Sony 4GB & Bag	3449	AL-NA Trading PLC	4196837	12/19/2013	3,700.00	Good	Store		1,850.00
0136	EVDO internet device	2GB, 588204599	1237	Kider Oumer Engeda		11/27/2013	1,400.00	Good	Store	RecID 349	280.00
0137	Office table with side return & mobile drawer	180x80x75cm Imp/GRAY	177	Technostyle PLC		12/23/2013	5,741.95	Good	305	RecID 354	4,593.56
0138	High back chair	Black	177	Technostyle PLC		12/23/2013	2,631.20	Good	303		2,104.96
0139	Office table with side return & mobile drawer	140x80x75cm Imp/GRAY	179	Technostyle PLC		12/23/2013	5,445.25	Good	Office No. 303		4,356.20
0140	Office table with side return & mobile drawer	140x80x75cm Imp/GRAY	179	Technostyle PLC		12/23/2013	5,445.25	Good	Selam Tariku		4,356.20
0141	Guest chair fabric cover with arm rest	Burgundy	179	Technostyle PLC		12/23/2013	1,462.80	Good	Office No. 305		1,170.24
0142	Guest chair fabric cover with arm rest	Burgundy	179	Technostyle PLC		12/23/2013	1,462.80	Good	Office No. 305		1,170.24
0143	Office shelf with two lockable glass doors & bottom two lockable wooden doors	200x80x40cm	179	Technostyle PLC		12/23/2013	6,413.55	Good	302		5,130.84
0144	White board 1X2		6722	Jupiter Trading		1/28/2014	2,875.00	Good	On the wall	RecID 417	2,300.00
0145	Tab 3 7-inch- tablets	Samsung Galaxy (Black,WIFI)		Amazon.com	RF2D80X3C0M	3/10/2014	4,345.00	Good	Store	RecID 479	3,476.00
0146	Tab 3 7-inch- tablets	Samsung Galaxy (Black,WIFI)		Amazon.com	RF2D80RXJ1K	3/10/2014	4,345.00	Good	Store		3,476.00
0147	Tab 3 7-inch- tablets	Samsung Galaxy (Black,WIFI)		Amazon.com		3/10/2014	4,345.00	New/Good	Store		4,345.00
0148	EVDO internet device	4GB ZTE: 0588205007	3442	Momina Iberahim Muhammed		5/5/2014	1,700.00	Good	Store	RecID 574	340.00
0149	White board 1X2		8681	Jupiter Trading		4/28/2014	2,875.00	Good	On the wall	RecID 597	2,300.00
0150	Pin board	60x90	1463	Digi-Tech Adiss computer & office equipment		4/28/2014	650.00	Good	On the wall		520.00
0151	Office partition		3068 & 3085	DanTechnocraft PLC		4/4/2013	98,813.07	Good	Fixed in the rooms	RecID 35 & 85	88,931.76
0152	Office curtain	Fabric vertical blind shutter 69.52M ²	1427	Technodecor PLC		6/22/2013	39,974.00	Good	Fixed on the windows	RecID 110	19,987.00
0153	Imported filing cabinate with 4 compartments		331	Simachew Abie Furniture		8/19/2014	4,640.00	Good	301	RecID 717	3,712.00
0154	Imported filing cabinate with 4 compartments		331	Simachew Abie Furniture		8/19/2014	4,640.00	Good	Assefa Tilahun/BoFED		3,712.00
0155	Imported filing cabinate with 4 compartments		331	Simachew Abie Furniture		8/19/2014	4,640.00	Good	Genet Sewalem		3,712.00
0156	Imported filing cabinate with 4 compartments		331	Simachew Abie Furniture		8/19/2014	4,640.00	Good	Selam Tariku		3,712.00
0157	Extenal hard disk		346	EICA Computer Engineering		12/18/2014	2,500.00	Good	Store	Rec ID 922	500.00
0158	EVDO internet device	2GB	6740849	Ethio Telecom		11/3/2014	899.00	Good	Store	Rec ID 878	179.80
0159	Toshiba Lap top	Cori 3	261	ECA Computer Engineering	5E215275	2/13/2015	11,984.00	Good	Assefa Tilahun/BoFED	RecID 1041	2,396.80
0160	Toshiba Lap top	Cori 3	261	ECA Computer Engineering	5E215276	2/13/2015	11,984.00	Good	Store		2,396.80
0161	Toshiba Lap top	Cori 3	261	ECA Computer Engineering	5E215277	2/13/2015	11,984.00	Good	Store		2,396.80
0162	Fax machine	L150	261	ECA Computer Engineering		2/13/2015	8,998.00	Good	Berhanu Ayichew		6,298.60
0163	Water filter		123078	WARYT mulutila Int.PLC		1/15/2015	5,663.75	Good	Tea Room	Rec ID 1014	3,964.63
0164	Cash safe Box	110 KG	610	Simachew Abie Furniture		10/12/2015	9,400.00	Good	306	Rec ID 1463	8,930.00
0165	3KW Generator		100	Muhammed Hussien Eisa		10/16/2015	9,000.00	Good	Store	Rec ID 1478	6,300.00
0166	3KW Generator		100	Muhammed Hussien Eisa		10/16/2015	9,000.00	Not good	Store		6,300.00
0167	3KW Generator		100	Muhammed Hussien Eisa		10/16/2015	9,000.00	Good	Store		6,300.00
0168	Small Table	TS-5236-TECH-Cherry	2314	TechnoStyle		10/20/2015	2,946.30	Good	306	Rec ID 1474	2,357.04
0169	Secretary chair without arm	TS-BS0102-Burgandy	23144	TechnoStyle		10/20/2015	2,346.00	Good	305	Rec ID 1474	1,876.80
0170	3G dongle 4 GB		107595841	Ethio Telecom	929207931	1/27/2016	699.00	Good	Store	RecID 1706	489.30
0171	3G dongle 4 GB		107596410	Ethio Telecom	929207932	1/27/2016	699.00	Good	Store		489.30

Atemtsehay M.

Selam Tariku Assefa






Delivered by _____ (Name)

Received by _____ (Name)

Witness _____ (Name)

Note: Number 014-022, 0122, 0186 and 0187

AGRO -

Accountant (Title)	 (Signature)	8/29/2017 (Date)
Cashier & Sec. (Title)	 (Signature)	6/29/2017 (Date)
Chief Accountant (Title)	 (Signature)	6/29/2017 (Date)

Note: Number 014, 022, 0122, 0183 and 0193 are not shown because it is missed during printing of the TAG numbers.

Fixed Assets (Vehicles) Register

Name of the Project:

AgroBIG

Date:

30-Jun-17

Date of the previous inventory:

30-Jun-16

Inventory done by:

Alemtsehay
Mekonnen

Reg No.	Item Description	Make/Model of Asset	Plate No.	Year of Mfg	Value of Asset on purchase	Condition of Asset	Location/user	Ending KM	Current Value
VEC001	Toyota Land Cruiser HARDTOP 4WD	Toyota L/C	23-029AO	2012	821,894.00	Good	Parked	92,071	575,325.80
VEC002	Toyota Land Cruiser HARDTOP 4WD	Toyota L/C	23-030AO	2012	821,894.00	Good	Parked		575,325.80
VEC003	Toyota Land Cruiser HARDTOP 4WD	Toyota L/C	23-032AO	2013	719,391.13	Good	Parked		575,512.90
VEC004	Toyota Land Cruiser HARDTOP 4WD	Toyota L/C	23-033AO	2013	719,391.13	Good	Parked	68,075	575,512.90
VEC005	Toyota HI-Lux Double Cab 4X4 Diesel	Pick Up	23-034AO	2013	554,354.63	Good	Parked	87,572	443,483.70
VEC006	Toyota HI-Lux Double Cab 4X4 Diesel	Pick Up	23-035AO	2013	554,354.63	Good	Parked	92,071	443,483.70

4,191,279.52

Delivered by

(Name) Alemtsehay Mekonnen

(Signature)

(Date)

Received by

(Name) Selam Taniku

(Signature)

(Date)

Witness

(Name) Assefa Tilahun

(Signature)

(Date)



Date: 30-Jun-17

DELIVERY NOTE

Item No.	Description	Unit	Quantity	Remark
Vehicle Data				
1	Ownership certificate for all vehicle plate No. 23-029, 23-030, 23-032, 23-033, 23-034 & 23-035	pcs	6	Cash safe Box
2	Vehicle keys			
2.1	23-029	pcs	3	Cash safe Box
2.2	23-030	pcs	3	Cash safe Box
2.3	23-032	pcs	3	Cash safe Box
2.4	23-033	pcs	3	Cash safe Box
2.5	23-034	pcs	3	Cash safe Box
2.6	23-035	pcs	3	Cash safe Box
Office & other Keys				
1	Main gate	Pcs	4	
2	Room No. 301	Pcs	3	
3	Room No. 302	Pcs	2	
4	Room No. 303	Pcs	2	
5	Room No. 304	Pcs	1	
6	Room No. 305	Pcs	3	
7	Room No. 306	Pcs		
8	Room No. 307	Pcs		
9	Store room	Pcs	6	
10	Janitor room	Pcs	2	
11	Internet room	Pcs	2	
12	Tea room	pcs	1	
13	Generator room keys	pcs		
14	Generator keys	pcs		
15	Post office keys	Pcs	1	
16	Cash safe keys	Pcs	3	
Box files				
1	Copy of financial documents	Pcs	42	
2	Vehicle files	Pcs	1	
3	Asset Registration	Pcs	1	
4	Copy of staff time sheets	Pcs	2	
5	Employment files/private files	Pcs	3	
6	Fuel consumption report	Pcs	1	
7	House rental	Pcs	1	
8	Out going/incoming letters	Pcs	1	
9	Other miscilaneous	Pcs	1	
CDs				
1	Agro BIG Data base file	Pcs	1	
2	MS Office 2010	Pcs	1	
3	HP Laserjet 400 printer CD	Pcs	2	
4	Photo Studio	Pcs	1	
5	Readiris	Pcs	1	
6	HP color laserjet M750	Pcs	1	
7	HP laserjet P2030	Pcs	1	

he above item in good condition.

insferred by: Alentsehay M. Received by: Sabun T Authorized by: Assefa T

Signature: [Signature] Signature: [Signature] Signature: [Signature]



Date: 30-Jun-17

DELIVERY NOTE

Item No	Description	Unit	Quantity	Remark
Toners				
1	Toner 80A	Pcs	12	
2	Toner 5A	Pcs	2	
3	Toner Yellow	Pcs	2	
4	Toner Balck	Pcs	3	
5	Toner Red	Pcs	2	
6	Toner Cyan	Pcs	2	
7	Copier toner GPR-18	Pcs	6	
Stationaries				
8	Stepler medium	Pcs	9	
9	Stepler Big	Pcs	1	
10	Remover	Pcs	3	
11	Puncher	Pcs	7	
12	Scissor	Pcs	1	
13	Calculator	Pcs	5	
14	A3 Envelop	Pkt	1	
15	Small Envelop/white	Pkt	5	
16	Ring BIG	Pkt	1	
17	Ring Medium	Pkt	3	
18	White board markers	Pcs	47	
19	Classier	Pcs	23	
20	Steples	Box	13	
21	Paper clip large	pkt	18	
22	Paper clip small	Pkt	21	
23	Document binder/clip large	Pkt	5	
24	Document binder/clip medium	Pkt	2	
25	Document binder/clip Small	Pkt	3	
26	Yello sticker Medium	Pcs	10	
27	UHU	Pcs	24	
28	Wall pin	Pkt	1	
29	Battety A3	Pcs	59	
30	Battety A2	Pcs	17	
31	Flip chart	Pcs	3	
32	Plastic case	Pcs	17	
33	Color paper	Rim	1	
34	Triangular paper tray	Pcs	2	
35	Two ring binder	Pcs	4	
36	Note Book small	Pcs	5	
37	Note Book medium	Pcs	1	
38	Eraser	Pcs	1	
39	Ruler 50cm	Pcs	1	
40	Scotch taper big	Pcs	1	
41	Scotch taper small	Pcs	1	
42	Highlighter	Pcs	3	
43	Pencil	Pcs	9	
44	Lexi pen	Pcs	20	
45	Bic pen	Pcs	5	

Note: I have received the above item in good condition.

Transferred by: Valentseba M.

Received by: Selam T Witness

Signature: [Signature]

Signature: [Signature] Signature: [Signature]



Agro-BIG
Agro-Business Induced Growth Program
in the Amhara National Regional State

Date: 30-Jun-17

DELIVERY NOTE

Item No.	Description	Unit	Quantity	Remark
AgroBIG Shirts				
1	Male XL	pcs	12	Office No. 301
2	Male XXL	pcs	3	Office No. 301
3	D/t size	pcs	9	Office No. 301
Capes				
1	Capes	Pcs	17	Office No. 301

Note: I have received the above item in good condition.

Transferred by: Alemtsehay Netonnen Received by: Selam T Witness

Signature: [Signature] Signature: [Signature] Signature: [Signature]



ANNEX 7. LIST OF VEHICLES PROCURED DURING AGROBIG PHASE I

s.n	Type	Vehicle Plate Number	Chasis Number	Engine Number	Location
1	Toyota Land Cruiser HARDTOP 4WD	23-029 AO	JTGEB73J6D9010419	1HZ-0722215	PSU
2	Toyota Land Cruiser HARDTOP 4WD	23-030 AO	JTGEB73J4D9010418	1HZ-0722209	PSU
3	Toyota Land Cruiser HARDTOP 4WD	23-032 AO	JTGEB71J107020759	1HZ-0780268	PSU
4	Toyota Land Cruiser HARDTOP 4WD	23-033 AO	JTGEB71J107020728	1HZ-0749919	PSU
5	Toyota Land Cruiser HARDTOP 4WD	23-034 AO	MROFR22G2E0711553	2KD-S280392	PSU
6	Toyota Land Cruiser HARDTOP 4WD	23-035 AO	MROFR22GOE0711552	2KD-S280312	PSU
7	Toyota Land Cruiser HARDTOP 4WD	4-04447 AM	JTGEB73JOD9010545	1HZ0723200	PSU
8	Toyota HI-Lux Double Cab 4X4 Diesel	4-05122 AM	AHTFR22GX06104808	2KD-A782669	District
9	Toyota HI-Lux Double Cab 4X4 Diesel	4-05171 AM	AHTFR22G506098660	2KD-A668821	District

Copies of the documents related to the handing-over of vehicles no. 7, 8 and 9 are attached (5 pages).

ዓመታዊ የተሽከርካሪ ምርመራ መረጃ
Annual Vehicle Inspection Information

25/02/07 01033
ቀን Date የዓመታዊ የተሽከርካሪ ምልክት ቁጥር Annual Sticker Number የረገጠው ስምና ፊርማ

24/02/08 198923
ቀን Date የዓመታዊ የተሽከርካሪ ምልክት ቁጥር Annual Sticker Number የረገጠው ስምና ፊርማ

ቀን Date የዓመታዊ የተሽከርካሪ ምልክት ቁጥር Annual Sticker Number የረገጠው ስምና ፊርማ

ቀን Date የዓመታዊ የተሽከርካሪ ምልክት ቁጥር Annual Sticker Number የረገጠው ስምና ፊርማ

ቀን Date የዓመታዊ የተሽከርካሪ ምልክት ቁጥር Annual Sticker Number የረገጠው ስምና ፊርማ

ቀን Date የዓመታዊ የተሽከርካሪ ምልክት ቁጥር Annual Sticker Number የረገጠው ስምና ፊርማ

ቀን Date የዓመታዊ የተሽከርካሪ ምልክት ቁጥር Annual Sticker Number የረገጠው ስምና ፊርማ

የአማራ ብሔራዊ ክልላዊ መንግሥት
ትራንስፖርት ባለሥልጣን
THE AMHARA NATIONAL REGIONAL STATE
TRANSPORT AUTHORITY

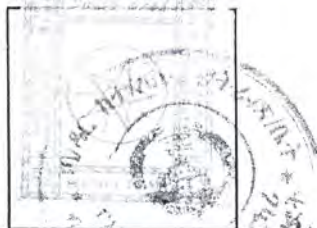


የባለቤትነት ማረጋገጫ መታወቂያ
ownership Certificate

Serial N^o 01277

የባለንብረት መረጃ

የባለንብረት መረጃ



ስም ገንዘብና ኢኮኖሚያዊ ልማት ቢሮ
የታ -
ዜግነት -
ክልል አማራ
ከተማ ባ/ዳር
ክ/ከተማ ባ/ዳር
ቀበሌ -
የቤት ቁ. -
ስልክ 0582209195

የሰሌዳ ቁጥር አማ-04-04447
የቀድሞ ሰሌዳ ቁጥር -

የህትመት ቀን 22/2/2007



የተሽከርካሪው መረጃ

Vehicle Description

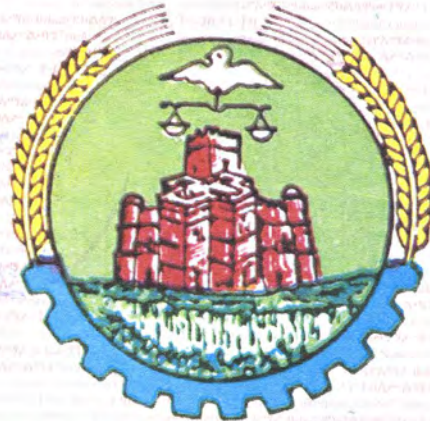
ቀረጽ ከፍላጎት

የተሽከርካሪው ዓይነት የመስክ ተሽከርካሪ
የተሰራበት ሀገር ጃፓን
የተሽ/ሞዴል HZJ76L-RKMNSV
የተሰራበት ዘመን 2013
የሻንሲ ቁጥር JTGE73JOD9010545
Chassis Number
የሞተር ቁጥር 1HZ0723200
Motor Number
የአካል-አይነት የሕዝብ
ቀለም
የነዳጅ ዓይነት ናፍታ
የሞተር የፈረስ-ልቦን 128
የተሽ/ጠቅ/ክብደት 0
ነጠላ ክብደት 0
የጭነት መጠን 8 ሰው
የሞተር ችሎታ /ሲ.ሲ./ 4164
የስለገንዘብ ቁጥር 6
የተፈቀደለት የስራ ሰዓት 4አገልግሎት
የአክሲዎ ብዛት(ፊት-ኋላ) 1 - 1

የህትመት ቀን 22/2/2007
የህትመት ስምና ፊርማ

የአማራ ብሔራዊ ክልላዊ መንግሥት
ትራንስፖርት ባለሥልጣን
የአማራ ብሔራዊ ክልላዊ መንግሥት
ትራንስፖርት ባለሥልጣን
የአማራ ብሔራዊ ክልላዊ መንግሥት
ትራንስፖርት ባለሥልጣን

የአማራ ብሔራዊ ክልላዊ መንግሥት
ትራንስፖርት ባለሥልጣን
THE AMHARA NATIONAL REGIONAL STATE
TRANSPORT AUTHORITY



የባለቤትነት ማረጋገጫ መታወቂያ
ownership Certificate

Serial No 09294

የመታወቂያ ቀን
Date

የመታወቂያ ቁጥር
Annual Sticker Number

የረገጠው ስምና ፊርማ
የረገጠው ስምና ፊርማ

የመታወቂያ ቀን
Date

የመታወቂያ ቁጥር
Annual Sticker Number

የረገጠው ስምና ፊርማ
የረገጠው ስምና ፊርማ

የመታወቂያ ቀን
Date

የመታወቂያ ቁጥር
Annual Sticker Number

የረገጠው ስምና ፊርማ
የረገጠው ስምና ፊርማ

የመታወቂያ ቀን
Date

የመታወቂያ ቁጥር
Annual Sticker Number

የረገጠው ስምና ፊርማ
የረገጠው ስምና ፊርማ

የመታወቂያ ቀን
Date

የመታወቂያ ቁጥር
Annual Sticker Number

የረገጠው ስምና ፊርማ
የረገጠው ስምና ፊርማ

የባለንብረት መረጃ

Owner Description



የአብዛኛው ገንዘብና አካላዊ ልማት ህግ
 ስም -
 ይታይ -
 ቤት -
 ክልል አማራ
 ከተማ ባ/ዳር
 ክ/ከተማ ባ/ዳር
 ቀበሌ -
 የቤት ቁጥር -
 ስልክ 058582209195
 የሰሌዳ ቁጥር አማ-04-05122
 የቀድሞ ስሌዳ ቁጥር -
 የህትመት ቀን 12/4/2008

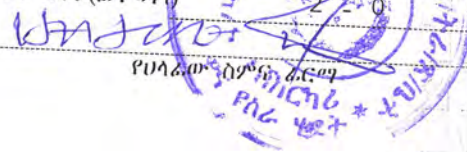


የተሽከርካሪው መረጃ

Vehicle Description

ቀረጥ ከፍላጎት

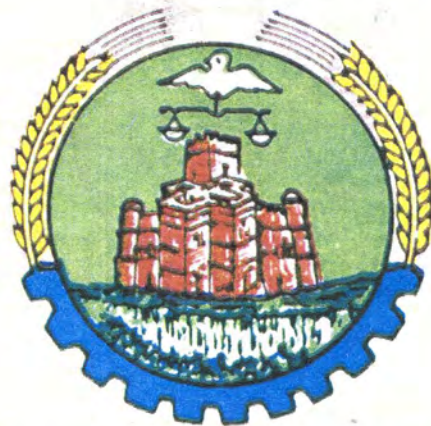
የተሽከርካሪው ዓይነት ድርብ ተግባር
 የተሰራበት ሀገር ጃፓን
 የተሽ/ሞዴል KUN25L-PRMDHN
 የተሰራበት ዘመን 2015
 የሻንሲ ቁጥር AHTFR22GX06104808
 Chassis Number
 የሞተር ቁጥር 2KD-A782669
 Motor Number
 የአካል-አይነት የሕዝብና የዕቃ
 ቀለም ነጭ
 የነዳጅ ዓይነት ናፍታ
 የሞተር የፈረስጉልበት 101
 የተሽ/ጠን/ክብደት 2790
 ነጠላ ክብደት 1800
 የጭነት መጠን 4 ሰው እና 6 ኩንታል
 የሞተር ችሎታ /ሲ.ሲ/ 2494
 የስለንደርብዛት 4
 የተፈቀደለት የስራ ዘመን ለትኩረት አገልግሎት
 የአክሲድ ብዛት(ፊት-ኋላ) 2-0
 የሀላፊው ስም/ስም ፊርማ



ዓመታዊ የተሽከርካሪ ምርመራ መረጃ
Annual Vehicle Inspection Information

ቀን Date	ዓመታዊ የተሰጠው ምልክት ቁጥር Annual Sticker Number	ያረጋገጠው ስምና ፊርማ
ቀን Date	ዓመታዊ የተሰጠው ምልክት ቁጥር Annual Sticker Number	ያረጋገጠው ስምና ፊርማ
ቀን Date	ዓመታዊ የተሰጠው ምልክት ቁጥር Annual Sticker Number	ያረጋገጠው ስምና ፊርማ
ቀን Date	ዓመታዊ የተሰጠው ምልክት ቁጥር Annual Sticker Number	ያረጋገጠው ስምና ፊርማ
ቀን Date	ዓመታዊ የተሰጠው ምልክት ቁጥር Annual Sticker Number	ያረጋገጠው ስምና ፊርማ
ቀን Date	ዓመታዊ የተሰጠው ምልክት ቁጥር Annual Sticker Number	ያረጋገጠው ስምና ፊርማ
ቀን Date	ዓመታዊ የተሰጠው ምልክት ቁጥር Annual Sticker Number	ያረጋገጠው ስምና ፊርማ

የአማራ ብሔራዊ ክልላዊ መንግሥት
ትራንስፖርት ባለሥልጣን
THE AMHARA NATIONAL REGIONAL STATE
TRANSPORT AUTHORITY



የባለቤትነት ማረጋገጫ መታወቂያ
ownership Certificate

Serial N^o 03240

የባለንብረት መረጃ

Owner Description



ስም አብነት የገንዘብ ባለቤት ስም (አገር ስም)
 የታተመበት ቀን
 ዜግነት
 ክልል አማራ
 ከተማ ባ/ዳር
 ክ/ከተማ ባ/ዳር
 ቀበሌ 03
 የቤት ቁጥር -
 ስልክ 0582200794

የሰሌዳ ቁጥር አማ-04-05171

የቀድሞ ስሌዳ ቁጥር -

የህትመት ቀን 5/1/2008



አብነት የገንዘብ ባለቤት ስም (አገር ስም)

የታተመበት ቀን

የተሽከርካሪው መረጃ

Vehicle Description

ቀረጥ ከፍጋል

የተሽከርካሪው ዓይነት ድርብ ተግባር
 የተሰራበት ሀገር ጃፓን
 የተሽ/ሞዴል KUN25L-PRMDHN
 የተሰራበት ዘመን 2014
 የሻንሰ ቁጥር AHTFR22G506098660
 Chassis Number
 የሞተር ቁጥር 2KD-A668821
 Motor Number
 የአካል-አይነት የሕዝብ የፅቃ
 ቀለም ናፍታ
 የነዳጅ ዓይነት ናፍታ
 የሞተር የፈረስ-ለብት 101
 የተሽ/ጠቅ/ክብደት 2790
 ንጠላ ክብደት 1800
 የጭነት መጠን 4 ሰው እና 7
 የሞተር ችሎታ ስ.ሰ. 2494
 የስለንደርብት 4
 የተፈቀደለት የስራ መደብ ሰነድ 4 አገልግሎት
 የአክሲዮን ቁጥር (ፈት-ፊት) 2-1-10
 የተሽከርካሪው ስም የወንጌል ስም
 የተሽከርካሪው ስም የወንጌል ስም
 Chassis Number
 የሞተር ቁጥር 2KD-A668821
 Motor Number
 የአካል-አይነት የሕዝብ የፅቃ

ANNEX 8. PERSONNEL OF AGROBIG PHASE I PSU

Long term personnel

Position	Name	Duration	BoFEC
Programme Director	Berhanu Ayichew	April 2013 -to date	x
Chief Technical Advisor	Håkan Sjöholm	Jan 2013 - Dec 2016	
Int. Financial Advisor	Pekka Jämsen	Jan 2013 - Dec 2016	
Int. Value Chain and CB Advisor, 50%	Johanna Hoogervorst	March 2013 - January 30, 2015	
Nat. Senior Capacity Building Advisor	Ayichew Kebede	Jan 2013 - June 2017	
Nat. Value Chain Advisor	Habtamu Tsegaye	Jan 2013- May 2015	
	Demelash Seifu	July 20, 2015 - Dec 2016	
Nat. Finance and Procurement Adv.	Kassaw Woldie	Nov 2013 - Dec 2016	
Nat. Monitoring and Evaluation Adv.	Asnakew Assefa	April 2014 - June 2015	
	Daniel Tsegaye	Oct 2015 - Dec 2016	
Nat. Woreda CB and Impl. Expert, Fogera	Kassahun Kebede	Jan 2013 - Dec 2016	
Nat. Woreda CB and Impl. Expert, Mecha	Yelbie Aneley	Jan 2013 - April 2015	
	Getachew Fentie	April 13, 2015 - Dec 2016	
Finnish JPO	Laura Kihlström	Nov 2013 - Sept 12, 2015	
	Anni Savikurki	Sept 2015 - June 2017	

Support Staff long-term

Position	Name	Duration	BoFEC
Accountant	Assefa Tilahun (Chief Accountant)	August 2016 - to date	x
	Genet Sewalem	Aug 2014 -to date	x
	Addis Birhane	October 2013 - June 2014	x
Cashier	Selam Tariku	June 2015 -to date	x
	Haimanot Belay	August 2014 - June 2015	x
	Achamyelesh Mengist	February 2014 - July 2014	x
Finance and Accounting	Alemtsehay Mekonnen	June 2014 – June 2017	
	Hidra Ali	Jan 2013 – May 2014	
Drivers	Abraham Tarekegn	October 2014 -June 2015	x
	Ferede Tamiru	September 2016 - May 2017	x
	Girma Alemayehu	August 2015 - January 2016	x
	Getnet Hone	May 2013 - spring 2017	
	Habtamu Merra	April 2014 - spring 2017	
	Minilik Aragaw	May 2013 - spring 2017	
	Wondwosen Melese	Dec 2013 - spring 2017	
	Woldetensay Kifle	April 2014 - spring 2017	
	Yibeltal Alemu	Dec 2013 - spring 2017	
Property and Store	Birhan Fekadu	Nov 2013 - June 2017	

Short-term consultants

2013	Title of Assignment	Duration	Name of Consultant
1	Monitoring and Evaluation	6 weeks	Dr. Roy Thompson
2	Technical Editor	4 weeks	Bo Tengnas
3	Gender Study	6 weeks	Lenesil Asfaw
4	Environmental Study	4 weeks	Gizachew Sisay
5	Seed Study	4 weeks	Dr. Yitbarek Simeane
6	Monitoring and Evaluation	6 weeks	Asnakew Assefa
7	Preparation of management manuals	8 weeks	Mekedes Digafe

2014	Title of Assignment	Duration	Name of Consultant
1	Baseline Survey	8 weeks	Dr. Roy Thompson
2	Value Chain Analysis, Rice	5 weeks	Paulos Desalegn
3	Value Chain Analysis, Maize	5 weeks	Endalkachew Yaregal
4	Handling, Transport and Storage, Potato and Onion	6 weeks	Francis Wario
5	Processing, Potato and Onion	6 weeks	Agaije Tesfaye
6	Provision of Business Development Services	8 weeks	Tesfaye Hailesellase
7	Provision of Business Development Services	8 weeks	Sitotaw Abay
8	Provision of Business Development Services	17 weeks	Biazin Atnafu
9	Provision of Business Development Services	17 weeks	Asaye Tessema

2015	Title of Assignment	Duration	Name of Consultant
1	Study on the Chips Producing women of Bahir Dar	8 weeks	Saba Yifredew
2	Gender balanced Family Financial Literacy Training	4 weeks	Yodit Tewabe
3	Community Warehouse Receipt System for Rice	11 weeks	Fekadu Tilahun
4	Construction Supervision	25 weeks	Aderajew Melke
5	Gender balanced Family Financial Literacy Training	4 weeks	Yetnayet Bezabih
6	Community Warehouse Receipt System for Rice	7 weeks	Fekadu Tilahun
7	Provision of Business Development Services	8 weeks	Birhan Abebe
8	Provision of Business Development Services	8 weeks	Sitotaw Abay
9	Provision of Business Development Services	8 weeks	Biazin Atnafu
10	Provision of Business Development Services	8 weeks	Asaye Tessema

2016	Title of Assignment	Duration	Name of Consultant
1	Update all 4 VC Analyses with a standard format	6 weeks	Paulos Desalegn
2	Follow-up, supervision and finalization of construction activities financed by the Programme	12 weeks	Aderajew Melke
3	Provision of support to the women producing chips in BD	7 weeks	Meron Worku
4	Assessing soil conditions for onion growing farmers in Koga	6 weeks	Tantigegn Kebede
5	Illustrations for the AgroBIG book	4 weeks	Yitagesu Mergia
6	Editing the AgroBIG book	9 weeks	Paul Mundy

Annex 9. Summary of funds transferred to the Implementing agencies against approved annual budgets, respective annual expenditures and remaining balance during 2013-2017.

No	Implementing Agency	2013		2014		2015		2016		2017/June 30,2017		Total Transferred	Total Disbursed	% Disbur sed	Remaining balance (committed)	Cash carried forward to Phase II
		Transferred	Disbursed	Transferred	Disbursed	Transferred	Disbursed	Transferred	Disbursed	Transferred	Disbursed					
1	Bureau of Agriculture	718 762,10	-	672 600,00	629 771,35	6 763 200,00	3 701 703,01	6 680 000,00	5 835 117,35	5 360 000,00	4 885 951,94	20 194 562,10	15 052 543,65	75 %	5 142 018,45	
2	Bureau of Trade	371 773,50	-	5 316 301,21	952 680,08	7 017 789,00	9 559 600,95	4 860 000,00	4 508 533,07	3 169 936,00	5 714 947,09	20 735 799,71	20 735 761,19	100 %	38,52	
3	Cooperative Promotion Agency	763 041,46	-	212 815,00	281 365,67	20 000,00	534 490,79	-	-	-	180 000,00	995 856,46	995 856,46	100 %		
4	Amhara Agricultural Research Institute	953 370,00	-	1 060 200,00	1 485 203,74	1 780 000,00	1 243 121,68	-	896 891,14	-	167 120,03	3 793 570,00	3 792 336,59	100 %	1 233,41	
5	Amhara Seed Enterprise	-	-	49 469,64	6 548,80	30 000,00	63 580,84	-	9 340,00	-	-	79 469,64	79 469,64	100 %		
6	Bureau of TV & ED	-	-	-	-	216 096,00	77 126,00	-	138 970,00	-	-	216 096,00	216 096,00	100 %		
7	Amhara Credit and Saving Institute	-	-	26 174 148,26	19 718 267,00	534 860,00	6 455 881,26	-	534 860,00	-	-	26 709 008,26	26 709 008,26	100 %		
8	Programme Support Unit	3 166 648,00	2 098 064,45	6 024 410,70	3 277 156,72	8 622 694,00	8 962 030,10	-	1 785 440,17	60 000,00	1 511 591,85	17 873 752,70	17 634 283,29	99 %		239 469,41
9	Mecha District	-	-	8 416 517,40	5 105 666,80	6 082 000,00	9 241 703,32	2 156 625,00	2 307 772,28	193 516,00	193 516,00	16 848 658,40	16 848 658,40	100 %		
10	Fogera District	-	-	8 587 517,00	3 665 390,41	6 162 500,00	7 470 411,40	6 735 030,80	7 608 504,70	3 383 561,00	4 241 817,87	24 868 608,80	22 986 124,38	92 %	1 882 484,42	
11	BOFEC															18 274,25
12	Bahir Dar University/IDRF	-	-	-	-	138 980,00	138 980,00	317 960,00	317 960,00	-	-	456 940,00	456 940,00	100 %		
13	Amhara Agricultural Research Institute/IDRF	-	-	-	-	354 950,00	354 950,00	-	-	-	-	354 950,00	354 950,00	100 %		
14	Debre Tabour University/IDRF	-	-	-	-	20 000,00	20 000,00	80 000,00	80 000,00	-	-	100 000,00	100 000,00	100 %		
15	Woreta TVTC/IDRF	-	-	-	-	20 000,00	20 000,00	62 000,00	62 000,00	-	-	82 000,00	82 000,00	100 %		
16	KOGA VEG AD PLC/IDRF	-	-	-	-	-	-	49 000,00	49 000,00	-	-	49 000,00	49 000,00	100 %		
17	Transport Authority/IDRF	-	-	-	-	1 981 504,00	1 981 504,00	-	-	-	-	1 981 504,00	1 981 504,00	100 %		
Total		5 973 595,06	2 098 064,45	56 513 979,21	35 122 050,57	39 744 573,00	49 825 083,35	20 940 615,80	24 134 388,71	12 167 013,00	16 894 944,78	135 339 776,07	128 074 531,86	95 %	7 025 774,80	257 743,66

Summary Note:

	Description	EUR	Birr	Birr
1	Total Received from MFA	5 315 045	131 882 481,62	
2	Total Received from Go't of Ethiopia		3 475 569	
3	Total		135 358 050,62	
4	Total Expenditure		128 074 531,86	
5	Remaining Balance		7 283 518,76	
6		Committed		7 025 774,80
7		Cash carried forward to Phase II		257 743,66

Transferred funds committed at the end of Agrobig Phase I (birr):		
Bureau of Agriculture		
Completing the upgrading of Bikolo Abay Training center	5 142 018,45	
Bureau of Trade - N/A		
	38,52	
Amhara Agricultural Research Center -- N/A, minor balance		
	1 233,41	
Fogera District: Allocation for a rice processing machine (WRS), procurement is under process by Amhara Public Procurement Agency		
	1 882 484,42	
TOTAL committed	7 025 774,80	

Annex 10 **BANK ACCOUNT INFORMATION OF IMPLEMENTING AGENCIES RECEIVING FUNDS FROM AGROBIG**

SN	Name of Partner Agency	Bank Account Detail	Name of Bank	Swift Code
1	ANRS, Bureau of Finance and Economic Development	ABKM Finance & Economic Development Bureau Agro-BIG Amhara Programme. A/C. 1000040647687.	Commercial Bank of Ethiopia Bahir Dar Branch.	CBETETAA
2	Agro-BIG Programme Support Unit	Agro-BIG Amhara Programme Support Unit. A/. 1000040647574	Commercial Bank of Ethiopia Bahir Dar Branch.	CBETETAA
3	ANRS, Bureau of Agriculture	Agro-BIG Support- Bureau of Agriculture A/C. 1000059824598.	Commercial Bank of Ethiopia Bahir Dar Branch.	CBETETAA
4	ANRS, Bureau of Trade and Transport	Agro-BIG Support- Bureau of Trade & Transport. A/C. 1000059824507	Commercial Bank of Ethiopia Bahir Dar Branch.	CBETETAA
5	ANRS, Cooperative Promotion Agency	Agro-BIG Support- Cooperative Promotion Agency. A/C. 1000059822067.	Commercial Bank of Ethiopia Bahir Dar Branch.	CBETETAA
6(a)	Amhara Agricultural Research Institute	Agro-BIG Support- Amhara Agricultural Research Institute. A/C. 1000061165065.	Commercial Bank of Ethiopia Bahir Dar Branch.	CBETETAA
(b)	Amhara Agriculture Research Institute IDRF fund	AgroBIG Program A/C 1000107236337	Commercial Bank of Ethiopia Bahir Dar Branch.	CBETETAA
7	Amhara Seed Enterprise	Agro-BIG Support – Amhara region Seed Enterprise. A/C. 1000073073611.	Commercial Bank of Ethiopia Bahir Dar Branch.	CBETETAA
8	Fogera Woreda Finance and Economic Development Office.	Agro-BIG Programme – Fogera Woreda. A/c. 1000070109844.	Commercial Bank of Ethiopia Woreta Branch.	CBETETAA
9	Mecha Woreda Finance and Economic Development Office.	Agro-BIG programme –Mecha Woreda. A/C. 1000070407586.	Commercial Bank of Ethiopia Merawi Branch.	CBETETAA
10	ACSI main Account at Commercial Bank of Ethiopia	ACSI Head Office A/C 1000013064807	Commercial Bank of Ethiopia Bahir Dar Branch.	CBETETAA
	• VCF account at ACSI Micro Bank	Value Chain Fund A/C 380000013	ACSI Bahir Dar Higher Micro Finance office	
	• MGF account at ACSI Micro Bank	Matching Grant Fund A/C 380000014	ACSI Bahir Dar Higher Micro Finance office	
	• Loan Fund account at ACSI Micro Bank	Revolving Loan Fund A/C 380000017	ACSI Bahir Dar Higher Micro Finance office	

SN	Name of Partner Agency	Bank Account Detail	Name of Bank	Swift Code
	<ul style="list-style-type: none"> Training & Research Activity account at ACSI Micro bank 	ACSI Training & Research Fund A/C 380000018	ACSI Bahir Dar Higher Micro Finance office	
11	Transport Authority IDRF Fund	Transport Authority Agro-BIG IDRF Fund A/C. 1000102309042	Commercial Bank of Ethiopia Bahir Dar Branch.	CBETETAA
12 (a)	Bahir Dar University IDRF Fund	Bahir Dar University AgroBIG- IDRF Fund A/c 1000109250318	Commercial Bank of Ethiopia Bahir Dar Branch.	CBETETAA
(b)	Bahir Dar University <ul style="list-style-type: none"> Matching Grant Fund 	Bahir Dar University AgroBIG Matching Grant Fund for Potato factory A/c 1000109250318	Commercial Bank of Ethiopia	CBETETAA
13	Bureau of Technical Vocational & Enterprise Development	Bureau of Technical Vocational & Enterprise Development AgroBIG Support to BOTVED A/c 1000126849811	Commercial Bank of Ethiopia Bahir Dar Branch	CBETETAA
14	Woreta Technical Vocational Training College-AgroBIG IDRF Fund	Woreta Technical Vocational Training College-AgroBIG IDRF Fund A/c 1000140758527	Commercial Bank of Ethiopia WORETA Branch	CBETETAA
15	Debre Tabor University IDRF Fund	Debre Tabor University AgroBIG A/C 1000140197622	Commercial Bank of Ethiopia Debre Tabor Branch	CBETETAA