

# COMMERCIAL HORTICULTURE AND AGRICULTURAL MARKETING PROGRAM (CHAMP)

## 2018 Annual Report



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# COMMERCIAL HORTICULTURE AND AGRICULTURAL MARKETING PROGRAM (CHAMP)

## Annual Report 2018

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This report is intended to provide USAID and other stakeholders with an annual progress report on the Commercial Horticulture and Agricultural Marketing Program (CHAMP). Produced to meet the requirements of the CHAMP Cooperative Agreement, the report lists achieved results and describes the context of operations, implementation processes, and program and environmental changes during the course of 2018. The reporting period is January 1 through December 31, 2018 in keeping with the USAID-approved 2018 CHAMP Work Plan.

The documents used in developing this report include all CHAMP quarterly progress reports, as well as supplementary project documents (surveys, trackers, etc.). These documents are available upon request from Roots of Peace Headquarters in San Rafael, California or on the CHAMP website: CHAMP.af.

The views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development (USAID) or the United States Government.

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# Abbreviations

ACAA	Afghanistan Civil Aviation Authority
ACCI	Afghanistan Chamber of Commerce and Industries
ACD	Afghanistan Customs Department
ADF	Agriculture Development Fund
B2B	Business-to-business
CHAMP	Commercial Horticulture and Agriculture Marketing Program
CSO	Central Statistics Office
DAIL	Directorate of Agriculture, Irrigation and Livestock
EOI	Expression of Interest
FFS	Farmer Field School
FSSAI	Food Safety and Standards Authority of India
GIRoA	Government of the Islamic Republic of Afghanistan
HACCP	Hazard Analysis and Critical Control Points
IITF	India International Trade Fair
LN	Local national
M&E	Monitoring and Evaluation
MAIL	Ministry of Agriculture, Irrigation and Livestock
MIS	Management Information System
MOIC	Ministry of Industry and Commerce
MOU	Memorandum of Understanding
MT	Metric ton
NHLP	National Horticulture and Livestock Program
P2P	Passage to Prosperity
PSD	Public Sector Directorate
RADP-E	Regional Agriculture Development Program-East
RADP-N	Regional Agriculture Development Program-North
RADP-S	Regional Agriculture Development Program-South
RFA	Request for Application
ROP	Roots of Peace
UAE	United Arab Emirates
USAID	United States Agency for International Development
USD	U.S. Dollars

# RESULTS AT A GLANCE

2010 – 2018



*Herat figs and mulberries are shown being loaded for shipment to the UAE.*

**115,326 farmers** trained in improved agricultural techniques, including **4,181 women**

**40,600 households** benefitted from a value chain approach ranging from establishing orchards to exporting high quality produce

**2.85 million saplings** and rooted cuttings planted, benefitting **19,500 farmers**

More than **600 hectares** of traditional vineyards converted to trellising benefiting **2,900 grape producers**

More than **12,000 farmers** trained at Farmer Field Schools

**108,000 tons** of produce valued at more than **\$187 million** exported to international markets

More than **9,300 full-time jobs** created in agribusiness

More than **230 cool rooms (root cellars) and raisin drying facilities** constructed



*An Afghan exporter discusses his dried fruits with Indian buyers at the Indian Trade Mission in New Delhi.*

# EXECUTIVE SUMMARY

*“As a result of our participation in Gulfood, we signed the largest contract our company has ever received to export Kandahar pomegranates.”*

*Mahmood  
Owner*

*Afghan Red Pomegranate*

*“The collaboration of CHAMP and USAID with ACCI in overseas trade events will benefit Afghan exporters and lead to greater future events.”*

*Khan Jan Alokozay  
First Deputy Chairman  
Afghanistan Chamber of  
Commerce and Industries*

CHAMP began in February 2010 and was extended three times, in June 2012, December 2014 and October 2016. In 2018, its ninth year of implementation, CHAMP's work continued in line with the 2017 extension from a regional focus to a nationwide program embracing a wider variety of products. Emphasis was placed on export marketing activities in an effort to sustainably commercialize high-value crops such as fresh fruits, vegetables, saffron, processed juices, dried fruit and nuts.

Under the Supply Chain Improvement component, CHAMP activities brought about improvements to **freight and logistics facilitation**, with the creation of an Export Readiness Guide and activities that linked Afghan agribusinesses with international freight forwarders, particularly in India and the burgeoning Central Asian market. CHAMP also finalized its first agreements with Afghan agribusinesses to establish cold storage facilities under the **small grants program**. CHAMP also began work toward the creation of an airport cold storage facility at Hamid Karzai International Airport which will enable exporters to ship more perishable commodities via air freight.

**Domestic packaging** in Afghanistan has long been a challenge for Afghan exporters, most of whom obtain their packaging materials from Pakistan or India. In 2018, CHAMP began a large-scale intervention in the Afghan packaging sector. This took the form of workshops, direct assistance for CHAMP packaging grantees, a roundtable for exporters and information that will feed directly into next year's packaging grants.

To increase the quality of Afghan exports, CHAMP rebooted its **Farmer Field School (FFS)** program to boost the production quality of more than 1,500 farmers in Kandahar Province. With a growing number of countries requiring **food safety certification** for its agricultural imports, CHAMP organized trainings in key production areas to introduce farmers to HACCP, ISO 22000 and other food safety standards. CHAMP also helped two Afghan exporters begin the process of receiving internationally recognized certification, thereby increasing their ability to sell products overseas.

With the rise in demand for organic food products, CHAMP conducted three **organic market surveys** on India, Kazakhstan, and the UAE, providing an essential overview of the organic market in those countries as well as recommendations for introducing Afghan products into their markets. With a nod toward the growing demand for **Red Globe grapes** in overseas markets, CHAMP began an incentive program that will help Afghan farmers plant new Red Globe vineyards

or convert existing vineyards to this high-value product.

Under the Export Market Development component, 2018 saw a dramatic increase in international **trade show participation** and marketing activities aimed at putting Afghanistan's finest agricultural products on overseas supermarket shelves. CHAMP organized trade shows in the UAE (Gulfood), India (Indian Trade Mission and Passage to Prosperity) and Almaty (WorldFood Kazakhstan) that resulted in contracts/deals for 37,000 metric tons (MT) of fresh/dried fruits, spices, nuts, vegetables, saffron and processed juices valued at \$153 million. In addition, in 2018, CHAMP also facilitated over 800 Business-to-Business meetings and assisted its Afghan Business clients to sign roughly 156 Memorandum of Understanding (MOU) documents detailing agreement to purchase various horticultural products from Afghanistan. CHAMP also created **in-store marketing programs** that promoted fresh Afghan products in large Indian supermarket chains. These expanded export marketing activities led to greater sales of high-value products valued at approximately \$87 million, which is roughly a 98% increase over (nearly double) \$44 million from previous year's **export facilitation**.



*Dignitaries are shown at the ribbon-cutting for the CHAMP Almaty Trade Office.*

CHAMP's international **trade offices** continued to provide valuable linkages and commercial services to Afghan exporters. In 2018, CHAMP's Almaty Trade Office began operation, resulting in the first known shipments of vegetables into this important Central Asian market hub. In total, the trade office facilitated the import of more than 20 MT of fresh fruits and vegetables into Kazakhstan. In India, trade office representatives were vital in bringing deals signed at Indian trade events to fruition, as well as collecting important market price information for exporters. In total, CHAMP worked with 75 Afghan agribusinesses in exporting **26,369 MT** of horticultural products to markets in Asia, Europe, the Middle East and North America.

Recognizing that exporters need sufficient **trade credit** to operate, CHAMP collaborated with the Agriculture Development Fund (ADF) to facilitate loans worth \$2.7 million for 14 Afghan exporters. CHAMP also created **business skills** trainings to help more than 100 exporters better manage their finances, communications, promotions and marketing.

**Expanding the Central Asian market** was an important focus for CHAMP in 2018. The Almaty Trade Office played a key role in introducing Afghan products in the region. **Trade Corridor Reports** focusing on Kazakhstan, Uzbekistan, Turkmenistan and Tajikistan provided important strategic information on moving goods in the region. **Trade incentives** reduced the risk for Afghan exporters entering the Central Asian market for the first time. CHAMP also finalized 11 in-kind **grants** valued at more than \$1.4 million to assist ten exporters in expanding their international reach.

Under the third component, Gender Integration, CHAMP continued to emphasize the role of women in its program activities. Women-owned businesses were targeted as clients for business training as well as export expansion assistance. In fact, in 2018, women exhibitors successfully signed deals valued at \$3.6 million. Women-owned



*Participants are shown at an industry roundtable convened by CHAMP at the Baron Office*





Women agribusiness representatives are shown at a training in business skills development in Nangarhar.

businesses were also targeted for CHAMP's in-kind **grants program**, with three agribusinesses pursuing grants related to packaging and processing. Women were also included in basic food safety, food quality and post-harvest handling **trainings** to help them penetrate demanding overseas markets. Nearly 150 female producers, processors, traders and association members from eight provinces participated.

Women exporters played an important role in CHAMP-organized **trade shows**. These events helped 18 women-owned firms sign lucrative contracts with international buyers and form lasting linkages that will create sustainable growth.

Women also received food processing training aimed at helping them develop business activities in jam/jelly, pickle and ketchup production to enable them to compete with imports from Pakistan and Iran that satisfy over 90% of domestic demand for jam/jellies, ketchup etc.

**Business skills** training helped women business owners manage their books and market their businesses, with 40 women completing the trainings.

With more work envisioned for women under CHAMP in 2019, the program conducted a **needs assessment** for women-owned firms to identify processing challenges for future intervention. CHAMP's gender team also participated in a Women Entrepreneurs' Summit to introduce new potential clients to its program activities.

Overall, the program **exceeded most of its program targets**. Program spending fell below the 2018 budget, totaling only 64% of the \$13.4 million budget allocation for the year. Total life-of-program spending (2010 through 2018) was \$59.1 million, or 83% of the approximately \$71.2 million budgeted for the period.

## CHAMP SNAPSHOT

### Women Grow Their Businesses at Kabul AgFair

*More Afghan women are stepping into the agricultural export market and improving their businesses thanks to CHAMP. One way CHAMP does this is by helping them attend international food exhibitions, as well as exhibitions right at home.*

*At the Kabul Ag-Fair, CHAMP supported seven women-owned export companies by paying a portion of their booth costs. It allowed the businesswomen to showcase their dried fruits, jams and other products for buyers from around the region. Kubra Alifahi, Vice President of Seyar Rangina Co., sold potato chips valued at more than 25,000 Afs at the exhibition. She also made many valuable business contacts, which she plans to leverage into future sales.*



Shabana Azimi of Shabana Trading Co. is shown with her company's jams and jellies.

# PROGRAM BACKGROUND

Afghanistan's economy is derived almost exclusively from agriculture. While 94% of the country's land is too mountainous, arid/or remote to sustain farming, more than 80% of Afghan people derive their primary source of income from farming, livestock production or both.<sup>1</sup>

In the 1960s and 1970s, Afghan agriculture thrived, with farmers producing abundant fruits, vegetables and cereal crops for the country's people. Exports of pomegranates, raisins, apricots, and dried fruits were known the world over. From its strategic location along the famous Silk Road, Afghanistan exported more than 60 percent of its agricultural products to lucrative markets in South Asia, the Middle East, Europe and the former Soviet Union.

Three decades of war, however, left Afghanistan's farming infrastructure in ruins. Farm families were scattered, export linkages were broken and centuries of valuable farm knowledge was lost. Afghan produce exports were halted and the once formidable agricultural producer became dependent on aid and foreign imports to sustain its population.

Rebuilding Afghan agriculture has thus been a central component of USAID's \$15 billion investment in Afghanistan since 2002. USAID's agriculture program is focused on improving food security, increasing agricultural productivity and rural employment, and improving family incomes and well-being. Improved job opportunities and incomes also reduce pressures on the poor to grow opium poppy, an important tangential outcome in a country that produces 92% of the world's opium.

The Commercial Horticulture and Agricultural Marketing Program (CHAMP) was conceived to achieve USAID's objectives of boosting agricultural productivity and food security, providing market opportunities, and decreasing the country's poppy production. Since 2010, CHAMP has worked to reduce poverty among rural Afghan farmers by helping them shift from relatively low-value subsistence crops, such as wheat and corn, to high-value perennial crops such as fruits and vegetables. CHAMP has worked in half of the provinces of Afghanistan, providing training in best agricultural practices, building storage facilities such as cool rooms and raisin drying facilities, and helping grape farmers convert from traditional ground-based vineyards to higher output trellis systems. The program is implemented by Roots of Peace.

Under the current modification of the Cooperative Agreement, CHAMP is scheduled to operate until December 31, 2019. The

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***“The purpose of USAID’s agriculture program is to improve food security, increase agricultural productivity and rural employment, and improve family incomes and well-being. Improved job opportunities and incomes also reduce pressures on the poor to grow opium poppy.”***

**USAID/Afghanistan<sup>2</sup>**

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<sup>1</sup> Source: Blanchard, C. M. (2009). *Afghanistan: Narcotics and us policy*. DIANE Publishing.

<sup>2</sup> Source: USAID/Afghanistan. Retrieved January 22, 2017 from: <http://www.usaid.gov/afghanistan/our-work>

objective of the most recent extension, which added three years and \$16 million to the project budget, was to shift project efforts more toward downstream market activities through supply chain improvement, export market development and gender integration. CHAMP has broadened its activities to encompass all Afghan provinces (with greater emphasis placed on those with high commercial agricultural production, as shown on the map below), expand its support to more crops and reach into new markets in Central Asia.

**Fig. 1 – CHAMP Area of Operations**



CHAMP activities fall under three components:

### **1. Supply Chain Improvement**

- 1.1 Freight and logistics facilitation
- 1.2 Packing house, cold storage facility and processing.
- 1.3 Cold storage facility at airport.
- 1.4 improving capacity of domestic packaging.
- 1.5 Developing marketing guides for high value crops.
- 1.6 Quality improvement for the market.
- 1.7 Food safety and organic certification capacity building.
- 1.8 Promotion of new grape varieties.

### **2. Export Market Development**

- 2.1 Trade office support (India, UAE, Kazakhstan).
- 2.2 Support to traders/exporters.
- 2.3 Participating/organizing international trade shows and commercial missions.
- 2.4 Agricultural Export Knowledge Management Unit.
- 2.5 Food safety and quality certification.
- 2.6 Harvest and post-harvesting handling of high value crops.
- 2.7 Facilitating trade credit.

- 2.8 Business skills training for traders.
- 2.9 Expanding export market to Central Asia.
- 2.10 Overcoming export impediments.
- 2.11 Support to Kandahar agribusinesses.

### 3. Gender Integration

- 3.1 Access to grant facilitation.
- 3.2 Basic food safety, food quality and post-harvest handling training.
- 3.3. Business management and technical skills development.
- 3.4. Facilitate participation of women businesses at domestic and international trade shows.

In December 2017, the CHAMP Cooperative Agreement received its 22<sup>nd</sup> modification. This increased the total project by \$9,998,406 to \$71,292,850 and expanded the project's efforts in Kandahar, with an emphasis on increased harvest quality, improved cold stores, introduction of new grape varieties, expanded exports to Central Asia and continued efforts to overcome impediments to exports.

## CHAMP SNAPSHOT

### *CHAMP Opens Doors to New Indian Markets*

*Abdul Assif, a Bangalore buyer (left), is shown at the Passage to Prosperity trade show in September signing a contract with Shafiq Zaidan (Zaidan) for Afghan pomegranates and apples valued at \$1.9 million.*

*This was a trial shipment, with larger volumes expected next year, bound for markets in Bangalore and Chennai.*

*"Most Afghan products are organic, and that means everything to Indian buyers," Assif said. " Afghan fruits come into season just when ours are finished, so Afghanistan is the perfect match for India."*



*Assif and Zaidan are shown signing a contract for pomegranates while Roots of Peace CEO Heidi Kuhn and MAIL Minister Nassir Durrani look on.*



*CHAMP worked to promote retail-ready packaging among its exporters, who placed their products on supermarket shelves around the world.*

# I. SUPPLY CHAIN IMPROVEMENT

Afghanistan produces high quality fruits and vegetables that are prized in international markets. However, export expansion can only take place with a functioning supply chain delivering these products to international markets. CHAMP collaborates with other donor projects, the Government of the Islamic Republic of Afghanistan (GIROA) and Afghan traders to improve food processing, packaging, cold storage, logistics and transportation.

## ***1.1 Freight and logistics facilitation***

To export effectively, Afghan agribusinesses need experienced intermediaries to move products overseas, handle customs paperwork and clear the items at the final destination. With linkages lacking between exporters and freight forwarders, in 2018 CHAMP took action to bridge the gap and enhance supply chain effectiveness.

To connect exporters and freight forwarders, a transportation module was added to the Horticulture Management Information System (see section 2.4). The module describes the services and competencies of each company, enabling exporters to identify the most suitable freight forwarders. Contact details for 30 international freight forwarders based in Afghanistan were made available on the site.

In 2018, CHAMP also developed an Export Readiness Guide. Available in English and Dari, the guide serves as a practical reference for exporters. The contents include domestic and cross-border shipment costs for 10 origin-destination pairs across Afghanistan. The guide will be released in early 2019.

In addition, to provide better guidance and support Afghan exporters, CHAMP developed four trade corridor targeting pathways to expand into particularly the Central Asian markets.

CHAMP facilitated meetings between freight forwarders and exporters. In June, CHAMP organized an event brief for 45 Afghan agribusinesses participating in the Indian Trade Mission at New Delhi. Held at the offices of the Afghanistan Chamber of Commerce and Industries (ACCI), CHAMP introduced three international freight forwarders to the exporters. The representatives of these companies described their services and answered enquiries about sample shipping and other logistics matters.

At the Central Asia Trade Forum in October (see section 2.3), CHAMP arranged a meeting with Turkiston Co., an Uzbek logistics company that offers refrigerated storage, shipment and bonded warehousing space. CHAMP visited their office and warehouse and shared the information with Afghan exporters through the HMIS.

### ***1.2 Packing house, cold storage facility and processing.***

The lack of suitable pack houses and cold storage facilities in Afghanistan is a major constraint for the export of quality fruit to international destinations. In recent years, CHAMP has identified many promising international markets for Afghan traders that can help them expand their export base and earn sufficient profit. But these markets require consistent supply and advanced processing methods that can pose a significant challenge for Afghan exporters, given their lack of cold storages and packing facilities, especially those that are based near production areas. This deficiency prevents Afghan traders from being able to supply product consistently and according to the demands and requirements of international markets.

#### ***Grants***

Early in the year, CHAMP announced Requests for Applications (RFA) for establishing cold storage facilities under a cost-sharing mechanism. CHAMP identified potential agribusinesses interested in investing in standard packing houses and cold storage facilities in order to improve their exports and reach to high value markets with improved and consistent supply.

By the end of 2018, CHAMP had finalized agreements with four Afghan agribusinesses for the creation of cold storage facilities in Kandahar, Kabul, Herat and Balkh provinces. The grants had been approved by USAID and were in various stages of equipment procurement. Another four applications for cold storage facilities in Balkh, Kabul and Nangarhar provinces were in process at the end of the calendar year. CHAMP's financial contribution to the approved cold storage grants totaled \$598,000. The status of the grants is shown in Annex 1.

#### ***India Cold Chain Show***

CHAMP staff attended the India Cold Chain Show, held at the Bombay Exhibition Center in Mumbai, in December. This is an annual B2B show catering to India's cold chain industry (including cold storage infrastructure, refrigeration, reefer transport, temperature controlling, IT solutions and data storage solutions). The show provided a platform to meet and interact with both Indian and international manufacturers, suppliers, distributors, consultants and other industry players. Approximately half of the exhibitors represented cold chain components (such as monitoring systems, compressors, doors, PUF panels, humidifiers, sealants and air conditioning) rather than providers of full cold chain systems. Nevertheless, CHAMP was able to identify eight companies that would be able to offer comprehensive cold chain solutions for grant awardees seeking cold chain solutions.

Of potential interest to Afghan exporters of fresh fruit, CHAMP identified suppliers of small-scale over-pallet controlled atmosphere solutions, cool boxes, single and multiple use temperature and location trackers, modular cold rooms, biogas cold storage plants, pallet insulators and suppliers of plastic films, sachets, paper, curtains and cassettes used to absorb ethylene, thereby mitigating the effects

of ethylene gas. These solutions will be shared among CHAMP clients and potentially tried during the final year of the project. One potential cold storage consultant was contacted and showed interest in traveling to Afghanistan and supporting CHAMP's cold storage activities.

### **1.3 Cold storage facility at airport.**

Fresh fruits and vegetables are perishable commodities and must remain properly chilled during transit to international markets. Cold storage facilities are needed at airports, inside and outside of the customs clearance zone, to temporarily store agricultural exports while they are queued for transport. Currently there is only temporary reefer containers outside the custom clearance zone (in the parking lot) serving as cold storage, and nothing inside the customs area where the fruit would be stored prior to on-loading.

In 2018, CHAMP coordinated with the Afghanistan Civil Aviation Authority (ACAA) and the Afghanistan Customs Department (ACD) to establish a 60 MT capacity cold storage facility at Hamid Karzai International Airport. CHAMP solicited RFQs through open solicitation, but implementation was briefly postponed at the request of USAID. Formal approval to move forward with the project is expected in early 2019, at which time CHAMP will work with the vendor, ACAA and ACD to select the exact location and begin installation of the facility in time for supporting the first harvest of 2019 in early spring.

### **1.4 Improving capacity of domestic packaging**

Post-harvest losses of fresh fruits and vegetables in Afghanistan are high, ranging from 25-30%. One of the reasons is poor packaging and handling from farm to markets. Good packaging is important to properly protect the product during handling and transportation to reach the buyer in an acceptable condition. The type and quality of packaging varies with the type of crop and targeted market.

Owing to the low quality of cardboard packaging manufactured in Afghanistan, most exporters of fresh fruit, dried fruit and nuts currently obtain their packaging from Pakistan or India. Late in 2018, CHAMP brought in an outside consultant to assess the Afghan packaging sector, speak with exporters about their concerns, inspect domestically manufactured and imported cartons used by exporters, visit the carton manufacturers to review their production processes and make recommendations on quality improvement.

The consultant visited Kabul Packages Company (KPC), a CHAMP grantee, to review the processes in the production line and assess the need for additional production equipment requested under their grant. The consultant identified software that could be used for package design and ways that KPC's production software could be customized for better operation. The consultant also corrected a misalignment that was detected on the corrugation line and identified a need for water-resistant adhesive (which will provide additional protection to cartons in high humidity/moisture environments). Despite these issues, the consultant confirmed that the company had good quality equipment and was using high quality Kraft and liner paper.



*CHAMP's packaging consultant examines domestically produced cardboard packaging.*



To determine whether the issues faced by KPC were unique, the consultant visited another major carton manufacturer, Baheer Packaging. Similar problems were discovered with regard to the lack of water-resistant adhesive and incorrect settings on the corrugator line. Both companies welcomed the consultant's visits and expressed their desire for further technical training and quality improvement recommendations. Both companies expressed the need to develop an industry standard for packaging. The consultant's final report will provide further guidance on steps that CHAMP may be able to take to assist these two companies and others.

The consultant led an industry roundtable for representatives from four Afghan agribusinesses to further assess the domestic packaging industry. The companies brought samples of their packaging (domestic and imported) for inspection. All four companies expressed concerns over domestic packaging (inconsistent quality, limited moisture resistance, inconsistent pricing, long turnaround time and low print quality). The companies also cited handling challenges during the inspection process at Hamid Karzai International Airport. The consultant took samples of the domestic and imported boxes back to the U.S. for quality testing.

The consultant also held a packaging workshop for 20 CHAMP personnel. Attendees learned how raw materials, carton design and manufacturing processes all affect carton quality, what standards are used in the industry, and how to properly assess box strength and quality.

### **1.5 Developing marketing guides for high value crops.**

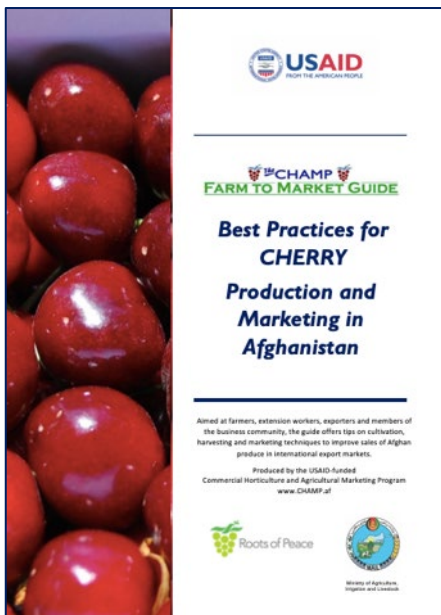
CHAMP's Farm to Market Guides provide comprehensive information on cultivation, harvesting, post-harvest handling and marketing of fresh and dried fruits and nuts in Afghanistan to government extension agents, CHAMP trainers, other implementing partners, as well as exporters and investors interested in investing in the sector.

A total of six guides have been created for cherries, pomegranates, grapes, apricots, apples and almonds. In 2018, creation of new guides was contingent on drafting of a High Value Horticultural Crop Assessment. Following delays in the finalization of this report, creation of new guides was subsequently delayed. Two new Farm to Market Guides (covering pistachios and saffron) were initiated in 2018 and are slated for completion in 2019.

### **1.6 Quality improvement for the market**

CHAMP assists farmers in producing higher quality produce, generate higher volumes and higher income. As a result, Afghan farmers and traders can properly apply post-harvest handling methods (i.e., cleaning, sorting/grading, packaging and storing their product) for international and domestic buyers. The program helps producers become more competitive in the international marketplace.

CHAMP uses Farmer Field Schools (FFS) to support the exchange of knowledge between farmers and CHAMP support staff. FFS members learn new agricultural practices such as orchard management, trellising and trellis management, use of modern agricultural practices;



they receive modern agricultural inputs such as pruning shears, saw, sprayers, harvesting bags to avoid losses during harvest and share experiences to find solutions to agricultural challenges. In an FFS, one person is selected as a lead farmer who arranges classes for a group of 10 to 15 people from his or her village. The ultimate aim of the FFS is to improve farmers' knowledge base and decision-making abilities so they can build up sustainable agricultural systems and enhance food security in their families and communities.

In 2018, CHAMP established 80 FFS groups comprising 1,590 members in five districts of Kandahar Province. CHAMP will continue to work with other producer groups through its FFS program in keeping with crop calendar.

### **1.7 Food safety and organic certification capacity building**

Food safety and organic certification are two important criteria for improving agricultural exports to overseas markets. In 2018, CHAMP undertook the following activities to help exporters improve the safety of their products and obtain organic or other market required certifications.

#### **Certification**

CHAMP organized trainings in target regions to enhance the capacity of lead farmers and exporters on food safety, HACCP and other certifications to encourage the exporters to invest in food safety certification and thereby increase their overseas exports. In 2018, CHAMP trained 634 lead farmers, exporters and relevant stakeholders on food safety and certification topics.

#### **Training**

CHAMP's Herat team arranged a training for local exporters on how to obtain ISO certification. The session was held at the Herat DAIL office. A total of 19 representatives (15 male, 4 female) from companies working in saffron and dried fruits, as well as five DAIL staff members, participated.

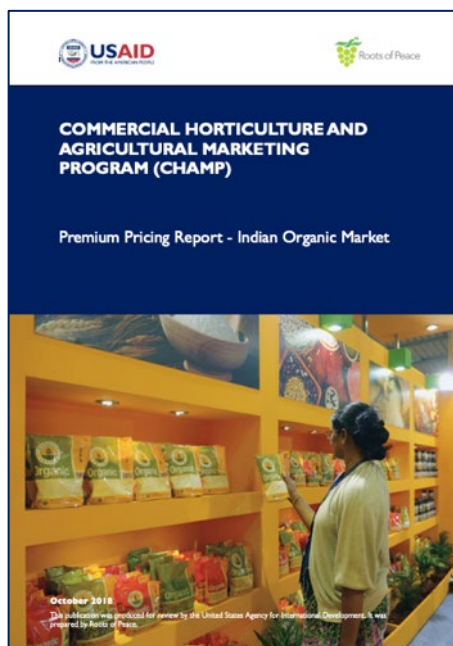
Topics included:

- How to obtain ISO certification
- Standards required for obtaining ISO 3632 on Saffron Quality
- Standards required for obtaining ISO 9001 quality management,
- Information on IFOAM (International Federation of Organic Agriculture Movements), ISO 22000 and Hazard Analysis and Critical Control Points (HACCP) principles

Food safety and certification was included as part of a training given to Kabul exporters in May. A total of 23 participants from 15 firms participated in the event. CHAMP's marketing team shared information on processing, packing, packaging and export requirements, showing product samples preferred by international markets. The participants also learned about the government resources available for assisting with their exports, including the Ministry of Industry and Commerce (MOIC), ACCI and the Afghan Customs Dept.



*Afghan traders participate in an information session on ISO certification.*



## Organic Market Reports

CHAMP conducted three assessments on the market demand for premium organic products and marketing certifications in two target markets: India, Kazakhstan and the UAE. The studies assessed the difference in the sales of regular vs organic produce in both the retail and wholesale markets, identified suppliers of organic products (wholesale, retail chains and online distributors), analyzed the requirements and regulations for the import of organic products into these countries (primarily Dubai, Almaty and Delhi). The India and Dubai reports concluded with recommendations on a strategic approach for introducing Afghan organic fresh/dried fruits, vegetables, spices, and other agricultural products into these markets. The Almaty report is expected for finalization in 2019.

### 1.8 Promotion of new grape varieties

Afghanistan currently produces green and red seeded grapes as its primary export varieties. In 2018, CHAMP worked to expand the cultivation of market-oriented grape varieties that are in high demand in international markets, specifically Red Globe, an extra-large seedless variety. CHAMP offered incentives for farmers to plant new or convert existing non-commercial grape vineyards to Red Globe on trellises. These incentives included trellising existing vineyards in grape producing districts to improve yield and quality for export market, and distribution of Red Globe saplings. These activities are focused on increasing the number of high-value grape exports without replacing existing grape export varieties.

Activities began late in the year, in accordance with the crop calendar, and consisted mainly of identifying and registering farmers for interventions to begin in early 2019. CHAMP selected 77 farmers to establish new varieties in Kabul and Kandahar. These new vineyards will serve as pilots to attract nearby farmers to the higher value varieties. The farmers will receive technical assistance to the target farmer on land preparation, vineyard layout, plantation, fertilizer application, IPM and training. An additional 149 farmers will receive trellising of existing vineyards. See Annex 2.



## 2. EXPORT MARKET DEVELOPMENT

CHAMP works to create a strong link between Afghan traders and Afghan producers to place products into well-paying international markets. The progress made vis-à-vis commercial integration of Afghan exporters into strong markets, particularly in India, UAE and now Kazakhstan, illustrates the promise of Afghan products in the regional marketplace. To capture this momentum and further enable the strengthening and success of Afghan Processors and exporters, CHAMP bundles technical implementation with partner capacity building, resulting in a stronger foundation for exports.

The sharp increase in demand for Afghan horticultural products over the years has spurred many Afghan agribusinesses to engage in exporting beyond cross-border markets. But many exporters lack the required tools, skills, and understanding to successfully navigate the process to export. In addition to consistent quality improvement, suppliers must be able to manage and grow a range of business relationships. Until not so long ago, business relationships for the majority of Afghan exporters were with intermediaries such as re-shippers/commission agents and wholesalers/brokers that reduced their earnings. In 2018, CHAMP emphasized the expansion of direct deals with large supermarket chains, hypermarkets, chain stores including large processors and institutional buyers. Organizing B2B meetings were a regular and ongoing task for the CHAMP value chain and marketing teams. Interventions targeted higher paying domestic markets and traditional export markets like Pakistan, India and Dubai, as well as non-traditional markets in Central Asia and abroad. These interventions included export trade promotion, business promotion, post-harvest handling and management, including grading, sorting, packaging, branding, and training in food safety and hazard analysis.

### 2.1 Trade office support.

CHAMP operates trade offices to create stronger linkages between Afghan traders and overseas buyers. These offices ensure that Afghan traders are engaging in these markets in the best possible commercial terms. This provides a sustainable basis for growth in the value of exports to the region.

Under the terms of its sub-agreements, the trade offices' responsibilities included:

- Promoting CHAMP value chain products.
- Facilitating the import of CHAMP value chain products,



*A processed juice exporter discusses his product with visitors to the Afghanistan Pavilion at Gulfood.*

subject to product availability.

- Overseeing commission agents and preparing sales reports.
- Providing weekly market sales reports.
- Providing assistance with other commercial activities (such as exhibitions and conferences)

### **New Delhi Trade Office**

In 2017, the subcontractor for the New Delhi Trade Office was unable to acquire the necessary business licenses to properly operate the trade office. As a result, CHAMP conducted a competitive bidding process to select a new subcontractor, twice. Vetting for the new operator was submitted to USAID in October 2017 and operations were expected to begin in the spring of 2018. However, due again to problems with business licenses and concerns that became apparent relating to capacity of the proposed subcontractor, CHAMP proposed to USAID that they directly implement the management of the trade office themselves using CHAMP personnel based in India.

Thus, in 2018 the trade office operated in a virtual capacity through two trade office consultants who provided services to exporters and to CHAMP without a physical office space. The consultants followed up on the more than 150 potential and confirmed deals signed at the two trade show events that took place in New Delhi and Mumbai. By way of illustration, one CHAMP client delivered, for the first time, 300 boxes of apple, grape and pomegranate juices to an Indian importer. As well as resolving export documentation that had been incorrectly prepared, the trade office consultants facilitated customs clearance in Delhi, facilitated testing under the Food Safety and Standards Authority of India (FSSAI) and identified potential buyers for the juices. The India marketing team continued to provide follow-up support to both the Indian importer and Afghan exporter through CHAMP's Kabul office.

The Indian consultants were engaged in collecting weekly price data from the Delhi Azadpur Market and contributed to the report on India's market for organic products mentioned above. The consultants also represented CHAMP at the India International Trade Fair, which is discussed under section 2.3.

The CHAMP consultants also organized an **industry roundtable** for Indian representatives of Afghan agricultural exporters to provide the opportunity for the representatives to better understand importation challenges and how to work with Indian importers, wholesalers and retailers. The event also allowed the Afghan representatives to liaise with Indian importers, wholesalers and clearing agents who were on hand to share their thoughts on the current status of Afghan horticultural imports and answer questions.

Going forward, it is proposed that the same two consultants operate the India Trade Office in 2019.

### **Almaty Trade Office**

To expand access to markets in Central Asia, CHAMP inaugurated a



*Industry Roundtable convened by CHAMP in New Delhi for Indian representatives of Afghan Ag. Exporters.*

trade office in Almaty, Kazakhstan during the first quarter of 2018, selecting Kanda Fruit Company as the trade office operator after a competitive bidding process. The Almaty Trade Office provides services to traders in the areas of market information, deal making, trade fair participation, customs clearance assistance, product distribution and other trade-related services. These services facilitate market linkages for Afghan traders with buyers in this burgeoning market for fresh and dried fruits, nuts, vegetables and juices. The aim of these services is to boost Afghan imports into Central Asia in a sustainable manner so that the trade office will be able to stand on its own after the completion of CHAMP. The trade office works closely with Kazakh buyers, Afghan exporters and the Governments of Kazakhstan and Afghanistan.

Immediately after the inauguration, Afghan exporters reported the first known air shipment of vegetables into Almaty, a total of 3 MT of cucumbers and tomatoes. The vegetables were then sold on the Almaty market, bound for tabletops in Kazakhstan and throughout the region.

In 2018, trade office representatives made important inroads in boosting the import of Afghan agricultural products into Kazakhstan. In September, the Almaty Trade Office was able to effect a reduction on the tax on Afghan agricultural products (for which the certificate of origin from Afghanistan must be provided along with stamps from ACCI and exporting company) from 10-15% to 5%. The trade office worked with Kazakhstan Customs and the Embassy of Afghanistan in Almaty to qualify Afghan imports for a preferential trade agreement dated March 2017 which provides reduced tariff rates for a designated list of "least developed countries."

Throughout the year, the trade office linked Afghan exporters with Kazakh buyers<sup>2</sup>, performed regular market research on consumer preference and market prices, developed links with local supermarkets and wholesale markets and provided samples of Afghan products to prospective buyers. The trade office researched alternative road and rail transportation routes and respective costs from various locations of Afghanistan to Kazakhstan. It also assisted with CHAMP's participation at the WorldFood Kazakhstan trade show, mentioned later in this report. It facilitated 21 visas for participants (exporters and CHAMP staff) and assisted with planning market tours of Almaty's wholesale market and key supermarkets. The visits provided important exposure to the market requirements of these locations and direct contact with management.

In total, the Almaty Trade Office facilitated the import of 20.5 MT of cucumbers, tomatoes, zucchini, iceberg lettuce, black grapes and green grapes into Almaty. The goods were valued at \$35,193.

### ***Dubai Trade Office***

The **Dubai Trade Office** began operation in February 2011. In 2017, the subcontractor for the trade office, Takdana, was not successful in

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<sup>2</sup> See Annex 3 for a list of B2B meetings facilitated by the trade office in Almaty and Kabul

achieving its export targets set forth in the MOU drafted between the trade office and CHAMP. Visa problems, transportation issues and its failure to get a retail distribution license were cited as the main reasons for not achieving the targets. The subcontract was subsequently canceled. In 2018, CHAMP rebid the operation of the Dubai Trade Office two times but was unable to identify a suitable company or organization to implement the necessary activities. At the end of 2018, CHAMP met with the Afghan Business Council in Dubai to discuss a potential partnership arrangement to reopen the trade office, but after some due diligence and further discussion, the Council felt it was not well suited to support the trade office. Additional opportunities are currently being pursued to establish a trade office in Dubai.

### **Market Price Dissemination**

With the help of trade office personnel, CHAMP provides regular market price information for India and Kazakhstan to its agribusiness clients. CHAMP's marketing research unit disseminates market price information via email to Afghan traders on a weekly basis. For a list of agribusinesses that received market information, see Annex 4.

### **2.2 Support to traders/exporters.**

Through its export promotion efforts, CHAMP assists traders in sorting, grading, packaging and transporting their produce. This assistance brings product quality and packaging standards to levels required for entry into demanding international markets. Market requirements are gathered by the High Value Marketing Team during market assessment and trade mission trips, B2B meetings and participation in international events and exhibitions. The information is then transferred to the Afghan traders while informing them of the changing market requirements for their produce. As a result, CHAMP methods help Afghan traders understand international market requirements and generate greater prices for their value-added produce.

CHAMP has identified markets that demand high quality Afghan products, such as India, the UAE, the EU and Kazakhstan. CHAMP selects a limited number of traders and assists them in entering these markets. CHAMP assists these traders in obtaining more in-depth market information and establishing initial contacts. CHAMP also helps these traders to enhance the quality of their produce and add value to their shipments by improving packing and packaging techniques expected by more demanding buyers. Focused and dedicated masterclasses were also offered to Afghan exporters to improve their export readiness. Meanwhile the marketing team also works to strengthen linkages with existing markets through continued improvement of post-harvest management practices.

In 2018, CHAMP's marketing team worked with 75 Afghan companies in exporting 26,369 MT of fresh/dried fruit, vegetables and nuts to markets in Australia, Brazil, Canada, China, Germany, India, Iraq, Kazakhstan, Kuwait, Latvia, Lithuania, Morocco, the Netherlands,



*ACCI First Deputy Chairman Khan Jan Alokzay opens the pre-event brief and training for the Indian Trade Mission.*

Pakistan, Poland, Russia, Saudi Arabia, Spain, Sri Lanka, Turkey, the UAE and the U.S. The exports were valued at over \$87 million. The table below shows a breakdown of the exports by product. For a breakdown of exports by target country and province, please see Annexes 5 and 6, respectively.

**Table 1: CHAMP Exports by Product**

Produce	Quantity (MT)	Value (USD)
Almonds	263	1,842,139
Apple	62	46,354
Apricots	843	494,703
Apricot Seeds	80.06	48238
Bitter Apricot Kernels	419	673,776
Cumin	43	279,430
Dried Apricots	1008	4,769,881
Dried Mulberries	54	262,792
Figs	2,838	24,521,567
Grapes	5,435	3,950,220
Melons	48	14,290
Musk Melon Seeds	40	53,325
Onions	570	137,932
Pistachios	137	2,898,183
Pomegranates	4,303	5,403,731
Raisins	7,835	21,821,618
Saffron	2.56	3,036,403
Sesame seed	1,320	2,480,400
Walnuts	4.4	72,200
Watermelon seed	334	834,000
Basil Seed	58	61,578
Caraway Seed	288	1,606,219
Licorice Root	46	22,800
Soap Root	94	69,560
Green Mung Beans	120	82,800
Asafoetida	124	11,744,058
<b>Total</b>	<b>26,369</b>	<b>\$87,228,197</b>



*A raisin shipment from Balkh is shown being prepared for shipment to Izmir, Turkey.*

Of the 75 Afghan exporters, 45 signed export incentive MOUs, which provides a subsidy to defray the cost of transportation and packaging materials. These 45 companies together reported exports of 20,579 MT of horticultural products valued at US\$53,832,973.

In addition to those that signed an incentive MOU, CHAMP expanded its database of clients (exporters) to increase project reach. As part of this effort, an additional 30 new exporters were added to the database in 2018. These 30 Afghan companies each signed a Marketing MOU, which focused on providing targeted and relevant technical assistance to improve their capability to export competitively and profitably. This



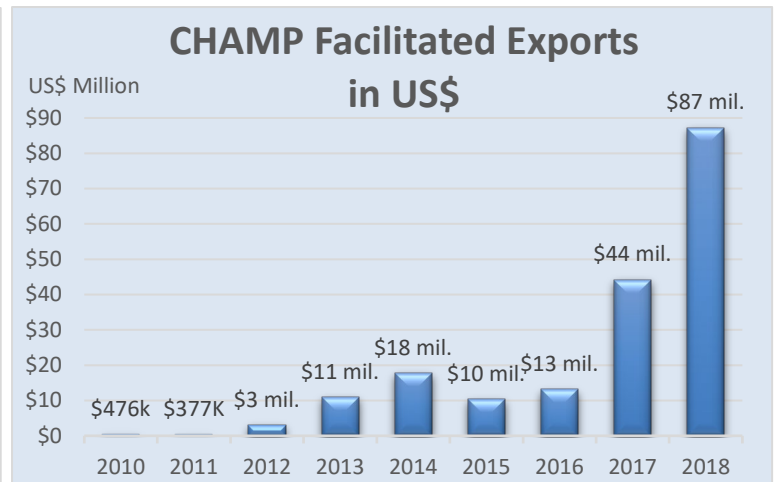
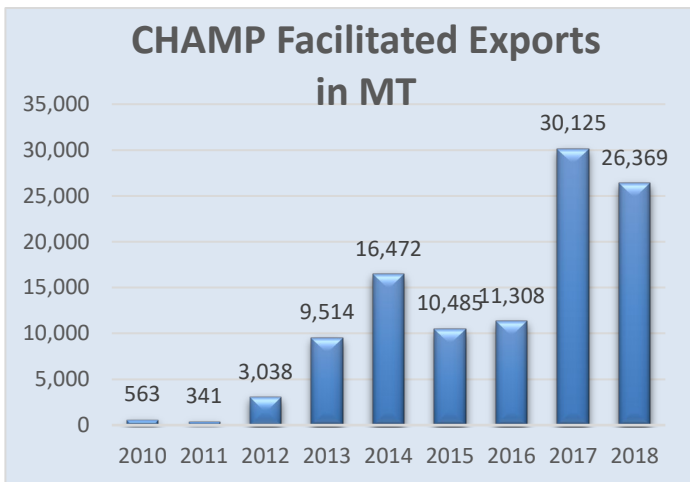
strategic shift in marketing enabled these 30 Afghan companies to almost double their exports to a larger number of marketing channels, opening new pathways to market Afghan horticultural products. In addition, many also participated in different international exhibitions and trade fairs as well as engaged in Business-to-Business meetings facilitated by CHAMP. As a result of the strategic marketing support, these 30 companies further added a total of 5,789 MT of horticultural products valued at US\$33,395,223. With the dedicated strategic marketing support these 30 Afghan companies achieved per unit price that was 221% higher than those companies that received incentives.

The 30 Afghan exporters who signed a Marketing MOU did not receive any export subsidy. The required verifiable documents especially government issued customs-document and transportation waybills submitted by these exporters indicate that the exports were primarily bound for such international destinations as Germany, India, Iraq, Latvia, Netherland, Pakistan, Poland, Russia, Sirilanka, and Turkey.

In total, in 2018, CHAMP supported exports reached **26,369 MTs** valued at USD **\$87,228,197**.

The tables below show the history of CHAMP-facilitated exports since the beginning of the program. While export tonnage in 2018 was 12.5% lower than in 2017, this was due primarily to the export of lower-weight, higher value products. The value of exports in 2018 nearly doubled over 2017.

**Table 2: CHAMP-Facilitated Exports (MT and US\$) 2010-2018**



Overall, CHAMP's support to traders/exporters included:

- Transportation and packaging incentives for the first shipment to any new market.
- Trade Show Participation
- Business-to-Business meetings for exporters



*Raisins from of Ghazni province are shown being loaded for shipment to Valencia, Spain.*

- Linkage meetings with potential commercial farmers or groups of smallholder farmers.
- Support to participate in international exhibitions (see activity 2.3).
- Training in harvest-post harvest, food safety and HACCP (see activity 2.6).
- Business skills development training to relevant staff (see activity 2.8 below)

### **2.3 Participating/organizing international trade shows and commercial missions**

Trade shows and commercial missions constitute vital platforms for the establishment of market linkages between CHAMP exporters and international buyers. They also provide a full-immersion experience for Afghan exporters seeking to expand into these markets. In 2018, CHAMP significantly increased its trade show activities in an effort to put Afghan high-value products in retail and wholesale markets throughout the world.

CHAMP organized Afghan pavilions at four international trade shows: Gulfood (Dubai), India Trade Mission (New Delhi), Passage to Prosperity (Mumbai) and WorldFood Kazakhstan (Almaty). These events contributed sizably to Afghan agricultural exports to overseas markets, resulting in a total of 37,000 metric tons (MT) valued at \$153 million in signed and potential contracts among CHAMP-supported businesses.

#### ***Gulfood Food and Beverages Trade Show, Dubai***

In February, CHAMP sponsored the participation of 25 Afghan exhibitors at the 2018 Gulfood Exhibition in Dubai on February 18-22. This was done in collaboration with the following USAID programs: the Regional Agricultural Development Programs East, North and West (RADP-E, RADP-N), PVC-W and Agricultural Credit Enhancement-Phase II (ACE II). This was CHAMP's seventh year to participate in Gulfood.

CHAMP paid for the rental of a 160 sq. meter booth to encompass the Afghanistan Pavilion, a central location at the exhibition site where traders could display product samples and conduct meetings with buyers. CHAMP assisted with the design and set-up of the booth, as well as with related administrative and procurement tasks.

The Afghanistan Pavilion was inaugurated on February 18 by H.E. Naseer Ahmad Durrani, Minister of the Ministry of Agriculture, Irrigation and Livestock (MAIL). H.E. Deputy Minister of the Ministry of Industry and Commerce (MOIC) Kamila Sidiqi and the Afghan Consul General in Dubai, Abdul Samad Afghan, accompanied the minister at the inauguration.

CHAMP organized a B2B networking dinner on Feb 19 at the Grand Sheraton Hotel that was attended by 160 guests representing importers from the UAE, India, and other nations in the region. The



*MAIL Minister Naseer Ahmad Durrani meets with an Afghan dried fruit exporter at the Gulfood Exhibition in Dubai.*

objective of this meeting was to offer an informal networking platform where the exporters could discuss business opportunities and partnerships with select buyers. The event was attended by representatives from MAIL, MOIC, the Afghan Consulate and the Afghan Business Council.

The event generated more than \$13 million in signed contracts and \$20.5 million in potential deals for Afghan exporters. For a list of participating agribusinesses, see Annex 7.

### **Indian Trade Mission, Delhi**

In July, CHAMP hosted a trade mission in New Delhi. Prior to the event, CHAMP convened a strategy session at ACCI headquarters to brief participating exporters on event protocol and how to successfully negotiate with buyers. ACCI First Deputy Chairman Khan Jan Alokozay said: "The collaboration of CHAMP and USAID with ACCI in creating these trade opportunities will expand Afghan agricultural exports, boosting the sector's contribution to the country's economic growth."

While CHAMP led preparations for the event, it collaborated with other USAID projects (the Regional Agriculture Development Programs - East and North, and Promoting Value Chains - West). CHAMP brought 49 Afghan agribusinesses working in fresh/dried fruits, saffron, nuts, spices and juices to promote their products and link with more than 800 Indian buyers who attended the event. CHAMP designed the event space and promotional materials and provided logistical support to the exporters attending the event. CHAMP also organized over 45 business-to-business (B2B) meetings between the Afghan agribusinesses and buyers and assisted the businesses in their negotiations.

This New Delhi event was critically important for Afghan exporters, given that CHAMP utilized this event to kick-off its two-pronged marketing strategy. This strategy focused on successfully managing market and business linkages for those exporters interested in supplying the Indian wholesale markets; the second prong focused on guiding Afghanistan's Grade A agribusiness exporters to penetrate India's organized sector, made up of supermarkets, high-end chain stores, and other similar retailers and importers supplying these quality conscious and high-paying markets. As a result, CHAMP organized a successful B2B event focused on introducing Afghan A Grade exporters to 10 organized sector businesses such as Big Bazar, Spencer's, Suri, NGK and Reliance.

The event resulted in more than \$78.3 million in signed deals for Afghan agribusinesses among all implementing partners, including \$68 million for CHAMP-supported exporters. For a list of participating agribusinesses, see Annex 8.

### **Passage to Prosperity, Mumbai**

CHAMP facilitated the participation of Afghan agribusinesses at the Passage to Prosperity India-Afghanistan Trade and Investment Show in Mumbai, India. The USAID-sponsored event took place on



*\$68 million in contracts were signed by 49 exporters at the Indian Trade Mission in New Delhi.*



*An Afghan agribusiness representative is shown in negotiations with an Indian buyer at Passage to Prosperity.*

September 12-15 to connect international traders and investors with Afghan sellers for a range of products and services, including agriculture, textiles, gems and jewelry, education, healthcare and energy. More than 2,600 Indian buyers attended the event. CHAMP was responsible for the plan and design of the agricultural sector as well as providing exhibition space and booths for 35 participants (31 male, 4 female), with the remaining agribusinesses supported by RADP-N, RADP-E, and PVC-W

The event included three days of exhibition to registered Indian buyers and one day of sales to Indian consumers. CHAMP assisted the participating exporters with negotiations at over 600 business-to-business (B2B) meetings, collected data and helped the exporters finalize almost 250 Memoranda of Understanding with buyers. At this event too, CHAMP continued its strategy of assisting and guiding the entry of Afghan A grade companies into the organized sector; this time focusing on the south-western markets of India.

As part of this organized sector market penetration strategy, CHAMP in collaboration with Big Bazar launched an Afghan Fruit Festival on September 12, 2018. The supermarket promotion was inaugurated by the Minister of Agriculture, Irrigation and Livestock (MAIL), H.E. Minister Durrani at the Big Bazaar supermarket in Mumbai. Simultaneously, 10 other supermarkets, hypermarkets and GenNext retail formats across 3 states (Mumbai, Delhi and Bangalore) also carried the Afghan Fresh Fruits promotional campaign.

As a result of the success of the CHAMP-Big Bazar partnership, other supermarket chains (Spar and Spencer's) have also expressed keen interest to collaborate with CHAMP to launch similar promotional campaign. Both Spar and Spencer's signed an MOU to demonstrate their seriousness in the partnership.

A total of \$84 million in signed and potential deals were generated at the event by all implementing partners, including \$68 million for only CHAMP-supported agribusinesses. For a list of participating exporters, see Annex 9.



*Indian buyer Ashish Arora (left) signed a \$3.72 million contract with Afghan agribusiness owner Shamsull Rahman Auobi for 1,000 MT of dried fruits.*

### **WorldFood Kazakhstan, Almaty**

World Food Kazakhstan in Almaty is one of the largest food and beverage shows in Central Asia, providing importers with a forum for promoting new products, learning more about regional markets and linking with potential retail and wholesale buyers as well as industry professionals. A total of 370 domestic and foreign companies from 31 countries exhibited at the event.

CHAMP partnered with RADP-E and RADP-N to support 12 Afghan agribusinesses at the November event. The participants showcased a variety of dried fruits, spices and juices for more than 5,000 buyers from around the region. The event provided an ideal opportunity for enhancing Afghan fresh and dried fruit exports in Kazakhstan and Central Asia. Participants were also able to examine the processing and packaging machinery exhibited during the event and to better understand the market requirements for exporting to Central Asia.



*Afghan traders are shown visiting an Almaty supermarket prior during the WorldFood Kazakhstan trade show.*

The 12 participants conducted over 85 B2B meetings, and generated potential deals valued at \$11.4 million for raisins, figs, dried apricots, pine nuts, walnuts, pomegranate juice, pistachios, grapes, mulberries and almonds. CHAMP exporters alone made potential deals valued at \$4.8 million. For a list of participating agribusinesses, see Annex 10.

### **India International Trade Fair, Delhi**

While CHAMP did not formally participate in the India International Trade Fair (IITF), it sent its two India trade office consultants to meet with Afghan exhibitors and follow up on deals undertaken at the two previous Indian trade events. A total of 35 agribusinesses sponsored by EPAA exhibited at the event, (selling saffron, dried fruit and nuts), 11 of which were CHAMP clients. The consultants were also able to identify two dried fruit agribusinesses (one from Kabul and one from Mazar-i Sharif) that have not previously received support from USAID projects. Both companies expressed an interest in CHAMP marketing activities.

Through informal discussions with one of the largest air shipment clearing agents in Delhi and a representative from the Directorate of Plant Protection, Quarantine and Storage, the Indian consultants were told that imports from Afghanistan have improved in quality in recent months, particularly in relation to sorting and packaging.

### **Central Asia Trade Form, Tashkent**

In October, CHAMP representatives attended the 8th Central Asia Trade Forum (CATF) in Tashkent, Uzbekistan. Uzbekistan is an important transit country for Afghan products bound for Central Asian, Chinese and Russian markets, and the event provided the team with information to better understand current trends and developments along this important corridor.

The team found that there is growing political will towards greater regional integration between Uzbekistan and its neighbors. Uzbekistan is easing controls and regulations to make it more attractive for trade, investment and commerce. Uzbekistan is also a growing producer and consumer of organic agricultural products, which may provide unique opportunities for certified producers in Afghanistan.

Since his inauguration in 2016, President Shavkat Mirziyoyev has ushered in a series of reforms to liberalize trade among Uzbekistan's neighbors. But a dual relationship of cooperation and competition exists between Afghanistan and Uzbekistan. Their near proximity and similarity in agricultural exports makes Uzbekistan a formidable competitor to Afghan exporters in key markets such as Kazakhstan. (Uzbekistan held a 55% market share for edible fruits and nuts in Kazakhstan in 2017 .)

The team determined that the event would in the future provide good networking opportunities for Afghan exporters, with panel sessions and master classes to provide them with the latest market information. It was observed that Uzbekistan companies did not showcase many fresh or dried fruits, only cold chain technologies, transport/logistics and food processing.



*An Afghan exporter is shown at his booth at the India International Trade Fair.*



*CATF provided CHAMP with important information on trends and developments in the Central Asian trade corridor.*

### **National Saffron Festival, Herat**



*CHAMP-supported saffron exporters exhibited their saffron at the National Saffron Festival in Herat.*

CHAMP participated in the fourth National Saffron Festival held at the Directorate of Agriculture, Irrigation and Livestock (DAIL) in Herat on November 11. A total of 37 Afghan saffron companies participated, including 24 that exhibited their products at the event. According to Mr. Rahmani, director of DAIL, saffron cultivation has increased by 6,000 hectares and the annual saffron yield has reached 12-14 MT. DAIL offered appreciation for CHAMP's support for export facilitation, supply chain development and institutional capacity building of the saffron sector. CHAMP's Herat office received a certificate of commendation by DAIL.

### **Trade Show Deal Fulfillment**

Acknowledging that overall success lies in deal fulfillment, following each trade show, CHAMP tracked the implementation of deals undertaken by its client agribusinesses at these events. Such efforts enable CHAMP to not only monitor and evaluate results from trade show participation, but also to learn which exporters are making the most of their event participation (aiding in the selection of exhibitors for future trade shows) and specific challenges faced in deal execution.

By the end of 2018, a total of 125 CHAMP-supported deals had been reported as fully executed, and 34 were partially executed, with the remaining deals in various stages of follow-through. In some cases, deals signed at trade shows immediately led to additional contracts for larger volumes of the same products. These partially and fully-executed deals are valued at approximately \$24 million.

### **2.4 Agricultural Export Knowledge Management Unit.**

Lack of quality export data is a significant barrier to improving Afghan agricultural exports. In 2017, CHAMP developed an Agricultural Export Horticultural Management Information System (HMIS) database to record and disaggregate Afghan exports and imports. CHAMP launched the beta-testing of the system in conjunction with the Afghanistan Central Statistics Office (CSO) and the Customs Dept. The HMIS utilizes export and import statistics, trader profiles, and production statistics to create a full profile of the Afghan agricultural marketing sector. The HMIS is accessible at <http://180.94.71.235/mis/maindash.aspx>. The HMIS resides on the PSD server where it has a reliable source of internet connectivity and electricity.

In 2018, CHAMP continued to fine tune the database and upload new import/export data. CHAMP's marketing research team met with the newly appointed MAIL Private Sector Director and formed a collaboration with the Private Sector Directorate to collect horticultural import and export data from the Kabul Customs Department. The private sector director offered his directorate's full assistance for the collection of data on a monthly basis, at which time the data will be formatted and uploaded to the knowledge management system for public use.

CHAMP also added a dashboard feature for market prices to the

online export data system. This feature will enable the CHAMP trade offices to save weekly market price information on various commodities. These prices were updated into the system with the coordination of the CHAMP Marketing Department and disseminated to CHAMP clients involved in the export of fresh fruits, dried fruits and vegetables to India, the UAE and Central Asian countries.

### **2.5 Food safety and quality certification**

Food certification is critical for reaching high-end international markets. While some markets accept the Quality Certificate issued by the Afghan government, a growing number of countries require specific certifications, such as HACCP and ISO certification. Further work is therefore required in this area in order for Afghan export firms to ship goods to these lucrative markets.

In 2018, CHAMP's goal was to assist two Afghan exporters in receiving internationally recognized certification and thereby increase their ability to sell products overseas. CHAMP publicly solicited Expression of Interest and held meetings with interested companies. By the end of the year, CHAMP had received concept notes from two lead export companies (Kanda Fruit and Tak Dana) working in Kabul and Kandahar provinces. Both applications were still in progress at the end of the year, with certifications expected in 2019.

### **2.6 Harvest and post-harvesting handling of high value crops.**

Traditional methods of harvest and post-harvest practices in Afghanistan are often poor. CHAMP's technical staff developed the capacity of commercial producers, processors and traders/exporters of high value crops in targeted areas through organized trainings on good practices of harvest, post-harvesting handling and food safety. This effort will reduce post-harvest losses and enable traders/exporters to compete in international markets.

CHAMP worked with lead and sub farmers in Kandahar, Balkh, Wardak, Ghazni, Nangarhar, Kunduz, Kabul and Laghman provinces to enhance their capacity in pre-harvest, harvest and post-harvest management (picking, cleaning, sorting, grading, packing and storage management). The trainings focused on producers of apricots, cherries, cucumbers, almonds, pomegranates, tomatoes, grapes, apples and onions with the goal of improving the market prices of these products in local and international markets. A total of 634 farmers (487 male, 147 female) were trained in this program. See Annex 11.

CHAMP also facilitated 12 linkage meetings between 320 lead farmers, processors, DAIL staff and exporters. These meetings provided opportunities for the farmers to negotiate prices, establish relationships, share contacts and learn about consumer preferences in terms of quality, sorting and packaging. These linkages were often included at the end of the trainings described above, though some of the meetings took place independently. For a breakdown of B2B meetings, see Annex 12.

By way of illustration, CHAMP took advantage of a training event for grape and apple farmers held in Kabul to introduce them to several



*Participants are shown at a harvest and post-harvest handling training in Ghazni Province.*



*Farmers are shown at a meeting to introduce them to Afghan exporters for negotiating potential deals.*

traders and exporters. One of the participating apple farmers negotiated a contract for 100 MT of apples purchased by an invited exporter. While the training provided important information on production and harvest techniques, it incorporated an equally important business-to-farmer component so that the producers could meet high-volume buyers and turn that knowledge into profit.

CHAMP developed the program in close collaboration with the National Horticulture and Livestock Program (NHLP). NHLP primarily focuses on the production side of the value chain while CHAMP addresses the marketing of high value crops. NHLP invited their commercial lead farmers and CHAMP introduced them to its exporter clients at B2B meetings between producers and exporters to discuss the requirements of international markets.

### **2.7 Facilitating trade credit.**

By its nature, the export business requires exporters to have sufficient working capital to meet buyers' requirements and provide a consistent supply of goods throughout the trading season. Access to financing is difficult due to the lack of land titling for collateral and the absence of a reliable and affordable microfinance system. The inherent risks and seasonality of the agribusiness often disinclines banks and other financial institutions from providing loans to agriculture businesses.

In 2018, CHAMP collaborated with the Agriculture Development Fund (ADF) to facilitate loans worth \$2.7 million for 14 Afghan exporters. The loans will be used for fresh fruit, dried fruits and vegetable processing. The loan requests are currently under review by ADF.

### **2.8 Business skills training for traders.**

Afghan traders often fail to succeed in business due to a lack of business knowledge and skills, mainly in communications, operations, accounting, promotions and marketing. CHAMP has already worked with a number of exporters (including women) to develop/enhance their business skills capacity. These were followed by individual trainings for the traders to help them better manage their operations to increase their profit and better manage their cash flow.

In 2018, CHAMP provided a training course in basic business skills for CHAMP client firms. Sessions were conducted in Balkh, Herat, Kabul, Kandahar and Nangarhar. The trainings helped participants create a business plan, introduced them to basic marketing, bookkeeping, accounting and office administration. A total of 102 participants (including 40 women) completed the training.

The topics included:

- General business skills
- Marketing
- Promotions
- Basics of Accounting
- Cash management and reconciliation
- Entering cash transactions in QuickBooks



*Participants are shown at a training in business skills development in Herat.*



**Table 4: Business Skills Development Trainings**

Province	Female	Male	Total
Balkh	5	8	13
Herat	5	18	23
Kabul	18	7	25
Kandahar	3	17	20
Nangarhar	9	12	21
<b>Total</b>	<b>40</b>	<b>62</b>	<b>102</b>

## 2.9 Expanding export market to Central Asia

Central Asia, especially Kazakhstan, is a growing market for Afghan agricultural products, particularly during the harvest season when Afghanistan's eastern borders are prone to closure. In 2017, the Government of Afghanistan redoubled its efforts to increase bilateral trade with the Central Asian nations by launching a subsidized air corridor between Kabul and Almaty. CHAMP seized upon this opportunity to expand its outreach efforts in Central Asia and capitalize on these untapped markets.

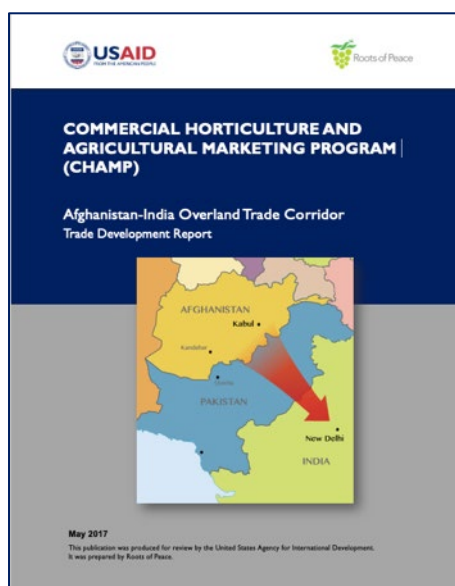
### Trade Office Support

In 2018, CHAMP's newly established trade office in Almaty, Kazakhstan played a major role in introducing Afghan products in the region. The trade office facilitated the import of 20.51 MT of fresh fruits and vegetables to wholesale markets, supermarkets and major importers. It offered retail sales services to Afghan exporters, linking them with Kazakh and Central Asian buyers, commission agents, supermarkets, and importers. It also provided critical assistance with preparations for the WorldFood Kazakhstan trade show, market research and arranging B2B linkages prior to and during the Afghan harvest season. (See activity 2.1 above.)

### Trade Corridor Reports

CHAMP submitted four Trade Corridor Reports focused on Central Asian markets. The reports provided country profiles, consumer preferences, value chain data, transport routes and challenges related to the movement of agricultural goods between Afghanistan and the target market.

- **Afghanistan-Kazakhstan Trade Corridor** – The report identified four air and land trade routes for this vital Central Asian market. The report found Kazakhstan's wholesale market to be the most lucrative for Afghan goods, accounting for 90% of the market, with the remaining 10% comprising direct purchase by retail chains.
- **Afghanistan-Uzbekistan Trade Corridor** – Uzbekistan is an important transit nation for Afghanistan to access Central Asian markets and beyond. For agricultural exports, Uzbekistan is one of Afghanistan's greatest competitors, and the report found that Uzbekistan does not pose strong opportunities as an export destination.
- **Afghanistan-Turkmenistan Trade Corridor** – Turkmenistan is a net importer of agricultural food produce and possesses some



market attractiveness for Afghan agricultural exporters. Overall, though, the report found that the risks and barriers to exporting to Turkmenistan make it a less than optimal destination for Afghan agricultural exports.

- **Afghanistan-Tajikistan Trade Corridor** – The report concluded that while Tajikistan holds some potential for Afghan products, the country is most valuable as a transit country to China rather than an ultimate destination for Afghan agricultural exports.

### **Trade Incentives**

CHAMP promoted the use of trade incentives to motivate exporters to export higher value-added products to Central Asian countries—particularly to Kazakhstan and Russia. These incentives are intended to reduce the perceived risk of exporters in applying value added methods to their current exports, and for entering any new markets.

CHAMP-facilitated exports under this activity totaled 20.4 MT and were valued at \$32,000. The exports of grapes, cucumbers, tomatoes, black grapes, zucchini and lettuce were shipped by air and open truck. For a breakdown, see Annex 13.

## **2.10 Overcoming export impediments**

### **In-Kind Grants**

Afghan agribusinesses face a number of challenges in exporting high value crops to overseas markets, such as inadequate processing facilities and substandard packaging. CHAMP’s in-kind grants included support for the enhancement of processing and packaging to enable exporters to increase their reach to international markets. By the end of the year, four agreements were being implemented for processing grants (Afghanistan Red Gold Saffron, Afghan Fruits Ltd., Jamshid Ramin Dry Fruits Processing and Packaging and Seyar Rangeena Food Production Co.). Two additional agreements were being finalized for packaging grants (Afghan Central Plastic Co. and Kabul Packaging). CHAMP’s contribution to the six grants totals \$810,900.

Other grant applications were still in process at the end of the year, with finalization and approval expected in the spring. These included 13 grants for processing equipment and four grants for improved packaging. See Annex 14.

### **Seminars**

In May, CHAMP organized an event aimed at exploring the opportunities and challenges currently surrounding Afghan agricultural export trade. **Promoting Afghan Agricultural Exports—Opportunities and Challenges** was held in coordination with MAIL, the Afghan Chamber of Commerce and Industries (ACCI) and the Export Promotion Agency of Afghanistan (EPAA). More than 59 exporters attended the event, as well as a number of government and donor representatives. CHAMP discussed its current activities in the export trade sector, including its trade offices in India, the UAE and Kazakhstan. The

*"Promoting Afghan Agricultural Exports—Opportunities and Challenges" explored the issues currently surrounding Afghan agricultural export trade. More than 59 exporters attended the event.*



participating Afghan traders were encouraged to explore opportunities at national and international trade fairs in order to increase their revenue and leverage new sales opportunities.

In December, CHAMP hosted an **industry roundtable** for Indian representatives of Afghan agricultural exporters at Le Meridien Hotel in Delhi. The event provided an opportunity for the representatives to discuss specific challenges encountered in importing Afghan products and selling products to Indian importers, wholesalers and retailers. The event also allowed the Afghan representatives to liaise with Indian importers, wholesalers and clearing agents who were on hand to share their thoughts on the current status of Afghan horticultural imports and answer questions.

### ***2.11 Support to Kandahar agribusinesses***

Kandahar is an important hub for Afghan agricultural exports produced in the southern part of the country. In 2018, CHAMP focused some of its agribusiness support specifically on Kandahar exporters to help improve their product quality and increase sales in international markets. This support took the form of in-kind grants, export facilitation assistance, B2B linkages and support at trade shows.

During the year, CHAMP finalized two small-grant agreements for a Kandahar company, Afghan Red Pomegranate, for cold room establishment and processing equipment. Grant applications for four other Kandahar agribusinesses (King Khan, New Yaqubi, Mahir Hamza and Kanda Fruit) were still in process at the end of the year.

CHAMP supported 22 Kandahar agribusinesses at international trade shows in Dubai and India (see Annex 15). These companies received assistance with booth design, visas, transportation and contract negotiations. In addition, Kandahar agribusinesses received export facilitation that generated 13,529 MT of pomegranates, grapes, raisins, dried apricots, figs and cumin and other products bound for international markets. The products were valued at almost \$51.82 million.



*MAIL Minister Durrani visits the booth of a woman-managed agribusiness at Passage to Prosperity, Mumbai.*

# 3. GENDER INTEGRATION

While farming is generally a male-dominated occupation, women are involved in virtually all farming activities through their work on farms, stables and gardens. In homes where women serve as the head of the family they rely almost entirely on agricultural-related activities for their household income.

CHAMP integrates women into many areas of its programming. In 2018, women participated in technical trainings aimed at improving their capacity in food safety and harvest/post-harvest handling, business skills, training in loan management, international trade exhibitions, export expansion as well as food processing.

## ***3.1 Access to grant facilitation.***

CHAMP's grants program works with women-owned firms to add further value to their business in areas such as processing, packaging, packing, marketing, and export promotion. CHAMP provides financial support through small matching grants to women-owned businesses involved in food processing such as fruit drying, processing (i.e. jams, jellies, seed oil extraction, pre-cut vegetables, etc.) and saffron packing. Improvements in these value-added products will potentially contribute to import substitution, creating new jobs for women and expanding into domestic markets and other potential markets, particularly with an eye to Central Asia.

By the end of 2018, three applications from women-owned agribusinesses were in various stages of completion for grants related to packaging and processing, with submission to USAID and procurement expected to begin in early 2019.

## ***3.2 Basic food safety, food quality and post-harvest handling training***

### ***Harvest, Post-Harvest Handling and Food Safety Training***

Training in food safety, quality and post-harvest handling of agricultural products is critical in helping women-owned firms penetrate demanding overseas markets. CHAMP's women agribusiness clients participated in trainings aimed at raising awareness of the various pathogens and routes of contamination that cause food spoilage and improving post-harvest handling (packaging, sorting, grading and packing) to meet consumer demands.

A total of 147 female producers, processors, traders and members of associations participated in seven trainings in food safety, harvest, and post-harvest handling of apricots, cherries, cucumbers, grapes, vegetables, almonds, apples, onions, tomatoes and potatoes. The trainings took place in Balkh, Herat, Kabul, Ghazni, Nangarhar, Kunduz, Daykundi and Baghlan provinces and addressed the

following topics:

- Harvest and post-harvest handling of apricots
- Harvest and post-harvest handling of cherries
- Food safety and hygiene measures
- Introduction to HACCP and ISO-22000

At these sessions, the women took part not only in the trainings but had an active role in the B2B meetings that followed. For a breakdown of training participants by location, please see Annex 11.

### ***Food Processing Training***

Domestic production of jam/jelly and ketchup represents an important value addition for fruit and tomato producers. It creates a secondary sales opportunity for bruised or otherwise unsalable fruit to be processed and sold in domestic and export markets. It also provides an income stream for women who produce these products for informal sale in local markets, as well as agribusinesses that produce in a professional capacity for Afghan supermarkets. CHAMP's report carried out in 2018 highlighted the fact that over 90% of Afghanistan's sale of jam, jellies, ketchup etc are imported from Pakistan and/or Iran.

To capture this domestic market through import substitution, CHAMP arranged a training on food processing (jam, pickles and ketchup) for 31 businesswomen (29 new and two previously trained). The training included the following topics:

- Food processing and preservation
- Product development and diversification
- Factors affecting shelf life
- Food quality and food safety
- Good Manufacturing Practices
- Quality control measures
- Practical skills.

For a breakdown of participants, see Annex 16.

### ***3.3 Business management and technical skills development***

Women-led firms often face challenges due to lack of business knowledge and skills in communications, operations, accounting promotions and marketing. In 2018, CHAMP provided a training course in basic business skills for CHAMP client firms. Sessions were conducted in Balkh, Herat, Kabul, Kandahar and Nangarhar. The trainings helped participants create a business plan, introduced them to basic marketing, bookkeeping, accounting and office administration. A total of 40 women completed the training.

The topics included:

- General business skills
- Marketing
- Promotions
- Basics of Accounting
- Cash management and reconciliation
- Entering cash transactions in QuickBooks

For a breakdown by province, see Table 4 above.

### ***3.4 Facilitate participation of women businesses at domestic and international trade shows***

#### ***International***

Trade shows and commercial missions constitute vital platforms for the establishment of market linkages between CHAMP traders and international buyers. They also provide a full-immersion experience for Afghan women exporters seeking to expand into these markets.

CHAMP supported a total of 18 women-owned agribusinesses at domestic and international trade shows. For a list of participating businesses, see Annex 17.

#### ***Domestic***

Seven CHAMP-supported woman-owned businesses participated in the National Farmers' Festival and Ag-Fair in March. The event, organized by MAIL, brought together investors, farmers, exporters and the general public at the Badam Bagh Demonstration Farm outside of Kabul. Local farmers, traders and Afghan firms displayed their goods at more than 200 booths. CHAMP paid 75% of the cost of renting seven booths, with 25% contributed by the clients themselves. The exporters signed deals totaling \$1,500.

#### ***Other Gender Activities***

##### ***Food Processing Needs Assessment***

CHAMP conducted a needs assessment for women-owned small and medium-scale food processing businesses in order to identify specific challenges affecting the industry. The overall aim was to develop targeted interventions that would address barriers to expansion and access to higher paying markets. A roundtable was held at MAIL on November 25 at which 14 businesswomen shared their experiences and challenges.

As a result of this meeting, CHAMP identified two distinct groups with differing requirements for capacity building. The first group consists of cottage industry-type producers that require basic training in the production of jams, jellies, pickles, tomato puree and ketchup. The second consists of more advanced producers operating semi-automated equipment that need targeted assistance in modern processing methods, preservation techniques, as well as input on machinery. CHAMP has begun designing interventions to address the needs of both groups.

##### ***Improving Coordination and Collaboration***

To foster synergy, reduce duplication, increase coordination, and contribute to strengthening women's participation in the private sector, CHAMP participated in the MOIC-organized "Women Entrepreneurs' Summit" at the Serena Hotel in November. The summit was launched by H.E. Kamala Sidiqi. EPPA and the Women's Chamber of Commerce and Industries played key roles as facilitators. As a panelist on "Agribusiness and Women's Empowerment," CHAMP shared with the audience the opportunities open for women exporters

in agribusiness. CHAMP shared the project's success in empowering and engaging women in agricultural exports, noting that in 2018 women exhibitors signed deals worth \$3.6 million in Indian markets. CHAMP also discussed its support to women on business development skills, export readiness training and marketing support.

## CHAMP SNAPSHOT

### *CHAMP Creates Opportunities in 'New Frontier'*

Akbar Arghandiwal (far right) left Afghanistan as a child following the Russian invasion in 1978, then left a lucrative career in software development in San Francisco to found Synergy Solutions Afghanistan. Begun in 2011, Synergy has a number of brands including Setara Dried Fruit and Nut Processing Company, which Akbar founded with his wife, Sara. The company employs nearly 100 women in all its processing operations.

With support from CHAMP, Setara exhibited its products at the Passage to Prosperity trade show in Mumbai, generating 10 agreements for regular supplies of dried fruit and nuts ranging from \$25,000 to \$435,000 monthly. Networking at P2P also led to a joint venture to build a biscuit factory in Kabul.



"Afghanistan is the new frontier," he said. "Those of us who come back do so because we see the opportunities. In our case, we want to give those opportunities to women."





*Fresh cucumbers are shown being packaged for international shipment by a CHAMP client.*

# PROGRAM PERFORMANCE

## *Performance Indicators*

In 2018, CHAMP results were measured by 11 indicators, as determined by the Performance Management Plan.

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### **Volume of targeted agricultural commodities exported with USG assistance (MT)**

Target: 15,000 MT

Actual: 26,369 MT

This indicator was nearly 176% of target owing to a number of factors:

- Production increases in 2018.
  - Government air cargo subsidies.
  - Increased number of CHAMP client exporters in 2018.
  - Increased market channels opened for Afghan exports.
  - Increased number of target markets and countries.
- 

### **Value of targeted agricultural commodities exported with USG assistance (RAA) (USD)**

Target: \$30,005,000

Actual: \$87,228,197

Achieved almost 291% of target. See above explanation.

---

### **Number of households benefited by agriculture and alternative development interventions in targeted areas.**

Target: 20

Actual: 2,107

This indicator definition was corrected to demonstrate the technical activities and interventions delivered by the field team. Because the initial interpretation of the definition was to include only those households receiving inputs (such as vineyard/trellising posts and cuttings), the target was established at a low number given that there were delays in approval processes.

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**Number of farmers growing high value crops as a result of USG assistance**

Target: 20

Actual: 0

This indicator was delayed owing to a protracted USAID approval process leading to delays in rolling out the Red Globe vineyard/trellising intervention. This target will be achieved in early 2019.

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**Number of hectares with increased high value crop production as a result of USG programs**

Target: 4

Actual: 0

See above explanation.

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**Number of full-time equivalent (FTE) jobs created with USG assistance (RAA) EG.3-9 (FF)**

Target: 440

Actual: 822

This indicator was 187% of target owing to increased export facilitation, which is correlated to increased job creation.

---

**Total Value of sales (export + domestic) of targeted commodities as a result of USG assistance**

Target: \$30,025,000

Actual: \$87,229,708

Achieved 291% of target. See earlier explanation.

---

**Number of individuals who have received USG supported short-term agricultural sector productivity or food security training (RiA) (WOG) EG.3.2-1 (FF)**

Target: 1,940

Actual: 2,084

Under this indicator, CHAMP achieved more than its target as field teams have been working with and registering farmers and producers' groups for Farmer Field Schools in Kandahar.

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**Number of agriculture-related enterprises supported by interventions**

Target: 13

Actual: 75

This indicator overshot its target.

---

**Number of micro small and medium enterprises -MSMES (including small holder farmers) linked to larger-scale firms as a result of USG assistance to the value chain**

Target: 4

Actual: 14

This indicator (related to activity 2.7) shows the target was overshot in 2018 as a result of CHAMP introducing more than 14 organizations for credit facilitation. While these 14 companies were linked to credit institutions, efforts are underway to ensure these result in loans/credit. In Afghanistan, ownership documentation is often incomplete, making it difficult for exporters to provide loan collateral. That said, CHAMP is in consultation with institutions such as the ADF to develop financial products to enable access to credit.

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**Percentage of female participants in USG-assisted programs designed to increase access to productive economic resources (assets, credit, income or employment)**

Target: 38

Actual: 28

This indicator was 74% achieved. The original target was based on grants received by women-owned businesses. Delays in grant fulfillment led CHAMP to adjust the target to reflect the number of beneficiaries trained in 2018. The resulting indicator reflects the number of women trained by CHAMP in business skills development, harvest, post-harvest, food safety, HACCP and food processing (jam/jelly, pickle and ketchup).

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For complete 2018 indicator data, see Annex 18. For 2010-2018 indicator data, see Annex 19.

***Financial Report***

Program spending fell below the 2018 budget, as shown in the table below. Spending totaled nearly \$8.5 million, or 64% of the \$13.4 million budget allocation for the year. Total life-of-program spending (2010 through 2018) was \$59.1 million, or 83% of the approximately \$71.2 million budgeted for the period.

**Personnel.** Expenses for salaries, fringe benefits and other employee allowances totaled nearly \$4 million for 2018, which was approximately 3% below budget.

**Travel and Per Diem.** This category includes program-related travel expenses as well as R&R travel for expat personnel. 2018 spending totaled nearly \$307,786, or 64% of the budget allocation. Travel was higher than planned due to increase of export production activities.

**Direct Program Expenses.** This category includes expenses for program inputs and supplies, equipment, vehicles and freight, fees to subcontractors and other direct costs. In 2018, the project spent \$1,556,702 or 26% of the budget allocation for this category. Program expenses were low due to slower than expected grant program start up.

**Overhead.** This category included general administrative expenses accrued by ROP home office as well as overhead expenses accrued by subcontractors. In 2018, overhead expenses totaled nearly \$2.6 million. This was 98% of the budget allocation. This was higher due to increase of overhead costs resulting from previous years' overhead reconciliation. For a detailed analysis, see Annex 20.

**Table 5 – 2018 Program Budget, by Category**

Cost Category	2018 Spending	Budget Allocation (2018)	2018 Attainment	Total Spending (2010-2018)	Budget Allocation	Attainment
Personnel	\$4,039,343	\$4,183,404	97%	\$22,763,909	\$26,440,678	86%
Travel & Per Diem	\$307,786	\$477,566	64%	\$1,281,626	\$1,696,060	76%
Direct Program Expenses	\$1,556,702	\$6,068,704	26%	\$22,072,157	\$28,629,567	77%
Overhead	\$2,679,651	\$2,720,952	98%	\$13,047,505	\$14,526,545	90%
<b>Total</b>	<b>\$8,583,482</b>	<b>\$13,450,625</b>	<b>64%</b>	<b>\$59,165,197</b>	<b>\$71,292,850</b>	<b>83%</b>

### **Program Communications**

The CHAMP Communications team oversaw the production of all media materials disseminated by the program. This included internal communications, outreach materials, documentation of project activities and program presentations.

**Reporting.** The team produced and submitted monthly, quarterly and annual reports in keeping with the CHAMP Cooperative Agreement. The team also produced a variety of ad-hoc reports to document project activities or by request of USAID and other stakeholders.

**Marketing.** CHAMP Communications developed banners, videos, presentations, folders, and other marketing materials. These materials co-branded with both USAID and ROP identity. The team maintained the CHAMP website (CHAMP.af) and developed a website specifically for international trade shows (afghantrademission.com). The department worked closely with CHAMP's marketing team to provide banners, brochures, booklets, press releases and event videos for the following special events:

- Gulfood Exhibition, Dubai (February 2018)
- Indian Trade Mission (July 2018)

- Passage to Prosperity (September 2018)
- WorldFood Kazakhstan (November 2018)

**Success Stories.** CHAMP developed 23 success stories and snapshots that were submitted for publication to the USAID/Afghanistan Dept. of Outreach Communications for its website and Facebook page.

### **Human Resources**

A total of 80 local national (LN) staff were employed by CHAMP at the beginning of the year. During the year, 33 new local employees were hired, while 11 resigned, bringing the total LN staff to 102 by the end of the year. Seven expat staff members were employed at the beginning of the year, with one resignation during the year, for a total of six expat employees: two American staff members (the Chief of Party and Director of Communications) and four third-country national staff members: Grants Director (UK), Procurement Director (Bolivia), Finance Director (India) and Private Sector Export Supply Chain Specialist (Singapore).

CHAMP employed five short-term technical assistants (STTAs) in 2018: a Packaging Specialist (United States), an Agriculture Enterprise and Marketing Specialist (Ireland), a Food Processing Specialist (Senegal), a Small-Scale Food Processing Specialist (India) and an International Procurement Consultant (Georgia).

**Table 6 - CHAMP 2018 Staff Figures**

<b>Staff</b>	<b>Total</b>
LN employees at start of 2018	80
Hired	33
LN staff resigned or terminated	11
<b>LN staff (as of Dec. 31, 2018)</b>	<b>102</b>
Expat employees at start of 2018	7
Expat personnel hired	0
Expat personnel resigned or terminated	1
<b>Expat staff (as of Dec. 31, 2018)</b>	<b>6</b>
<b>STTA staff employed in 2018</b>	<b>5</b>
<b>Total CHAMP staff (as of Dec. 31, 2018)</b>	<b>113</b>

### **Program Challenges**

The following challenges had a direct impact on CHAMP’s ability to achieve targets, reach program objectives and/or meet the objectives set forth in the 2018 Work Plan.

**Security challenges.** CHAMP operated during a period of continued violence in the country, with attacks on Afghan and foreign citizens. Deteriorating security conditions in the Afghan capital posed significant challenges to program operation, particularly the relatively high number of security attacks aimed at individuals and their host organizations.

**Transit Problems in Pakistan.** As in years past, Afghan exporters faced challenges moving cargo through Pakistan. These included protracted delays at Karachi port, high deposits required for containers and prohibitions on shipping return cargo from India on Afghan trucks. These issues have been addressed by MOIC at APTTCA meetings without resolution.

**Access to Finance.** Exporters and importers do not have easy access to finance, making them unable to execute export orders due to a lack of funds.

**Import Duties.** Kazakhstan custom calculated the VAT and Custom duties at the rate set by the country itself which is 5 to 7 time higher than Afghanistan/ ACCI invoice price.

**Technical knowledge.** Many of the grant applicants know what they want as end products but have difficulty in preparing equipment specifications and obtaining sample quotes from equipment manufacturers. Similarly, when presented with the CHAMP-proposed vendor specifications, they are often unable to make a clear decision on whether the equipment will do what they want.

**Business acumen.** The grant application and financial worksheet are fairly straightforward to complete, yet many applicants are unable to comprehensively answer the questions, creating delays in CHAMP's ability to fulfill grants.

**Responsiveness.** Many grantees are unable to respond to questions/clarifications on their applications and financial worksheets in reasonable time

**Insurance.** CHAMP grantees often have difficulty obtaining transit and property insurance for the equipment they want.

**Air corridor program.** Exporters are often unable to secure cargo space on passenger flights. Charter flight schedules are often unreliable.

# ANNEXES



*Fresh apricots are shown being packaged for air shipment to India by a CHAMP client exporter.*



## Annex I – Cold Storage Grant Status

Company	Grant	Province	Status
<b>Agreements Finalized</b>			
Afghan Red Pomegranate	Controlled Atmosphere Cold Room Establishment	Kandahar	Vendors selected and contracts signed. Request for payment submitted to Home Office.
Agroindust	Cold Storage Establishment	Kabul	Procurement bids under technical evaluation. Grantee has contributed its share of the total investment. Site visit planned for verification.
Tak Dry Fruits Company	Cold Storage Establishment	Balkh	Procurement bids under technical evaluation. Grantee requested to proceed with its contribution to the investment.
Zeyaratjah Ltd	Cold Storage Establishment	Herat	USAID technical concurrence received. Grant Agreement completed (awaiting signature). RFQ developed, finalized, released and closed. Bids to be evaluated.
<b>Applications in Process</b>			
Raiz Pure Oil Production & Cold Storage	Cold Storage Establishment	Balkh	Pre-Award Site Survey and Environmental Review Report completed. Grant reviewed and approved by Grants Evaluation Committee.
Four Seasons Cold Room	Cold Storage Establishment	Balkh	Environmental Review Report completed. Application and Financial Worksheet finalized. Grant reviewed and approved by Grants Evaluation Committee.
Nawi Safi Bradaran Ltd	Cold Storage Establishment	Kabul	Site visit undertaken to verify information provided by applicant. Documentation under review in light of site visit.
Arab Wafa Logistics Company	Cold Storage	Nangarhar	Application package received and under review.

## Annex 2 – Red Globe Vineyard and Trellising Clients

Province	Number of client farmers				Total
	Red Globe Vineyard		Trellising		
	Male	Female	Male	Female	
Kandahar	23	0	37	0	60
Kabul	38	16	86	26	166
<b>Total</b>	<b>61</b>	<b>16</b>	<b>123</b>	<b>26</b>	<b>226</b>

## Annex 3 – Almaty Trade Office B2B Meetings

Date	Location	Participants	Total
Oct 30	Almaty Kazakhstan	Afghan Govt. Employee	1
		Kazakh Govt. Employee	2
		Traders	20
		NGO/Project Staff	3
	<b>Almaty Kazakhstan Total</b>	<b>26</b>	
Dec 31	Kabul	Traders	8
		NGO/Project Staff	1
	<b>Kabul Total</b>	<b>9</b>	
<b>Total</b>		<b>35</b>	

## Annex 4 – Dissemination of Market Price Information

Company Name	Contact	Position	Contact No.	Email	Activity	Location
Faiz Gulab Ltd	Faiz Gulab	President	707110139	<a href="mailto:faizgulab@hotmail.com">faizgulab@hotmail.com</a>	Dry/Fresh Fruit	Kandahar
Noman Nabizada Ltd	Noman Nabizada	President	793300400	<a href="mailto:noman.nabizada@gmail.com">noman.nabizada@gmail.com</a>	Dry Fruit	Balkh & UAE
King Khan Ltd	Bilal Ahmad	President	700300597	<a href="mailto:bilalsayedltd@hotmail.com">bilalsayedltd@hotmail.com</a>	Dry Fruit	Kandahar
Zemarai Rasuli	Javed Rasuli	Deputy	777755555	<a href="mailto:rasoli786@gmail.com">rasoli786@gmail.com</a>	Dry Fruit	Kabul
Takdana	Zabi Ehsan	President	787151416	<a href="mailto:zabiullah_ehsan1@hotmail.com">zabiullah_ehsan1@hotmail.com</a>	Dry Fruits	Kabul
Bostan Sabz	Naim Atarud	Vice President	798777713	<a href="http://www.boustan.af">www.boustan.af</a>	Dry Fruits	Kabul
Anjeer	Abdul Rahman	President	795553050	<a href="mailto:arahman@anjeertrading.com">arahman@anjeertrading.com</a>	Dry Fruits	Kabul
Herat Saffron	Qudratullah Rahmati	President	799666650	<a href="mailto:qrahmati@saffron.af">qrahmati@saffron.af</a>	Saffron	Herat
Ariana Saffron	Bashir Ahmad	Vice President	788031060	<a href="mailto:info@arianasaffron.af">info@arianasaffron.af</a>	Saffron	Herat
Jamshid Ramin	Farhad	President	781300450	<a href="mailto:info@jamshidramin.com">info@jamshidramin.com</a>	Dry Fruit	Balkh
TAK Dry	Shafiq Payam	President	797100100	<a href="mailto:info@tak.af">info@tak.af</a>	Dry Fruit	Balkh
Nawroz Ltd	Kasim Rahimi	President	793-505005	<a href="mailto:kasim@nawrozgrp.com">kasim@nawrozgrp.com</a>	Dry Fruit	Balkh
Faizi Group	Sayed Esmat	President	971552205523	<a href="mailto:Esmat_qatali@yahoo.com">Esmat_qatali@yahoo.com</a>	Saffron	Herat/UAE
Mahtab Saffron	Khosrow Tajdar	Vice President	796979899	<a href="mailto:mahtab.saffron@gmail.com">mahtab.saffron@gmail.com</a>	Saffron	Herat
Milad Jihoon sadat	Khayesta Khan	President	794777916	<a href="mailto:miladjahoonsadat@hotmail.com">miladjahoonsadat@hotmail.com</a>	Dry Fruits	Kabul
Ghulami Brothers	Mohammad Qasem	President	790961111	<a href="mailto:info@gholami-group.af">info@gholami-group.af</a>	Dry Fruit	Herat
Ziba Food	Raffi	President	659726 824	<a href="mailto:patrick@zibafoods.com">patrick@zibafoods.com</a>	Dry Fruit	Kabul/UAE
Afghan Red Pomegranate	Mahmoud	Vice President	703209684	<a href="mailto:info@afghanredpomegranates.com">info@afghanredpomegranates.com</a>	Juice	Kandahar
Bilal Saeed Ltd	Gul Rasool	President	N/A	<a href="mailto:bilalsaeedltd@yahoo.com">bilalsaeedltd@yahoo.com</a>	Dry Fruit	Kandahar
New Yaqubi	Abdul Ahahd	President	700362656	<a href="mailto:Abdulahad_ms@yahoo.com">Abdulahad_ms@yahoo.com</a>	Dry Fruit	Kandahar
Zeyarat Jah	Abdul Wahab	President	79832132	<a href="mailto:zeyaratjah@gmail.com">zeyaratjah@gmail.com</a>	Dry Fruit	Herat

## Annex 5 – Export Facilitation, by Country

Target Country	Produce	Quantity (MT)	Value (USD)
Australia	Raisins	23.5	33,840
	Saffron	0.006	12,600
	<b>Subtotal</b>	<b>23.506</b>	<b>46440</b>
Brazil	Raisins	40	60,600
	<b>Subtotal</b>	<b>40</b>	<b>60,600</b>
Canada	Almonds	1.4	25,426
	Dried Mulberries	21.4	82,299
	Saffron	0.01	22,000
	<b>Subtotal</b>	<b>22.81</b>	<b>129725</b>
China	Raisins	47.6	122,570
	<b>Subtotal</b>	<b>47.6</b>	<b>122,570</b>
Germany	Bitter Apricot Kernels	190	384,205
	Raisins	47.5	68,033
	<b>Subtotal</b>	<b>237.5</b>	<b>452,238</b>
India	Almonds	92	541,617
	Apricots	30.6	65,940
	Basil Seed	58	61,578
	Cumin	43.4	279,430
	Caraway Seed	288	1,606,219
	Dried Apricots	854.5	4,417,164
	Figs	2,728.10	22,914,803
	Grapes	26	51,116
	Melons	47.6	14,290
	Musk Melon Seeds	39.5	53,325
	Onions	79.9	17,577
	Pistachios	66.8	1,295,652
	Pomegranates	631.6	832,499
	Raisins	3,149.83	13,789,893

	Saffron	0.11	122,587
	Asafoetida	124	11,744,058
	Licorice Roots	46	22,800
	Walnuts	0.15	1,610
	<b>Subtotal</b>	<b>8,306.09</b>	<b>57,832,158</b>
Iraq	Dried Apricots	120	200,000
	Sesame seed	1,320.00	2,480,400
	<b>Subtotal</b>	<b>1,440</b>	<b>2,680,400</b>
Kazakhstan	Grapes	11.8	9,745
	<b>Subtotal</b>	<b>11.8</b>	<b>9,745</b>
Kuwait	Saffron	0.01	21,500
	<b>Subtotal</b>	<b>0.01</b>	<b>21,500</b>
Latvia	Raisins	400	584,520
	<b>Subtotal</b>	<b>400</b>	<b>584,520</b>
Lithuania	Raisin	20	29,200
	<b>Subtotal</b>	<b>20</b>	<b>29,200</b>
Morocco	Bitter Apricot Kernels	24	49,500
	<b>Subtotal</b>	<b>24</b>	<b>49,500</b>
The Netherlands	Raisins	358	501,675
	<b>Subtotal</b>	<b>358</b>	<b>501,675</b>
Pakistan	Grapes	5,397.70	3,889,359
	Apples	62.00	46,354
	Apricot	812.00	428,703
	Onions	490	120,355
	Pomegranates	3,671.40	4,571,232
	<b>Subtotal</b>	<b>10,433.10</b>	<b>9,056,003</b>
Poland	Raisins	172	140,010
	Apricot Seeds	80	48,000
	<b>Subtotal</b>	<b>252</b>	<b>188010</b>
Russia	Raisins	42	60,350
	<b>Subtotal</b>	<b>42</b>	<b>60,350</b>

Saudi Arabia	Saffron	2.394	2,801,766
	<b>Subtotal</b>	<b>2.394</b>	<b>2,801,766</b>
Spain	Raisins	43	62,000
	<b>Subtotal</b>	<b>43</b>	<b>62,000</b>
Sri Lanka	Raisins	39	56,550
	<b>Subtotal</b>	<b>39</b>	<b>56,550</b>
Turkey	Almonds	115	462,300
	Bitter Apricot Kernels	72.8	160,720
	Dried Mulberries	27.3	113,753
	Raisins	3,160.90	4,606,076
	Green Mung Beans	120.00	82,800
	Pistachio Kernels	46.00	990,000
	Soap Root	94.00	69,560
	Watermelon seed	69.6	174,000
	<b>Subtotal</b>	<b>3,705.60</b>	<b>6,659,209</b>
UAE	Almonds	54.5	812,796
	Apricot Seeds	0.06	238
	Dried Apricots	33.5	152,717
	Dried Mulberries	5.43	66,740
	Figs	110.3	1,606,764
	Pistachios	24.6	612,531
	Raisins	423.5	1,785,712
	Saffron	0.03	52,500
	Walnuts	4.25	70,590
	Watermelon seeds	264	660,000
	<b>Subtotal</b>	<b>920.17</b>	<b>5,820,588</b>
USA	Saffron	0.001	3,450
	<b>Subtotal</b>	<b>0.001</b>	<b>3,450</b>
<b>Total</b>		<b>26,369</b>	<b>87,228,197</b>

## Annex 6 – Export Facilitation by Province

Province of Origin	Produce	Quantity (MT)	Value (USD)
<b>Badakhshan</b>	Dried Mulberry	49	196,052
<b>Subtotal</b>		<b>49</b>	<b>196,052</b>
<b>Badghis</b>	Pistachio	74	1,445,652
<b>Subtotal</b>		<b>74</b>	<b>1,445,652</b>
<b>Balkh</b>	Melon	23	6,772
	Bitter Apricot Kernel	46	92,146
	Dry apricot	72	120,000
	Raisin	174	253,018
	Pistachio	24	528,000
	Sesame seed	24	43,200
	Green Mung Beans	120	82,800
	Soap Root	94	69,560
<b>Subtotal</b>		<b>577</b>	<b>1,195,496</b>
<b>Daykundi</b>	Almond	7	62,874
	Apricot Seeds	0.03	238
<b>Subtotal</b>		<b>7</b>	<b>63,112</b>
<b>Farah</b>	Watermelon seed	334	834,000
<b>Subtotal</b>		<b>334</b>	<b>834,000</b>
<b>Faryab</b>	Almond	847	502,957
	Dried Apricot		102,770
	Melon		6,360
	Pistachio		462,531
	Raisin		1,318,525
<b>Subtotal</b>		<b>847</b>	<b>2,393,143</b>
<b>Ghazni</b>	Almond	3,298	220,800
	Bitter Apricot Kernel		502,220
	Dried Apricot		80,000
	Onion		8,799

	Raisin		4,353,434
<b>Subtotal</b>		<b>3,298</b>	<b>5,165,253</b>
<b>Ghor</b>	Almond	1	25,426
<b>Subtotal</b>		<b>1</b>	<b>25,426</b>
<b>Herat</b>	Almond	570	74,100
	Dried Apricot		9,250
	Figs		1,014,070
	Grapes		198,968
	Raisin		1,340,438
	Saffron		3,036,403
	Walnut		70,590
<b>Subtotal</b>		<b>570</b>	<b>5,743,819</b>
<b>Jawzjan</b>	Musk Melon Seeds	1,336	53,325
	Sesame seed		2,437,200
<b>Subtotal</b>		<b>1,336</b>	<b>2,490,525</b>
<b>Kabul</b>	Grapes	3,145	1,166,895
	Melon		1,158
	Raisin		963,610
	Apple	62	46,354
	Apricot	812	428,703
	Almond	69	241,500
	Pistachio	22	462,000
	Asafoetida	125	11,744,058
<b>Subtotal</b>		<b>4,235</b>	<b>15,054,278</b>
<b>Kandahar</b>	Almond	9,383	113,630
	Cumin		279,430
	Dried Apricot		1,410,151
	Dried Mulberry		66,740
	Figs		16,399,075
	Grapes		1,781,642
	Pomegranate		5,081,917



	Raisin		7,403,307
	Almond Kernel	71	418,001
	Basil Seed	58	61,578
	Caraway Seed	288	1,606,219
	Raisin	1,514	6,189,287
	Dry apricot	566	3,045,133
	Figs	847	7,108,350
	Pomegranate	234	321,814
	Licorice root	46	22,800
	Grapes	310	383,160
	Bitter Apricot Kernel	132	79,410
	Apricot Seeds	80	48,000
	<b>Subtotal</b>	<b>13,529</b>	<b>51,819,644</b>
<b>Logar</b>	Onion	40	8,778
	<b>Subtotal</b>	<b>40</b>	<b>8,778</b>
<b>Nangarhar</b>	Onion	490	120,355
	<b>Subtotal</b>	<b>490</b>	<b>120,355</b>
<b>Nuristan</b>	Walnut	0	1,610
	<b>Subtotal</b>	<b>0.15</b>	<b>1,610</b>
<b>Parwan</b>	Almond	951	182,850
	Grapes		419,687
	<b>Subtotal</b>	<b>951</b>	<b>602,537</b>
<b>Samangan</b>	Dried Apricot	0.30	2,577
	<b>Subtotal</b>	<b>0.30</b>	<b>2,577</b>
<b>Wardak</b>	Apricot	30	65,940
	<b>Subtotal</b>	<b>30</b>	<b>65,940</b>
	<b>Total</b>	<b>26,369</b>	<b>87,228,197</b>

## Annex 7 – Participating Agribusinesses, Gulfood

Company Name	Contact	Position	Contact No.	Email	Activity	Location
Faiz Gulab Ltd	Faiz Gulab	President	707110139	<a href="mailto:faizgulab@hotmail.com">faizgulab@hotmail.com</a>	Dried/Fresh Fruit	Kandahar
Noman Nabizada Ltd	Noman Nabizada	President	793300400	<a href="mailto:noman.nabizada@gmail.com">noman.nabizada@gmail.com</a>	Dried Fruit	Balkh & UAE
King Khan Ltd	Bilal Ahmad	President	700300597	<a href="mailto:bilalsayedltd@hotmail.com">bilalsayedltd@hotmail.com</a>	Dried Fruits	Kandahar
Zemara Rasuli	Javed Rasuli	Deputy	777755555	<a href="mailto:rasoli786@gmail.com">rasoli786@gmail.com</a>	Dried Fruits	Kabul
Shamal Afghan	Samim	Representative	N/A	N/A	Saffron	Balkh/UAE
Momin Oil	Wahid Momin	President	971554151205	N/A	Edible Oil	Herat/UAE
Satarzada Group	Hadi Satarzada	Vice President	N/A	N/A	Saffron	Herat/UAE
Takdana	Zabi Ehsan	President	787151416	<a href="mailto:zabiullah_ehsan1@hotmail.com">zabiullah_ehsan1@hotmail.com</a>	Dried Fruit	Kabul
Bostan Sabz	Naim Atarud	Vice President	798777713	<a href="http://www.boustan.af">www.boustan.af</a>	Dried Fruit	Kabul
Anjeer	Abdul Rahman	President	795553050	<a href="mailto:arahman@anjeertrading.com">arahman@anjeertrading.com</a>	Dried Fruit	Kabul
Herat Saffron	Qudratullah Rahmati	President	799666650	<a href="mailto:qrahmati@saffron.af">qrahmati@saffron.af</a>	Saffron	Herat
Ariana Saffron	Bashir Ahmad	Vice President	788031060	<a href="mailto:info@arianasaffron.af">info@arianasaffron.af</a>	Saffron	Herat
Jamshid Ramin	Farhad	President	781300450	<a href="mailto:info@jamshidramin.com">info@jamshidramin.com</a>	Dried Fruit	Balkh
TAK Dry	Shafiq Payam	President	797100100	<a href="mailto:info@tak.af">info@tak.af</a>	Dried Fruit	Balkh
Nawroz Ltd	Kasim Rahimi	President	793-505005	<a href="mailto:kasim@nawrozgrp.com">kasim@nawrozgrp.com</a>	Dried Fruit	Balkh
Faizi Group	Sayed Esmat	President	971552205523	<a href="mailto:Esmat_qatali@yahoo.com">Esmat_qatali@yahoo.com</a>	Saffron	Herat/UAE
Mahtab Saffron	Khosrow Tajdar	Vice President	796979899	<a href="mailto:mahtab.saffron@gmail.com">mahtab.saffron@gmail.com</a>	Saffron	Herat
Milad Jihoon Sadat	Khayesta Khan	President	794777916	<a href="mailto:miladjahoonsadat@hotmail.com">miladjahoonsadat@hotmail.com</a>	Dried Fruit	Kabul
Ghulami Brothers	Mohammad Qasem	President	790961111	<a href="mailto:info@gholami-group.af">info@gholami-group.af</a>	Dried Fruit	Herat
Ziba Food	Raffi	President	+65 9726 824	<a href="mailto:patrick@zibafoods.com">patrick@zibafoods.com</a>	Dried Fruit	Kabul/UAE
Afghan Red Pomegranate	Mahmoud	Vice President	703209684	<a href="mailto:info@afghanredpomegranates.com">info@afghanredpomegranates.com</a>	Juice	Kandahar
Bilal Saeed Ltd	Gul Rasool	President	N/A	<a href="mailto:bilalsaeedltd@yahoo.com">bilalsaeedltd@yahoo.com</a>	Dried Fruit	Kandahar
New Yaqubi	Abdul Ahahd	President	700362656	<a href="mailto:Abdulahad_ms@yahoo.com">Abdulahad_ms@yahoo.com</a>	Dried Fruit	Kandahar
Zeyarat Jah	Abdul Wahab	President	79832132	<a href="mailto:zeyaratjah@gmail.com">zeyaratjah@gmail.com</a>	Dried Fruit	Herat
Najeeb Ahmad	Najeeb Ahmad	President	700302700	N/A	Dried Fruit	Kandahar

## Annex 8 – Participating Agribusinesses, Indian Trade Mission

Company Name	Contact	Position	Contact No.	Email	Activity	Gender	Location
Access Line	Ahmad Tariq Farid	President	+93 766 40 9261	N/A	Saffron	Male	Herat
Afghan Fruits	Mohammad Rafi Farhad Sikandary	President	+93 799 108 108	<a href="mailto:sikandary@afghanfruits.af">sikandary@afghanfruits.af</a>	Dried Fruit	Male	Kabul
Afghan Made Manufacturing and Export Ltd	Sayed Noman	President	+93 782 110 110	<a href="mailto:afghanmade.co@gmail.com">afghanmade.co@gmail.com</a>	Dried Fruit	Male	Kabul
Afghan Red Pomegranate	Mahmoud Popal	President	+93 706 705 830 +93 794 277 355	<a href="mailto:Afghanpomegranate@aol.com">Afghanpomegranate@aol.com</a> / <a href="mailto:Afghanredpomegranate@gmail.com">Afghanredpomegranate@gmail.com</a>	Processed food	Male	Kandahar
Afghanistan Red Gold Saffron	Rahmatullah Haji Azizullah	Representative	+93 799 666 650	<a href="mailto:grahmati@saffron.af">grahmati@saffron.af</a>	Saffron	Male	Herat
Al Mansoor Zam Zam Ltd	Ahmad Shah Alokozai	President	+93 799 321 966/ +93 700 000 788	<a href="mailto:elyaslemarLtd@gmail.com">elyaslemarLtd@gmail.com</a>	Fresh and Dried Fruit	Male	Kabul
Amin Farshid Ltd	HJI Habibullah Nawrozi	President	+93 777 888 888	<a href="mailto:Amin.farshid1000@gmail.com">Amin.farshid1000@gmail.com</a> / <a href="mailto:Amin.farshid1000@yahoo.com">Amin.farshid1000@yahoo.com</a>	Dried Fruit	Male	Kabul
Anzur Afghan Trade Company	Shafiqullah Emoran	Vice President	+93 793 506 719	<a href="mailto:anzur.afghan@gmail.com">anzur.afghan@gmail.com</a>	Fresh Fruit	Male	Kabul
Asef Ghafoor Ltd	Mohammad Rasikh	President of Company	+93 799 324 252	N/A	Dried Fruit and Nuts	Male	Kunduz
Benazir Yakta Trading Company	Benazir Yakta Moradi	President	+93 784 879 432/ +93 764 097 209	<a href="mailto:benaziryakta@gmail.com">benaziryakta@gmail.com</a>	Fresh and Dried Fruit	Female	Balkh
Bilal Saeed Ltd	Mohammad Sadiq	President	N/A	N/A	Fresh Fruit	Male	Kabul
Boustan e Sabz Afghanistan Ltd	Mohammad Lemar Quraishi	Representative	+93 729 880 001.	<a href="mailto:lmr.quraishi@boustan.af">lmr.quraishi@boustan.af</a> / <a href="mailto:Export@boustan.af">Export@boustan.af</a> / <a href="mailto:m.waleh@boustan.af">m.waleh@boustan.af</a>	Dried Fruit	Male	Kabul
Fardin Firdaws Ghafoory Ltd	Mohammad Arif Ghafoory	President of Company	+93 780 402 077	N/A	Dried Fruit and Nuts	Male	Kabul
Fazlan Shirzad Samangani Ltd	Fazel haq shir zad	Representative	+93 772 448 160	<a href="mailto:fazelhaq4@gmail.com">fazelhaq4@gmail.com</a>	Dried Fruit and Nuts	Male	Balkh
Ghoryan Saffron Company	Jamshed	Representative	+93 790 101 016 / +93 790 702 028	<a href="mailto:ghoryansaffron@gmail.com">ghoryansaffron@gmail.com</a>	Saffron	Male	Balkh
Ghulami Brothers Company	Mohsen Gholami	Vice President	+93 790 961 111	<a href="mailto:info@gholami-group.af">info@gholami-group.af</a>	Raisin	Male	Herat
Haider Rafat LTD	Ahmad Shekib Refat	Marketing Manager	+93 777 202 222	<a href="mailto:refatt@gmail.com">refatt@gmail.com</a>	Dried Fruit	Male	Herat
Hasti Trading Company	Fouzia Hariri	President	+93 796 345 132	<a href="mailto:fouzia2005@gmail.com">fouzia2005@gmail.com</a>	Dried Fruit	Female	Kabul
Jamshid Ramin Ltd	Faridoon Rustam	Representative	+93 778 009 625	<a href="mailto:Jamshidramin1@yahoo.com">Jamshidramin1@yahoo.com</a> / <a href="mailto:jr200451@gmail.com">jr200451@gmail.com</a>	Dried Fruit	Male	Kabul
Jawadea Company	Frozan Haidari	Representative	+93 788 422 446 +93 786 947 942	<a href="mailto:frozanhaidari69@gmail.com">frozanhaidari69@gmail.com</a>	Dried Fruit	Female	Balkh
Kamran Shafi Ltd	Amanullah Kamaran	President	+93 785 451 416	<a href="mailto:amanullahkamran2000@gmail.com">amanullahkamran2000@gmail.com</a>	Dried Fruit	Male	Kabul
Kanda Fruit	Saddudin Saeed	Vice President	+93 700 308 452	<a href="mailto:export@kandafruit.af">export@kandafruit.af</a>	Fresh and Dried Fruit	Male	Kandahar
Kantiva Trading and Logistic Company	Faizurahman Sahibzada	Representative	+93 782 545 500	<a href="mailto:m.abasin@gmail.com">m.abasin@gmail.com</a>	Fresh and Dried Fruit	Male	Kabul
Khadija	Khadija	Business Owner	+91 958 206 1572	N/A	Fresh Fruit	Male	Kabul

Company Name	Contact	Position	Contact No.	Email	Activity	Gender	Location
Khairkhwa Kohdamani Brothers Ltd	Mohammad Farhad Ibrahim Zada	Representative	+93 774 172 020	<a href="mailto:suhrab321@yahoo.com">suhrab321@yahoo.com</a>	Fresh Fruit	Male	Herat
Khorshid Saffron Company	Abdul Razaq Mohammadi	Vice President	+93 799 164 129	<a href="mailto:khorsheed_saffron@yahoo.com">khorsheed_saffron@yahoo.com</a>	Saffron	Male	Kandahar
King Khan	Bilal Ahmad	President	+91 958 255 1080	<a href="mailto:Kingkhanltd@hotmail.com">Kingkhanltd@hotmail.com</a>	Dried Fruit	Male	Kabul
King Saffron Ltd	Mr. Nawid Mohsini	President	+93 786 616 402	<a href="mailto:King.saffron@yahoo.com">King.saffron@yahoo.com</a>	Saffron	Male	Kandahar
Mahir Hamza Ltd	Syed Ahmad	Vice President	+93 700 362 656 +93 700 362 935	<a href="mailto:mahirhamza.ltd@gmail.com">mahirhamza.ltd@gmail.com</a>	Dried Fruit	Male	Herat
Mahtab Saffron Process and Production LTD	Said Ali Khosrow Tajdar	Vice President	+93 796 979 899 +93 788 031 060	<a href="mailto:mahtab.saffron@gmail.com">mahtab.saffron@gmail.com</a>	Saffron	Male	Kabul
Milad Jehoon Ltd	Khaaista Khan Jawad	Vice President	+93 794 777 916	N/A	Dried Fruit	Male	Kandahar
Mohammad Asif Afghan Ltd	Mohammad Asif Afghan	President	+93 729 295 000	<a href="mailto:asifafghan.kbl@gmail.com">asifafghan.kbl@gmail.com</a>	Fresh Fruit	Male	Kabul
Mustafa Sultanzada Ltd	Sayed Sohail Samim	Representative	+93 793 630 000 +93 744 333 330	<a href="mailto:sohail@mustafasultanzada.com">sohail@mustafasultanzada.com</a>	Hing	Male	Kabul
Nabi Akbar Trading Co Ltd	Rahmatullah Eidi Zada	Representative	+93 795 995 159 +93 799 331 330 +93 786 142 322	<a href="mailto:rahmat_ez@hotmail.com">rahmat_ez@hotmail.com</a>	Dried Fruit	Male	Kandahar
New Yaqubi Ltd	Habib Rahman Rahmani	President	+93 700 304 170 +93 700 786 770	<a href="mailto:Abdulahad_ms@yahoo.com">Abdulahad_ms@yahoo.com</a>	Dried Fruit	Male	Kabul
Omaid Bahar Fruit Processing LTD	Faridullah Mustafa	Vice President	+93 786 002 007 +93 202 320 465	<a href="mailto:mustafa@omaidbahar.com">mustafa@omaidbahar.com</a> / <a href="mailto:farid@omaidbahar.com">farid@omaidbahar.com</a>	Processed food	Female	Herat
Pace Group	Yousef Dawran	Business Owner	N/A	N/A	Dried Fruit	Male	Kabul
Roshan Saffron Co.	Said Nasir Ahmad Sadat	Vice President	+93 781 108 287	<a href="mailto:info@roshansaffron.com">info@roshansaffron.com</a>	Saffron	Male	Kandahar
Rumi Trading Ilc	Zarina Hazrat Shah	Representative	+93 789 461 172	<a href="mailto:info@rumillc.com">info@rumillc.com</a>	Dried Fruit and Saffron	Female	Logar
Sabit Ltd	Mohammad Shafiq	President	+93 788 300 317	N/A	Fresh Fruit	Male	Kabul
Sahib Shah Suliamankhil Ltd	Sahib Shah Suliamankhil	President	+93 772 219 350	N/A	Fresh Fruit	Male	Balkh
Shabana Trading Company	Shabana	President	+93 786 868 651	<a href="mailto:shabana.trading@gmail.com">shabana.trading@gmail.com</a>	Dried Fruit	Male	Kabul
Shahim Towhid Karimzada Ltd	Mohammad Shahim Karimzada	President of Company	+93 777 500 076	N/A	Dried Fruit and Nuts	Male	Kabul
Shamima Asekzai Company	Shamima Asekzai	President	+93 783 604 538	<a href="mailto:Shamima.asekzai@gmail.com">Shamima.asekzai@gmail.com</a>	Dried Fruit	Male	Balkh
Tak Dana Dry and Fresh Fruit Process Co.	Zabiullah Mohammad Ahsan	President	+93 787 151 416	<a href="mailto:Z.ehsan@takdana.com">Z.ehsan@takdana.com</a> / <a href="mailto:zabiullah_ehsan1@hotmail.com">zabiullah_ehsan1@hotmail.com</a>	Fresh and Dried Fruit	Male	Kabul
TAK Dried Fruit Company	Mohammad Shafiq Payam	Vice President	+93 797100100	<a href="mailto:info@tak.af">info@tak.af</a>	Dried Fruit	Male	Kabul
Tamadon Agriculture Seeds and Services Company	Kamran Joyanda	Representative	+93 744 440 013	<a href="mailto:Tamadon.assc@gmail.com">Tamadon.assc@gmail.com</a>	Fresh and Dried Fruit	Male	Kabul
Zemaray Rasoly Ltd	Jawid Rasoly	Vice President	+93 777 755 555	<a href="mailto:rasoly786@gmail.com">rasoly786@gmail.com</a>	Dried Fruit	Male	Kabul
Ziba Foods LLC	Ahmad Qais Jaweed	General Manager	+93 778 831 243	<a href="mailto:jaweed@zibafoods.com">jaweed@zibafoods.com</a>	Dried Fruit	Male	Kabul

## Annex 9 – Participating Agribusinesses, Passage to Prosperity

Company	Contact	Position	Contact No.	Email	Activity	Gender	Location
Abdul Ali Sadiq Ltd	Abdul Wali	President	+93 700767172	walidryfruit786@gmail.com	Dried Fruit	Male	Kandahar
Afghan Fruits	Mohammad Yaseen	President	+93 799108108	sikandary@afghanfruits.af	Dried Fruits	Male	Kabul
Afghan Red Pomegranate	Mahmoud	President	+93 706705830 +93 794277355	Afghanredpomegranate@gmail.com	Process food	Male	Kandahar
Afghan Rolex Ltd	Rohullah	President	+93 700304716 +93 785932454	hidayatkakar.hk@gmail.com	Dried Fruit	Male	Kandahar
Afghanistan Red Gold Saffron	Aditya	Representative	+91 9953828329 +93 799666650	qrahmati@saffron.af	Saffron	Male	Herat
Akorkhail Ltd	Haji Katoor	Vice President	+93 777595747	immalikjan@yahoo.com	Fresh fruit	Male	Kabul
Al Mansoor Zam Zam Ltd	Ahmad Shah	President	+93 799321966 +93 700000788	elyaslemarLtd@gmail.com	Fresh and Dried Fruit	Male	Kabul
Amin Farshid Ltd	Amir Jan	Representative	+93 777888888	Amin.farshid1000@gmail.com	Dried Fruit	Male	Kabul
Arayana Etimad	Ahmadullah	Representative	+93 700901912	etamad.af@gmail.com	Fresh fruit	Male	Kandahar
Boustan e Sabz Afghanistan Ltd	Abdul Haq	Representative	+93 729880011	Export@boustan.af	Dried Fruit	Male	Kabul
Faiz Gulab Ltd	Faizullah Khan	President	+93 707040160	faizgulab@hotmail.com	Dried Fruit	Male	Kabul
Ghani Fresh Fruit	Abdul Aziz	Representative	+93 778101011	mahuideenjabarkhel@gmail.com	Fresh fruit	Male	Kabul
Heaven Food Ltd	Bilal	President	+93 707301557	heavenfoodsltd@hotmail.com	Dried Fruit	Male	Kandahar
High Confidence	Siddiqullah	President	+93 777141317	siddiqullah.popalzai@gmail.com	Fresh and Dried Fruit	Male	Kabul
Insaf Fahim Ltd	Mohammad Wazir	President	+93 700281475	wazir.razi@yahoo.com	Fresh and Dried Fruit	Male	Kabul
Kamran Shafi	Amanullah	President	+93 785451416	amanullahkamran2000@gmail.com	Dried Fruit	Male	Kabul
Kanda Fruit	Saduddin	Vice President	+93 784405555	export@kandafruit.af	Fresh and Dried Fruit	Male	Kandahar
King Khan	Bilal Ahmad	President	+93 702104964	KingkhanLtd@hotmail.com	Dried Fruit	Male	Kandahar
King Saffron Ltd	Mr. Nawid	President	+93 786616402	King.saffron@yahoo.com	Saffron	Male	Kabul
Milad Jehoon Ltd	Khaaista Khan	Vice President	+93 794777916	miladjehoonsadat@hotmail.com	Dried Fruit	Male	Kabul
Milky Ways	Noor Aqa	Representative	+93 775577957	sawiz1@gmail.com	Dried Fruit	Male	Kabul
Nejat Trading Ltd	Khadija	President	+91 9582061572	N/A	Dried Fruit	Female	Kabul
Omaid Bahar Fruit Processing Ltd	Ghulam Mustafa	President	+93 786002007	mustafa@omaidbahar.com	Process food	Male	Kabul
Rumi Trading Llc	Nisar Ahmad	Vice President	+93 784516129	info@rumillc.com	Dried Fruit and Saffron	Male	Kabul
Sama Azizi Trading Company Ltd	Mohammad Jan	Vice President	+93 790886677	sama.azizi.trading@gmail.com	Dried Fruit	Male	Balkh
Samsoor Ban	Hedayatullah	President	+93 787712171	hedayat7in3@gmail.com	Fresh fruit	Male	Kabul
Setara Company	Zarin	Representative	+93 700073042	zarin.sarway@setara.af	Dried Fruit	Female	Kabul
Shabana Trading Company	Shabana	President	+93 786868651	shabana.trading@gmail.com	Dried Fruit	Female	Kabul
Tamadon Agriculture Seeds and Services	Mohammad Shafiq	President	+93 729006669	Tamadon.assc@gmail.com	Fresh and Dried Fruit	Male	Kabul

Company	Contact	Position	Contact No.	Email	Activity	Gender	Location
Toba Basit Ltd	Mohammad Farhad	President	+93 788963537	toba.baset@gmail.com	Dried Fruit	Male	Kabul
Walid Rashid Ltd	Zaid	Vice President	+93 786361212	zaid_rasuly@yahoo.com	Spices	Male	Kabul
World Food	Saifullah	President	+93 777110777	w.fruit777@gmail.com	Fresh fruit	Male	Kabul
Zemaray Rasoly Ltd	Jawid	Vice President	+93 777755555	rasoly786@gmail.com	Dried Fruit	Male	Kabul
Ziba Foods LLC	Mehrya	Representative	+93 781464375	mehrya@zibafoods.com	Dried Fruit	Female	Kabul
Zwaak Trading Company	Abdul Haleem	President	+ 93 795995777	A.halim@zwaaktc.com;	Dried Fruit	Male	Kabul

## Annex 10 – Participating Agribusinesses, WorldFood Kazakhstan

Company	Representative	Position	Province	Phone	Email
Kanda Fruit	Jalaluddin Saeed	President	Kabul	+93 798200003	<a href="mailto:export@kandafruit.af">export@kandafruit.af</a>
	Mohammad Khalid Tayeb	CEO	Kabul	+93 700050628	<a href="mailto:khalid.tayeb@gmail.com">khalid.tayeb@gmail.com</a>
Boustan e Sabz Afghanistan Ltd	Mohammad Lemar Quraishi	Exports Officer	Kabul	+93 788707166	<a href="mailto:Export@boustan.af">Export@boustan.af</a>
	Abdul Haq Lailizai	Marketing Manager	Kabul	+93 799666691	<a href="mailto:a.lilizai@boustan.af">a.lilizai@boustan.af</a>
Afghan Samoon Company	Mirwais Zahid	CFO	Kabul	+93 799479122	<a href="mailto:mirwais.zahid22@gmail.com">mirwais.zahid22@gmail.com</a>
Jamshid Ramin Ltd	Najibullah Nabi Zada	Marketing Manager	Kabul	+93 781300450	<a href="mailto:Jamshidramin1@yahoo.com">Jamshidramin1@yahoo.com</a>
	Jamshid Hoshmand	Vice-president	Kabul	+93 781300450	<a href="mailto:info@jamshidramin.com">info@jamshidramin.com</a>
Tak Dana Dry and Fresh Fruit Process Co.	Zabihullah Ahsan	President	Kabul	+93 787151416	<a href="mailto:zabiullah_ehsan1@hotmail.com">zabiullah_ehsan1@hotmail.com</a>
	Waseeq ullah Surkhrodi	Marketing Officer	Kabul	+93 787151417	<a href="mailto:zabiullah_ehsan1@hotmail.com">zabiullah_ehsan1@hotmail.com</a>
Haider Rafat LTD	Ahmad Shekib Refat	Marketing Manager	Kabul	+93 777202222	<a href="mailto:shekib.refatt@gmail.com">shekib.refatt@gmail.com</a>
Zemari Rasouli Ltd	Jawid Rasoly	V- President	Kabul	+93 777755555	<a href="mailto:rasoly786@gmail.com">rasoly786@gmail.com</a>
	Amir Jan Haidari	Field Manager	Kabul	+93 782500500	<a href="mailto:haidari.amer99@gmail.com">haidari.amer99@gmail.com</a>
Hashim Hussainzada Ltd	Mohad Hashim Hussain zada	President	Balkh	+93 799279570	<a href="mailto:mb.dryfruits@gmail.com">mb.dryfruits@gmail.com</a>
Fardin Ferdows Ghafoory Ltd	Mohammad Zahir Hamidi	Sales Manager	Balkh	+93 786307807	<a href="mailto:ffghafoory@gmail.com">ffghafoory@gmail.com</a>
Asif Ghafor Ltd	Mohammad Asef Ghafoory	President	Balkh	+93 799324252	<a href="mailto:asef_ghafoory@yahoo.com">asef_ghafoory@yahoo.com</a>
Afghan Red Pomegranate	Mahmood	Vice president	Kandahar	+93 706705830 +93 794277355	<a href="mailto:Afghanredpomegranate@gmail.com">Afghanredpomegranate@gmail.com</a>

## Annex II – Harvest, Post-Harvest Handling, Food Safety and HACCP Training

Date	Province	Crop	Female	Male	Total
May 7, 2018	Balkh	Apricot and Cucumber	3	18	21
May 13, 2018	Ghazni	Apricot	7	8	15
June 27, 2018	Kabul	Apricot and Cherry	4	3	7
	Logar	Apricot and Cherry	0	9	9
	Wardak	Apricot and Cherry	0	11	11
July 17, 2018	Kandahar	Grapes	0	29	29
July 22, 2018	Ghazni	Grapes	1	24	25
July 25, 2018	Laghman	Vegetables	0	2	2
	Nangarhar	Vegetables	15	37	52
July 31, 2018	Kunduz	Grapes and Melon	0	64	64
August 12, 2018	Herat	Grapes	5	50	55
August 27, 2018	Kunduz	Almond	2	45	47
August 28, 2018	Kunduz	Grapes	0	28	28
Sept. 24, 2018	Daykundi	Apple	1	0	1
	Ghazni	Apple	1	23	24
October 8, 2018	Kabul	Apple	0	3	3
	Logar	Apple	0	8	8
	Wardak	Apple	0	2	2
October 9, 2018	Kabul	Grapes	0	7	7
	Logar	Grapes	0	4	4
	Parwan	Grapes	0	2	2
October 15, 2018	Baghlan	Onion, Tomato	51	0	51
	Kandahar	Pomegranate	0	36	36
	Kunduz	Onion, Tomato	1	0	1
October 28, 2018	Balkh	Almond	3	18	21
	Balkh	Grapes	0	14	14
	Samangan	Almond	0	8	8
October 30, 2018	Ghazni	Potato, Onion	1	30	31
Nov. 27, 2018	Kunduz	Potato, Onion	52	4	56
<b>Total</b>			<b>147</b>	<b>487</b>	<b>634</b>



## Annex 12 – Export B2B Meetings Facilitated

Date	Location	Crop	Province	Category	Total
May 7	Balkh	Apricots and Cucumbers	Balkh	Farmer	18
				Trader/Processor Staff	3
Jun 10	Kabul	Cherries	Kabul	Farmer	9
				Trader/Processor Staff	1
Jun 27	Kabul	Apricots and Cherries	Kabul	Business Association/Cooperative Staff	3
				Farmer	3
				Trader/Processor Staff	1
			Logar	Farmer	7
				NHLP Staff	2
Wardak	Farmer	11			
Jul 22	Ghazni	Grapes	Ghazni	Farmer	16
				NHLP Staff	1
				Student	5
				Trader/Processor Staff	3
Jul 25	Nangarhar	Vegetables	Laghman	Farmer	2
			Nangarhar	DAIL Staff	2
				Farmer	28
				Trader/Processor Staff	22
Aug 12	Herat	Grapes	Herat	Business Association/Cooperative Staff	1
				DAIL Staff	4
				Farmer	50
				Trader/Processor Staff	1
Sep 24	Ghazni	Apples	Daykundi	Student	1
			Ghazni	Farmer	14
				NHLP Staff	3
				Student	3
Sep 25	Herat	Pistachios	Herat	Trader/Processor Staff	4
				Trader/Processor Staff	2
Oct 8	Kabul	Apples	Kabul	Farmer	3
			Logar	Farmer	8
			Wardak	Farmer	2

Date	Location	Crop	Province	Category	Total
		Grapes	Kabul	Trader/Processor Staff	1
Oct 9	Kabul	Grapes	Kabul	Farmer	5
				Trader/Processor Staff	1
			Logar	Farmer	4
			Parwan	Farmer	2
Oct 28	Balkh	Almonds	Balkh	DAIL Staff	2
				Farmer	15
				Trader/Processor Staff	4
		Samangan	Farmer	8	
		Grapes	Balkh	Farmer	14
Oct 30	Ghazni	Potatoes, Onions	Ghazni	Farmer	24
				Student	4
				Trader/Processor Staff	3
<b>Total</b>					<b>320</b>

## Annex 13 – Export Facilitation to Central Asia

Province of Origin	Firm Name	Mode	Crop	Quantity (MT)	Value (USD)
Kandahar	Maryam Ltd	Open Truck	Grapes	13.5	21,559
Kabul	Khirkhwa Khohdaman	Air	Cucumber Tomato	2.9	\$4,500
Kandahar	Kanda Fruit	Air	Black Grapes	2	\$4,000
Nangarhar	Star Dehqan	Air	Zuchini Lettuce	2	\$1,941

## Annex I4 – Processing and Packaging Grants

Company	Grant	Province	Status
<b>Processing Agreements Finalized</b>			
Afghanistan Red Gold Saffron Co	Value-added Saffron Product Expansion & Quality Improvement	Herat	Vendor selected and contracts signed. Request for payment submitted to Home Office.
Afghan Fruits Ltd'	Pine Nut Processing	Kabul	RFQ closed and identified vendors rejected by the grantee. Grantee is traveling to India to identify additional potential suppliers for the required equipment.
Jamshid Ramin Dry Fruits Processing & Packaging Company	Raisin Processing Expansion	Balkh	USAID technical concurrence received. Grant Agreement Completed. RFQ developed, finalized, released and will close on Jan 3. Bids to be evaluated.
Seyar Rangeena Food Production Company	Potato Chips Production & Packaging	Kabul	USAID technical concurrence received. Grant Agreement Completed. RFQ developed, finalized, released and closed. Bids to be evaluated.
<b>Packaging Agreements Finalized</b>			
Afghan Central Plastic Company	Production of Plastic Crates, Clamshells & Trays	Kabul	Vendor selected, contract signed and first payment made for equipment.
Kabul Packaging	Procurement of Four Color Printer, Slotter & Die-Cutter with Inline Folder & Gluer	Kabul	RFQ closed and bids to be evaluated.
<b>Applications in Process</b>			
Anar Agricultural Services	Raisin Processing Center	Ghazni	Pre-Award Site Survey and Environmental Review Report completed. Grant reviewed and approved by Grants Evaluation Committee.
Bakhtiar Plastics & Packaging Company	Plastic Crate Production	Nangarhar	Vetting approval received. Pre-Award Site Survey and Environmental Review Report completed. Application and Financial Worksheet finalized. Grant reviewed and approved by Grants Evaluation Committee.
Rumi Ltd	Dried Fruit & Nut Processing & Packaging Equipment	Kabul	Pre-Award Site Survey and Environmental Review Report completed. Application and Financial Worksheet finalized. Grant reviewed and approved by Grants Evaluation Committee.
Abdul Rab Faizi Ltd	Tomato Paste Production Line	Parwan	Application submitted to Grants Evaluation Committee for rejection on the basis that 1) Grant funding is over-committed based on current pipeline; 2) Limited organizational experience in proposed activity; 3) The project is not feasible given the anticipated length of time between equipment fabrication and installation.
Nejabat Haidari Logistic & Packaging Co	Fruit Processing Line	Kabul	Met the applicant to seek answers on the application. Applicant was requested to provide additional documentation. Applicant missed the deadline. Application submitted to Grants Evaluation Committee for rejection on the basis that 1) Grant funding is over-committed based on current pipeline; 2) Applicant is not responsive or reliable; 3) Application has been in process for a year and is still not finalized. Very unlikely that the grant could be implemented in time remaining.
Khokoly Roh Afza	Fruit Juice Processing & Packaging / Tomato Paste Processing & Packaging / Jam Packaging / Cold Storage / Laboratory Equipment	Nangarhar	Application submitted to Grants Evaluation Committee for rejection on the basis that 1) Grant funding is over-committed based on current pipeline; 2) Grants team is aware that previous USAID-supported equipment is not in operation and applicant is making no attempt to repair.
Atef Agriculture & Livestock	Saffron Packaging Manufacturing	Herat	Application submitted to Grants Evaluation Committee for rejection on the basis that 1) The applicant withdrew their application
Etemad Estiqal Plastic Manufacturing	Plastic Crate Production	Kabul	Tazkira, Passport, Terms and Conditions document and Personal Information Form received. Requested applicant to provide proof of payment for the equipment they claim to have already procured. Review of the documents to be completed.
Khalid Faizan Food Production Company	Fruit Juice Filling Line	Nangarhar	Application package received. USAID vetting request submitted. Documents to be reviewed and finalized for Grants Evaluation Committee.

<b>Company</b>	<b>Grant</b>	<b>Province</b>	<b>Status</b>
Amin Haroon Ltd	Raisin Processing Equipment	Balkh	Revised Application and Financial Worksheet received and under review.
Barna Group	Potato Chip Processing & Packaging	Kabul	Applicant submitted requested information. Application under review.
King Khan Ltd	Raisin Processing Equipment	Kandahar	Consultant assisting grantee in application development.
New Yaqubi	Raisin Processing Equipment	Kandahar	Consultant assisting grantee in application development.
Mahir Hamza	Raisin Processing Equipment	Kandahar	Consultant assisting grantee in application development.
Safa Arzu Soft Drink Production Co	Fruit Juice Processing Line	Ghazni	Application package received and under review.
Kanda Fruits	Establishment of Food Testing Lab, Hygiene and Contamination Control Equipment and Certification for BRC Implementation.	Kandahar	Application package received and under review.
Ahmad Tamim Co Ltd	Packaging Equipment	Kabul	Applicant invited to submit full application package. Awaiting documentation.

## Annex 15 – Kandahar Agribusinesses Supported in 2018

Company Name	Contact	Position	Contact No.	Email	Activity
Faiz Gulab Ltd	Faiz Gulab	President	707110139	<a href="mailto:faizgulab@hotmail.com">faizgulab@hotmail.com</a>	Dried/Fresh Fruit
King Khan Ltd	Bilal Ahmad	President	700300597	<a href="mailto:bilalsayedltd@hotmail.com">bilalsayedltd@hotmail.com</a>	Dried Fruits
Afghan Red Pomegranate	Mahmoud	Vice President	703209684	<a href="mailto:info@afghanredpomegranates.com">info@afghanredpomegranates.com</a>	Juice
Bilal Saeed Ltd	Gul Rasool	President	N/A	<a href="mailto:bilalsaeedltd@yahoo.com">bilalsaeedltd@yahoo.com</a>	Dried Fruit
New Yaqubi	Abdul Ahahd	President	700362656	<a href="mailto:Abdulahad_ms@yahoo.com">Abdulahad_ms@yahoo.com</a>	Dried Fruit
Najeeb Ahmad	Najeeb Ahmad	President	700302700	N/A	Dried Fruit
Kanda Fruit	Saddudin Saeed	Vice President	700308452	<a href="mailto:export@kandafruit.af">export@kandafruit.af</a>	Fresh and Dried Fruit
Abdul Ali Sadiq Ltd	Abdul Wali	President	700767172	<a href="mailto:walidryfruit786@gmail.com">walidryfruit786@gmail.com</a>	Dried Fruit
Afghan Rolex Ltd	Rohullah	President	700304716 785932454	<a href="mailto:hidayatkakar.hk@gmail.com">hidayatkakar.hk@gmail.com</a>	Dried Fruit
Arayana Etimad	Ahmadullah	Representative	700901912	<a href="mailto:etemad.af@gmail.com">etemad.af@gmail.com</a>	Fresh fruit

## Annex 16 – Food Processing Training (Jam, Pickle and Ketchup)

Organization	Representative	Gender	Position
Sahar	Meena	Female	Director
	Uzra		Staff
Carrakers	Huma		Director
	Binazer		Staff
Maidan Wardak Women	Brishna		Staff
	Maryam		Staff
	Najeeba		Staff
	Sediqa		Staff
	Floran		Director
	Sima Gul		Staff
	Deljan		Staff
	Mahboba		Staff
Niaz Baig	Hanifa		Staff
Pari Alifzada	Tahmina		Staff
	Latifa		Staff
	Guljan		Staff
	Malika		Staff
	Pari Gul		Director
Shakar Dara Women Association	Rahima		Director
	Safia		Staff
Women's Skill Improvement Association	Adila		Director
Women's Association	Mari Ameri		Director
Mahmood Ghaznawi	Lailuma		Director
LGP	Monisa		Staff
	Mahjuba		Staff
Sadat	Anisa		Director
Sunbul	Nazeefa		Staff
	Najia		Staff
Home Business	Najwa	Director	
Shabana Products	Farkhunda	Staff	
	Shabana	Director	

## Annex 17 – Trade Show Participants – Women-Owned Businesses

Company Name	Contact	Position	Contact No.	Email	Activity	Location	Event
Benazir Yakta Trading Co.	Benazir Yakta Moradi	President	+93 784 879 432/ +93 764 097 209	<a href="mailto:benaziryakta@gmail.com">benaziryakta@gmail.com</a>	Fresh and Dried Fruit	Balkh	Indian Trade Mission, Delhi
Hasti Trading Company	Fouzia Hariri	President	796 345 132	<a href="mailto:fouzia2005@gmail.com">fouzia2005@gmail.com</a>	Dried Fruit	Kabul	Indian Trade Mission, Delhi
Jawadea Company	Frozan Haidari	Representative	+93 788 422 446, +93 786 947 942	<a href="mailto:frozanhaidari69@gmail.com">frozanhaidari69@gmail.com</a>	Dried Fruit	Balkh	Indian Trade Mission, Delhi
Rumi Trading llc	Zarmina Hazrat Shah	Representative	+93 789 461 172	<a href="mailto:info@rumillc.com">info@rumillc.com</a>	Dried Fruit and Saffron	Kabul	Indian Trade Mission, Delhi
Shabana Trading Co.	Shabana Azimi	President	+93 786868651	<a href="mailto:shabana.trading@gmail.com">shabana.trading@gmail.com</a>	Dried Fruit	Kabul	P2P, Mumbai
Nejat Trading Ltd	Khadija	President	+91 9582061572	N/A	Dried Fruit	Kabul	P2P, Mumbai
Setara Company	Zarin Sarway	Representative	+93 700073042	<a href="mailto:zarin.sarway@setara.af">zarin.sarway@setara.af</a>	Dried Fruit	Kabul	P2P, Mumbai
Ziba Foods LLC	Mehrya Nassiri	Representative	+93 781464375	<a href="mailto:mehrya@zibafoods.com">mehrya@zibafoods.com</a>	Dried Fruit	Kabul	P2P, Mumbai



## Annex 18 – Performance Indicators

Indicator Name and Number (and disaggregation by gender)	Baseline and date baseline was collected	Q2 FY2018 (Jan-Mar-2018)		Q3 FY2018 (Apr-Jun-2018)		Q4 FY2018 (Jul-Sep-2018)		Q1 FY2019 (Oct-Dec-2018)		TOTAL Cumulative figures for 2018	TOTAL Cumulative figures for 2018	TOTAL Cumulative for Life of Project
		Target	Actual	Target	Actual	Target	Actual	Target	Actual	Target	Actual	Actual
Volume of targeted agricultural commodities exported with USG assistance (MT)		3150	3330		1335	6,680	5,755	5,170	15,945	15,000	26,365	108,211
Males		3150	3330		1335	6,680	5,743	5,170	15,940	15,000	26,348	107,954
Females							12		5		17	257
Fruits and Nuts		2600	2728		1215	6,280	4,953	5,170	14,806			
Vegetable and other		550	602		120	400	802	0	1,139			
Value of targeted agricultural commodities exported with USG assistance (RAA) (USD)		13,700,000	14,285,147		3,555,245	8,805,000	8,456,154	7,500,000	60,931,649	30,005,000	87,228,195	187,293,092
Males		13,700,000	14,285,147		3,555,245	8,805,000	8,434,595	7,500,000	60,883,777	30,005,000	87,158,763	186,848,860
Females							21,559		47873		69,432	444,232
Fruits and Nuts		10,500,000	11,025,487		2,826,992	8,355,000	7,731,844	7,500,000	46,122,692			
Vegetable and other		3,200,000	3,259,660		728253	450,000	724,309	0	14,808,957			
Number of households benefited by agriculture and alternative development interventions in targeted areas.						5		15	2,107	20	2,107	40,603
Males						5		15	1,883	20	1,883	36,953
Females									224		224	3,650
Number of farmers growing high value crops as a result of USG assistance						5		15		20		20,302
Males						5		15		20		20,302
Females												
Number of hectare with increased high value crop production as a result of USG programs						1		3		4		11,071
Males						1		3		4		11,071
Females												
Number of full-time equivalent (FTE) jobs created with USG assistance (RAA) EG.3-9 (FF)		165	173		43	155	137	120	469	440	822	9,326

<b>Males</b>		80	83		11	120	127	75	425	275	646	8,939
<b>Females</b>		85	90		32	35	10	45	44	165	176	387
Fruits and Nuts		110	116		24	145	133	105	463			
Vegetable and other		55	57		19	10	4	15	6			
<b>Total Value of sales (export + domestic) of targeted commodities as a result of USG assistance</b>		<b>13,700,000</b>	<b>14,285,147</b>		<b>3555245</b>	<b>8,815,000</b>	<b>8,456,154</b>	<b>7,510,000</b>	<b>60,933,162</b>	<b>30,025,000</b>	<b>87,229,708</b>	<b>188,115,005</b>
<b>Males</b>		<b>13,700,000</b>	<b>14,285,147</b>		<b>3,555,245</b>	<b>8,805,000</b>	<b>8,434,595</b>	<b>7,500,000</b>	<b>60,883,777</b>	<b>30,005,000</b>	<b>87,158,763</b>	<b>187,669,260</b>
<b>Females</b>						<b>10,000</b>	<b>21,559</b>	<b>10,000</b>	<b>49,386</b>	<b>20,000</b>	<b>70,945</b>	<b>445,745</b>
Fruits and Nuts		10,500,000	11,025,487		2,826,992	8,355,000	7,731,844	7,500,000	46,124,205			
Vegetable and other		3,200,000	3,259,660		728253	450,000	724309.454	0	14,808,957			
<b>Number of individuals who have received USG supported short-term agricultural sector productivity or food security training (RiA) (WOG) EG.3.2-1 (FF)</b>				<b>80</b>	<b>110</b>	<b>900</b>	<b>329</b>	<b>960</b>	<b>1645</b>	<b>1,940</b>	<b>2084</b>	<b>115,326</b>
<b>Males</b>				<b>65</b>	<b>75</b>	<b>820</b>	<b>302</b>	<b>930</b>	<b>1495</b>	<b>1,815</b>	<b>1872</b>	<b>111,145</b>
<b>Females</b>				<b>15</b>	<b>35</b>	<b>80</b>	<b>27</b>	<b>30</b>	<b>150</b>	<b>125</b>	<b>212</b>	<b>4,181</b>
Fruits and Nuts				80	110	870	275	960	1645			
Vegetable and other						30	54					
<b>Number of agriculture-related enterprises supported by interventions</b>				<b>2</b>	<b>0</b>	<b>6</b>	<b>0</b>	<b>5</b>	<b>23</b>	<b>13</b>	<b>23</b>	<b>894</b>
<b>Males</b>				<b>1</b>		<b>3</b>		<b>4</b>	<b>11</b>	<b>8</b>	<b>11</b>	<b>880</b>
<b>Females</b>				<b>1</b>		<b>3</b>		<b>1</b>	<b>12</b>	<b>5</b>	<b>12</b>	<b>14</b>
<b>Number of micro small and medium enterprises -MSMES (including small holder farmers) linked to larger-scale firms as a result of USG assistance to the value chain</b>									<b>10</b>	<b>4</b>	<b>14</b>	<b>10</b>
<b>Males</b>									<b>14</b>	<b>4</b>	<b>14</b>	<b>10</b>
<b>Females</b>												
<b>Percentage of female participants in USG-assisted programs designed to increase access to productive economic resources (assets, credit, income or employment)</b>								<b>38</b>	<b>11</b>	<b>38</b>	<b>11</b>	<b>19</b>
<b>Females</b>								<b>38</b>	<b>11</b>	<b>38</b>	<b>11</b>	

## Annex 19 – Performance Indicators – 2010-2018

Indicator Name and Number	2010	2011	2012	2013	2014	2015	2016	2017	2018	LOP Targets	LOP Actual	LOP Actual Percentage
Total volume of agricultural exports (in MTs)	563	342	3,038	9,515	16,471	10,485	11,308	30,125	26,365	62,906	108,211	172%
Number of individuals who have received agriculture-related short-term training	3,506	34,319	40,410	13,907	13,484	4,348	2,526	742	2,084	55,746	115,326	207%
Net increase in private sector employment (Full Time Jobs created) in Value Chain Activities	780	2,395	2,122	1,397	827	157	150	676	822	7547	9,326	124%
Total value of sales of final agricultural products from assisted farms and agribusinesses	839,020	377,027	3,455,838	10,884,145	17,738,653	10,367,755	13,071,643	44,151,216	87,229,708	89,066,802	188,115,005	211%
Percentage of female participants in USG-assisted programs designed to increase access to productive economic resources (assets, credit, income or employment)	n.a.	n.a.	n.a.	n.a.	n.a.	26	12	20	11	17	19	112%

## Annex 20 – Financial Report – 2010-2018

Cost Category	Total CHAMP Budget Previous with new increased Balance	Years 1-8 (2010 to 2017)	Year 9 (Jan 1 – Dec 31, 2018)	Total 2010 to 2018	Budget Allocation for 2018	Budget Remaining	2010-2018 Budget VS Actual Spending
Salaries	\$19,030,759	\$13,327,289	\$2,363,863.48	\$15,691,152.48	\$3,038,934.03	\$3,339,606.52	82%
Fringe Benefits	\$2,766,074	\$2,346,096	\$1,114,299.83	\$3,460,395.83	\$216,841.71	\$(694,321.83)	125%
Allowances	\$4,643,845	\$3,051,181	\$561,179.33	\$3,612,360.33	\$927,628.01	\$1,031,484.67	78%
Travel & Per Diem	\$1,696,060	\$973,840	\$307,786.38	\$1,281,626.38	\$477,566	\$414,433.62	76%
Program Inputs & Supplies	\$19,630,362	\$13,660,650.67	\$766,235.96	\$14,426,886.63	\$4,919,712	\$5,203,475.37	73%
Other Direct Costs	\$6,143,852	\$4,409,402	\$711,855.95	\$5,121,257.95	\$878,241.74	\$1,022,594.05	83%
Equipment, Vehicles & Freight	\$756,275	\$696,325	\$43,244.81	\$739,569.81	\$55,750	\$16,705.19	98%
Subcontractor	\$2,099,078	\$1,749,078	\$35,365.06	\$1,784,443.06	\$215,000	\$314,634.94	85%
<b>Subtotal</b>	<b>\$56,766,305</b>	<b>\$40,213,861.67</b>	<b>\$5,903,830.80</b>	<b>\$46,117,692.47</b>	<b>\$10,729,673.50</b>	<b>\$10,648,612.53</b>	<b>81%</b>
ROP G&A-Subcontractors	\$58,562	\$55,003	\$ -	\$55,003	\$ -	\$3,559	94%
ROP Overhead	\$14,467,983	\$10,312,851	\$2,679,650.70	\$12,992,501.70	\$2,720,952	\$1,475,481.30	90%
<b>Total</b>	<b>\$71,292,850</b>	<b>\$50,581,715.67</b>	<b>\$8,583,481.50</b>	<b>\$59,165,197.17</b>	<b>\$13,450,625.50</b>	<b>\$12,127,652.83</b>	<b>83%</b>