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**QUARTERLY REPORT**

**April 1 – June 30, 2010**

This publication was produced for review by the United States Agency for International Development. It was prepared by Roots of Peace.

Cooperative Agreement Award	No. 306-A-00-10-00512-00
Cooperative Agreement Recipient	Roots of Peace
Period of Cooperative Agreement	February 1, 2010 - January 31, 2014
Amount of Cooperative Agreement	\$34,912,182
Agreement Officer Technical Rep	Joyce Kim (lead)
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Cover page: Washington Navel one year after planting, Mehtarlam district of Laghman province.

# COMMERCIAL HORTICULTURE & AGRICULTURAL MARKETING PROGRAM (CHAMP)



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CHAMP is made possible by the support of the American people through the U.S. Agency for International Development (USAID). CHAMP is implemented by Roots of Peace (ROP). This report was produced for review by the USAID.

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AAIDO	Afghan Almond Industry Development Organization
ACBAR	Agency Coordinating Body for Afghan Relief
ADB	Asian Development Bank
ADT	US Military Agriculture Development Team
ANA	Afghan National Army
ANP	Afghan National Police
AOTR	USAID Agreement Officer's Technical Representative
ASAP	USAID Accelerated Sustainable Agriculture Program
AVIPA	Afghanistan Vouchers for Increased Production in Agriculture
COIN	Counter-insurgency Strategy
COP	Chief of Party
CDC	Community Development Council
DDA	District Development Assemblies
DAI	Development Alternatives Inc., a for-profit international development firm
DAIL	Directorate of Agriculture, Irrigation and Livestock
DST	District Stabilization Teams
EC	European Community
GIRoA	Government of the Islamic Republic of Afghanistan
GPFA	Global Partnership For Afghanistan, an INGO
GTZ	Gesellschaft für Technische Zusammenarbeit GmbH
IDEA-NEW	USAID program in North, East and West
IED	Improvised Explosive Device
IPM	Integrated Pest Management
IRD	International Relief and Development
ISAF	International Security Assistance Forces
LOE	Level of Effort
MAIL	Ministry of Agriculture, Irrigation and Livestock
M&E	Monitoring and Evaluation
MOE	Ministry of Economics
MOU	Memorandum of Understanding
MRRD	Ministry of Rural Rehabilitation and Development
P2K	The provinces of Paktika, Paktya and Khost
PHDP	Perennial Horticulture Development Program, funded by the EC
PMP	Performance Management Plan
PRT	Provincial Reconstruction Team
ROP	Roots of Peace
USAID	United States Agency for International Development
USDA	United States Department of Agriculture
USG	United States Government

## executive summary

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# 1. EXECUTIVE SUMMARY

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## PROJECT INFORMATION

Effective February 1, 2010, USAID has established a cooperative agreement with Roots of Peace (ROP) to improve the economic livelihoods of small rural farmers in Southern, South Central and Eastern Provinces. The four-year program will focus on existing farmers throughout 13 southern provinces, plus the three central provinces of Bamyan, Kabul and Parwan, to upgrade their farms from low-income annual crops to higher market value orchards.

This program will stimulate and support agricultural development with a program with four components:

- ❖ New Orchards and vineyards
- ❖ Trellising vineyards
- ❖ Home vegetable gardens (kitchen gardens) and egg production units for women
- ❖ Marketing programs for export and import substitution.

## ACHEIVEMENTS FOR QUARTER

ROP has devoted this quarter to hiring staff, setting up offices, continuing to establish orchards, vineyard demonstrations and initiating marketing programs to prepare for 3<sup>rd</sup> quarter harvest season.

The spring planting season for trees and vines has concluded, but harvest time is now rapidly approaching. The team is now focused on the up-coming harvest season, gender program activities, M&E and enlisting farmers for the coming planting season this fall.

### **General**

CHAMP program has been expanded into Kabul and Parwan Provinces. This area included the largest raisin-producing region, along with apricots and almonds in Ghorband.

The 2010 Implementation Plan was approved.

### **Staff**

CHAMP team hiring brought the team to near target levels with the addition of M&E, Marketing and Production staff.

### **Orchards & Trellising**

This report marks the end of the first orchard-planting season for CHAMP. We successfully achieved our Spring 2010 target of establishing 400ha of new orchards. The target for the year is 800ha. The second 400ha will be established in the Fall 2010 planting season. We have established our initial 5 grape trellising demonstrations in Kunar and Zabul Provinces. The trellising program will gain momentum in the next month.

Follow-up extension work with newly planted orchards and demonstration plots showed good early results except for planting in Khost Province. Khost planting had an abnormally high failure rate. Only

47 orchards were established in Khost, so the numbers are very manageable. These plantings are being investigated and remedial action will be implemented to improve the GPFA extension team performance and replace lost trees for the farmers.

The CHAMP Horticulture Team will now expand activities relating to registration for the next planting season. This will include publicizing the CHAMP program in all targeted areas. As of June 30, over 1,800 farmers have committed to planting new orchards and vineyards in the fall.

### **Processing & Marketing**

ROP continued to make good progress in its marketing programs for grapes, apples and apricots. The team made plans for fresh fruit exports with merchants in Kandahar, Kabul and Wardak. CHAMP Marketing established pilot drying programs for apricots and mulberries in Kabul and Parwan Provinces.

### **Processing**

- Apricot processing program for 200 farmers in Ghorband
- Dried mulberry program for 200 farmers in Shamali
- Contract signed with Haider Refat Ltd for purchase of dried mulberry

### **Fresh Fruit Export Promotion**

- Contract completed for cold storage use in Kandahar
- 21 demonstration pilots for the grape quality improvement
- Grapes from Kandahar and apricots from the south central region are the first fruit to be harvested each year, and the marketing team is prepared for our largest export promotion activity ever.
- Marketing team trip to India to develop export opportunities in Delhi

### **Gender**

The CHAMP Gender Coordinator joined our staff, began implementation of the program and completed the hiring of her staff. Field activities will start next quarter.

### **M&E**

CHAMP M&E team continued to develop working relations with MAIL M&E, provide basic training for MAIL M&E counterparts and conduct joint verification surveys on newly established orchards. The CHAMP M&E team organized a two-day workshop (June 7<sup>th</sup>-9<sup>th</sup>) at the CHAMP Kabul office for CHAMP and MAIL M&E teams that covered the very basic M&E process.

In May the CHAMP M&E team conducted their first verification surveys jointly with MAIL M&E. Surveys were conducted in Paktya and Kunar Provinces. A second M&E survey reviewed recently established orchards in Bamyān Province. The MAIL survey reports are included in the Annexes. The MAIL reports show the need for extensive capacity building for the MAIL M&E team.

M&E staff established regional M&E offices in Nangarhar and Paktya. The team now has an M&E representative in every CHAMP regional office.

## 2. PROVINCIAL VIEW

The following is a brief recap on the key activities in each province.

Regional Office	Provinces	Key Activities for Quarter	Meetings with MAIL & DAIL
Kandahar	Kandahar	<p>Briefings on program activities</p> <p>Organizing for fresh grape exports through cold chain</p> <p>Recruiting farmers for trellising</p> <p>Recruiting farmers for new orchards</p> <p>Hiring Gender team, identifying Women's CDC for participation in program</p> <p>Met with ZOA Refuge Care and the Social Association for Development of Afghanistan (SADA)</p> <p>Met with FAO</p> <p>Conducted fruit nursery surveys</p> <p>Selected CDCs for pilot program</p> <p>Planning for up-coming harvest with Kandahar fresh fruit merchants</p> <p>Trained Kandahar grape farmers and merchants in the Afghanistan International Chamber of Commerce (AICC) office on quality improvements for grapes</p> <p>Contracted for use of cold store and set up pre-cooler</p>	<p>Met with Governor Tor Vesa to brief him on the CHAMP program.</p> <p>Met twice with Kandahar Agriculture Director, Mohammad Arif Khan, at the DAIL office for briefing of CHAMP ongoing activities in Kandahar Province.</p> <p>Briefed the Economic Director of the Ministry of Economy for Kandahar on CHAMP implementation plan and submitted a letter to the Ministry NGO department requesting mutual cooperation.</p> <p>Met with Abdul Hai Niamaty, Kandahar MAIL Director, for coordination of CHAMP commercial fruit orchard establishment implementation plan.</p> <p>Kandahar (TWG) Technical Working Group meetings to brief them on our program plans and to coordinate program activities in the provinces with DAIL, INGOs, donors and US agencies.</p> <p>Met with Mohammad Sharif Faizi, Chairperson of Dand Nursery Association, for briefing on CHAMP commercial orchard establishment plan and discussion regarding association nursery locations, actual capacity and collaboration in the coming future.</p> <p>Meeting with Kandahar Acting Agriculture Director Mohammad Arif Irfan and orchard management director Wali Mohammad Khan, briefing them on CHAMP.</p> <p>Meeting with Mike John, USAID representative in Arghandab, briefing him about CHAMP implementation plan in Kandahar. In addition, discussed ongoing and future planned activities in Arghandab district.</p>
	Zabul	<p>Briefings on program activities</p> <p>Recruiting farmers for trellising</p> <p>Recruiting farmers for new orchards</p> <p>Installation of the first trellis demos</p>	<p>CHAMP team met with Mr. Gulab Shah Ali Khil, Deputy Governor, and Mr. Engineer Bismillah, Agriculture Director of Zabul Province, for briefing on CHAMP.</p> <p>Met with Mohammad Asharaf Nasery, Zabul Governor, and agreed on the CHAMP implementation plan to immediately establish grape trellising demonstrations and begin orchard establishment planning.</p>

			<p>Met with Engineer Bismillah, Zabul MAIL Director, and USAID representatives to coordinate CHAMP implementation plan, particularly to establish new commercial orchards and trellising vineyards in targeted districts of Zabul provinces.</p> <p>Met with Zabul Agriculture Director for briefing on CHAMP ongoing activities in the province.</p> <p>Met with Akram Nayab, USDA representative, and Abdul Hadi, Zabul Extension Manager, for a briefing on CHAMP implementation plan in respected province.</p>
Lash	Helmand	<p>Briefings on program activities</p> <p>Recruiting farmers for trellising</p> <p>Recruiting farmers for new orchards</p> <p>Hiring Gender team, identifying Women’s CDC for participation in program</p> <p>Nursery survey</p>	<p>Met with Eng Wobaidullah, newly assigned Helmand DAIL, to brief him on CHAMP implementation plan in Helmand.</p> <p>Met with Helmand (Lashkargah, Nawa, Nad Ali and Nawa) District Governors and Agriculture Officers for briefing on CHAMP implementation plan in their respective districts.</p> <p>Met with Ghulam Sakhi, Helmand MAIL Director, for coordination of CHAMP commercial fruit orchard establishment implementation plan.</p> <p>Met with Daniel H Layton, Special Coordinator of U.S. Embassy, for coordination of CHAMP implementation plan in Helmand province with its ongoing programs.</p> <p>Met with Engineer Mohammad Khan, Nawzad Shura Leader, Abdul Rahim, District Governor Representative, and Mohammad Asif, District Security Chief, and explained CHAMP implementation plan in Helmand Province.</p> <p>Attended Helmand (TWG) Technical Working Group meeting and presented CHAMP program.</p>
Gardez (GPFA)	Paktya	<p>Briefings on program activities</p> <p>Recruiting farmers for trellising</p> <p>Recruiting farmers for new orchards</p> <p>Established new orchards</p> <p>Identifying Women’s CDC for participation in program</p> <p>Nursery survey</p> <p>M&amp;E Survey of newly planted orchards</p>	<p>Met with Sayed Karam and Ahmad Aba, District Governors of Paktya Province, for briefing on CHAMP</p> <p>Niaz Mohammad Lali Zadran, DAIL Provincial Director, wrote a formal letter to all district administrators and DAIL for support of CHAMP/ GPFA orchard establishment project.</p> <p>Attended Paktya (TWG) Technical Working Group meeting to coordinate project activities in the province with government, INGOs, Donors and UN agencies in Paktya DAIL office.</p>
	Khost	Briefings on program activities	Met with Provincial DAIL Director, Economy Director and

		<p>Recruiting farmers for new orchards</p> <p>M&amp;E Survey of new orchards</p> <p>Planning for exports of apples</p>	<p>UNAMA Representative of Khost Province in MAIL office of Khost.</p> <p>Met with District Governors of Tani, Gurbaz and Haidar Khel districts of Khost Province and with DDA, CDCs Chiefs and members of Matoon, Shamal, Tani, Gurbaz and Haidar Khel.</p> <p>Meeting with Mohammad Akbar Zadran, Gurbaz District Governor and Shura, for the establishment of new orchards in Gurbaz district.</p> <p>GPFA team met with DAIL Provincial Officers, heads of village shuras, orchard owners, and representatives of various related organizations for briefing on orchard program.</p>
	Paktika	<p>Briefings on program activities</p> <p>Follow-up on newly planted orchards</p> <p>M&amp;E Survey of new orchards</p> <p>Recruiting farmers for new orchards</p>	<p>Poor security has caused DAIL meetings to be cancelled and Director of Agriculture does not travel to his offices.</p>
Bamyan	Bamyan	<p>Briefings on program activities</p> <p>Establishing new orchards</p> <p>Follow-up on newly planted orchards</p> <p>M&amp;E Survey of new orchards</p> <p>Recruiting farmers for new orchards</p> <p>Hiring Gender team, identifying Women's CDC for participation in program</p> <p>Survey of nurseries</p>	<p>Met with Ahmad Ali, Bamyan Economic Directorate Administrative Officer, for briefing on CHAMP activities</p> <p>Met with Mohammad Tahir Ataee, Bamyan DAIL Director, for CHAMP commercial fruit orchard establishment briefing.</p> <p>Met with Mohammad Hadi Sighani, District Governor of Sighan District, Bamyan Province for briefing CHAMP activities in Sighan District.</p> <p>Met with Mohammad Tahir Ataee, Bamyan MAIL Director, for CHAMP commercial fruit orchard establishment and submitted the established orchard database.</p> <p>Met with Ahmad Ali, Bamyan Economic Directorate Administrative Officer, for briefing on CHAMP activities in Bamyan Province.</p>
Uruzghan	Uruzghan	<p>Briefings on program activities</p> <p>Recruiting farmers for new orchards</p>	<p>Met with Haji Sardar Mohammad, Uruzghan DAIL Director, to discuss CHAMP commercial fruit orchard establishment plan.</p>
Jalalabad	Nangarhar	<p>Briefings on program activities</p> <p>Recruiting farmers for new orchards</p> <p>Hiring Gender team, identifying Women's CDC for participation in</p>	<p>Met with Said Qyas Saidi Economic Director of Nangarhar Province and briefed him on CHAMP Implementation Plan in Nangarhar Province.</p> <p>Met with Nangarhar Provincial Council members for a briefing on CHAMP implementation.</p>

		<p>program</p> <p>Developing citrus nursery programs</p>	<p>Met with Amanullah, IDEA-NEW, to coordinate CHAMP activities with their ongoing program, and checked citrus rootstock seedling that will be used as rootstock under CHAMP citrus fruit orchard establishment program.</p> <p>Attended DAIL coordination meetings for coordination of CHAMP implementation.</p> <p>Met with Robert Smith, USAID representative, in Jalalabad for briefing CHAMP implementation plan in Nangarhar province and discussed in detail the citrus plan in the eastern region.</p> <p>Attended Nangarhar (TWG) Technical Working Group meeting to present brief on CHAMP and to coordinate project activities with government, INGOs, Donors and UN agencies in Nangarhar Agriculture Directorate.</p> <p>Attended Economic Directorate coordination meeting to present brief on CHAMP and to coordinate project activities with government, INGOs, Donors and UN agencies in Nangarhar Agriculture Directorate.</p>
	Laghman	<p>Briefings on program activities</p> <p>Recruiting farmers for new orchards</p> <p>Hiring Gender team, identifying Women’s CDC for participation in program</p> <p>Developing citrus nurseries</p>	<p>Met with Mr. Mohammad Ismail Dolatzy, Laghman Agriculture Director for briefing on CHAMP.</p>
	Kunar	<p>Briefings on program activities</p> <p>Recruiting farmers for new orchards</p> <p>Established new orchards</p> <p>Established grape vineyard trial</p> <p>Developing citrus nurseries</p>	<p>Met with Mahsel Khan, Kunar Agriculture Director, for CHAMP briefing</p>
Kabul	Kabul	<p>Briefings on program activities</p> <p>Recruiting farmers for trellising</p> <p>Recruiting farmers for new orchards</p> <p>Hiring Gender team, identifying Women’s CDC for participation in program</p>	<p>Kabul Staff hired in July</p>

		<p>Initiated Mulberry drying improvement project</p> <p>Initiated Raisin drying improvement project</p> <p>Assisted in the formation of the Kohdaman Group of traders for reefer shipments to Delhi</p> <p>Prepared for fresh grape exports</p>	
	Parwan	<p>Briefings on program activities</p> <p>Recruiting farmers for trellising</p> <p>Recruiting farmers for new orchards</p> <p>Initiated apricot drying project</p>	Met with Ag Director regarding orchard program and apricot drying project.
Ghazni	Ghazni	<p>Briefings on program activities</p> <p>Recruiting farmers for trellising</p> <p>Follow-up on newly planted orchards</p> <p>Recruiting farmers for new orchards</p> <p>Working with local manufacturers to make trellises for CHAMP</p>	Champ team to be hired in September.
	Logar	<p>Briefings on program activities</p> <p>Recruiting farmers for trellising</p> <p>Follow-up on newly planted orchards</p> <p>Recruiting farmers for new orchards</p> <p>Working with local manufacturers to make trellises for CHAMP</p>	Champ team to be hired in September.
	Wardak	<p>Briefings on program activities</p> <p>Recruiting farmers for new orchards</p> <p>Preparations for export of fresh apples and apricots</p> <p>Establishment of new orchards</p> <p>Care for newly planted orchards</p>	<p>Met with Governor to plan for use of Wardak Cold Storage for apples.</p> <p>Met with apricot growers associations to establish fresh apricot exports to Karachi in reefers.</p> <p>Met with local traders to establish apple exports.</p> <p>Met with Ag Director regarding orchard program and nurseries in Wardak Province.</p>

		<p>M&amp;E survey of newly established orchards</p> <p>Preparations for use of Wardak Cold Store for apples</p>	
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### 3. AFGHANIZATION

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The CHAMP program will procure goods and services from Afghan suppliers whenever possible, employ an Afghan team and develop Afghan staff as much as possible. The key results thus far:

Employees:

Afghan	64	55% (note, last quarter number was incorrect)
Expatriates	3	100%

Major Procurements to date:

Afghan sourcing	8	73%
International sourcing	3	27%

### 4. COOPERATION WITH STAKEHOLDERS

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#### COLLABORATION WITH MAIL

The CHAMP team has focused its energies on meeting and briefing MAIL at the Provincial and District level on the production and marketing program activities. The CHAMP Marketing team briefed MAIL Director Assad Zamir, and has met with Mohammad Husain Safi, MAIL Director, and Dr. Said Rahim Shah. CHAMP will present the CHAMP Export Marketing activity to the Minister, staff and NGOs at the Project Coordination Meeting at MAIL in August.

#### COOPERATION WITH OTHER NGOs

CHAMP briefed a number of NGOs in an effort to insure cooperation and collaboration in the field.

- ZOA Refuge Care and the Social Association for Development of Afghanistan (SADA), which are implementing Horticultural programs in Kandahar and Uruzgan provinces for coordination of CHAMP activities.
- Ahmad Shah met with the EC PHDP (European Community Perennial Horticulture Development Program) eastern region staff to develop coordination with the CHAMP citrus industry development plan. This cooperation with the EC PHDP program will help as they have established living libraries of a wide range of citrus varieties.
- Met with ADA (Afghan Development Association), SADA (Social Association for Development of Afghanistan) and GTZ for coordinating CHAMP activities in Uruzgan province.
- Met with FAO Agriculture officer Mohammad Yousuf Sediqi for briefing on CHAMP implementation plans and coordination activities in Kandahar province.

## MEETINGS WITH GIRoA

The table above includes meetings with GIRoA in the far right column.

## 5. HORTICULTURE OPERATIONS

### **Team**

The CHAMP horticulture team has been hired and has been trained on ROP approach, trellis installation and new orchard establishment.

### **Care for Newly Planted Orchards**

CHAMP team provided basic training to farmers on irrigation, weeding, white washing of the trunks, importance of soil leveling and mulching. The team followed this training with lessons on vegetable intercropping.

CHAMP and MAIL M&E teams conducted surveys of the survival rate of the newly planted orchards. The initial survival rate (3 months after planting) is a measure of the orchard establishment process and sapling quality. The results were positive, with the exception of poor results in Khost Province.

### **Publicized Program**

During reporting period the CHAMP extension team publicized the CHAMP implementation plan in all targeted provinces in their major production areas.

### **Nurseries**

Conducted fruit nursery surveys in Kandahar, Helmand, Nangahar, Laghman and Kunar Provinces. The surveys were to determine quality of nursery operations and quality of existing saplings and/or vine-saplings for possible use in the coming planting seasons.

### **New Orchards**

During reporting period the team planted 908 new orchards on 260.2 ha of mostly apricot and apple saplings in Paktika, Paktya, Khost, Wardak and Bamyan Provinces. Overall the plantings were done in a very short timeframe and were well established. 861 orchards had survival rates exceeding 91% with most above 95%. In Khost, 47 orchards were established and suffered an abnormally high failure rate that ROP will investigate and address to ensure more successful results going forward.

### **Grape Vineyards**

Supervised two Grape demonstration orchards in Asadabad and Asmar districts of Kunar province. Over 1,800 farmers were registered for establishment of commercial fruit orchards

### **Trellising**

Installation of the first trellising demonstration plots was in Qalat district of Zabul Province.

## MONITORING & EVALUATION

The CHAMP M&E Manager continued setting-up the CHAMP M&E system, working with technical staff to refine reporting formats. Regional M&E Officers were hired, and the M&E Deputy Manager began working with CHAMP in May. The team continued to meet with MAIL staff to build their capacity. Joint CHAMP M&E and MAIL M&E teams started the first surveys of CHAMP teamwork and initiated the baseline survey.

### Established Team

- Hired Provincial M&E Officers for all regional offices –Helmand, Kandahar, Gardez, Bamyan, Kabul and Nangarhar.
- Provided orientation to the Deputy Manager and other new M&E staff.
- Met with subcontractor GPFA to brief them on the CHAMP M&E plans. CHAMP M&E manager traveled to Paktya to introduce the new regional CHAMP M&E officer to the GPFA staff and set up his office inside Tribal Liaison Office
- Met with farmer groups, including the chairman of Jalreez Apple Group Association (JAGA), Wardak, to set up verification systems of reported CHAMP orchard plantation activities.

### Training & Reporting Systems

- Attended the USAID Afghan Info Tutorial meeting conducted by Nic Vivio Kabul/OPPD. That presentation reviewed the Afghan info ACCESS database update version for uploading program data entry;
- Met with CHAMP-GPFA Manager Rahmati and instructed him on reporting procedures, focal activities and report timing.
- A two-day M&E workshop was organized in Kabul office to review data verification methods, random selection of the beneficiaries, distribution of GPS mobiles to the M&E regional officers, management of the filing system, explanation of verification tools to regional M&E officers and technical instruction during the visitation of the established farms.
- The CHAMP Program orchard data entry has been completed; all program data is now in the USAID database.

### MAIL Collaboration / Capacity Building

- Briefed Mr. Bakhtani, MAIL Director, and Mr. Daud, MAIL M&E Specialist, on all aspects of the CHAMP Program. This was the first CHAMP M&E coordination meeting with MAIL M&E for introduction, and to establish strong coordination between CHAMP and MAIL for M&E.
- CHAMP M&E team held meetings with Paktya Agriculture Director to brief regarding CHAMP M&E activities. ROP requested that the Paktya DAIL team participate with ROP during the verification process of the newly established orchards. The Paktya DAIL team agreed and introduced their representative for the verification process.
- CHAMP M&E team held meetings with MAIL M&E to discuss its monitoring plan for the verification of the newly established orchards at the provincial and district levels. The two teams agreed on a process and plan. MAIL identified its staff for verification of new orchards in Bamyan and Khost provinces. The joint teams will visit Bamyan and Khost in July.

## **Baseline Survey**

- Baseline surveys are under process with contributions from the CHAMP horticulture technical staff. The CHAMP team will confer with USAID on baseline survey. ROP held meetings with MAIL M&E to discuss collaboration. There is a potential conflict between MAIL and CHAMP expectations relating to the baseline survey -- MAIL prefers a traditional baseline survey (that covers the general population) be conducted, while CHAMP has planned to focus the baseline on actual participants.

## **Verification Surveys**

- Conducted a verification survey of orchards established in Bamyan. The Bamyan DAIL accompanied the survey team into the field and wrote a favorable report of the achievements. Minor problems were noted with some of the saplings and the reporting. The CHAMP Horticulture staff is following up to make the necessary corrections.
- A verification survey had been conducted on the spring season orchard establishment in Paktya and Kunar provinces. The results were satisfactory in the districts of Ghazi Abad, Ahmad Abad and Gardez.

## **CHALLENGES & ISSUES**

### **Communications & Collaboration**

We are encountering problems meeting expectations for communication and collaboration with the multiple USG officials (USAID, USDA and PRT) at the regional and district levels. The USG officials expect to speak directly with our national level managers. This is becoming difficult as the number of USG officials exceeds the number of our staff by several multiples.

ROP is also encountering difficulty moving to “insecure” Provinces because it cannot get clearance to use PRT facilities. ROP has found that USG regulations on per diem will not allow for lodging in “secure” facilities in Kandahar because those costs exceed the USG per diem of \$55/day outside of Kabul.

### **Travel to FOBs and PRTs**

ROP is also encountering difficulty moving to “insecure” Provinces due to an inability to get clearance to use PRT facilities. ROP has found that USG regulations on per diem will not allow for lodging in “secure” facilities in Kandahar because those costs exceed the USG per diem of \$55/day outside of Kabul. ROP can implement its project in these “insecure” areas only by remaining “invisible” to anti-government elements watching USG installations. Thus, there is a serious conflict between ROP’s planned system of security and the increasing demand for ROP to attend USG meetings at Provincial and District levels. ROP needs assistance from its AOTR to help explain this problem to the USG officials expecting ROP to meet with them, and further to assist ROP in meeting these USG officials’ expectations on meetings, communications and collaboration.

### **Differing Subsidies by NGOs**

ROP is encountering problems in finding farmers for vineyard trellising in Helmand province. ARD is implementing a USAID funded project that provides all necessary equipment and input gratis to the farmers for trellising their vineyard. This seriously impacts ROP’s chances for vineyard trellising in selected districts.

Other NGOs and NATO military groups are providing trellising materials to farmers in Helmand Province. ROP is attempting to contact these groups to ensure the compatibility of their subsidy program to that of ROP. The presence of a heavily subsidized trellis program is detrimental to CHAMP trellis activity and to the farmers. ROP requests that USAID take a more vigilant role in scrutinizing any subsidized inputs in new contracts. While high subsidies will initially aid the implementing organization to gain rapid acceptance through subsidized materials, these same high subsidies will ultimately have a negative impact by harming sustainability of the activity and distorting results. ROP requests oversight of subsidy levels for grape trellising and tree saplings across USG programs.

## SECURITY

ROP subcontractor GPFA lost an extension worker in Khost Province during June. The Extension Advisor, Shamshir Khan, was on his way to a village for training when he spotted armed Taliban. Mr. Khan fled towards the Afghan Army checkpoint. The Taliban followed in pursuit. A firefight ensued between the Taliban and the Afghan Army. Mr. Khan was killed during this firefight. It was not clear how he died, but there were many possibilities. The Taliban had already approached Mr. Khan in the days before demanding “taxes”, but Mr. Khan had refused. ROP had no prior knowledge of the initial Taliban approach to Mr. Khan.

ROP Extension Advisors are exposed to increasing threats for protection money. Afghans working for foreign organizations are assumed to be earning significant incomes and therefore are targets for protection schemes.

Further, roads are being blocked more frequently. While these roadblocks do not stop ROP’s work, they do cause delays. A typical example was when ROP’s M&E Manager planned to visit Gardez in the Paktya Province. Security was reviewed and plans were made for the trip to occur two days later. When ROP’s M&E Manager drove there he was turned back due to a security problem. There was active fighting between American forces, ANA and Taliban and the road was blocked. The team returned days later.

## EXTERNAL COMMUNICATIONS

No external communications in addition to program briefings to GIRoA, USG, INGOs and prospective participants.



orchard planting program

New citrus nursery in Surkhrod, Nangarhar

## 6. ORCHARD PLANTING PROGRAM

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### QUARTERLY ACHEIVEMENTS

#### **Support to Farmers with New Orchards**

In this reporting period, the CHAMP field staff focused on instructing the farmers to take care of their newly planted saplings through training on irrigation, weed control, managing the vegetable or fodder intercrop, white washing the trunks of the saplings and performing integrated pest management (IPM).

#### **Public Outreach**

The CHAMP extension team publicized the CHAMP implementation plan in all targeted provinces by organizing individual and group meetings with Shuras, CDCs and DDAs. Registration of farmers for establishment of new commercial fruit orchards and vineyard trellising is 1,931 as of June 30, 2010.

#### **Citrus Nursery Support**

'June budding' was conducted at the Samsor Ban and ROP nurseries in the Eastern Region. ROP budded virus-tolerant citrus rootstock with clean scion wood. The result is a virus resistant sweet orange sapling for use in the establishment of sweet orange demonstration orchards next spring in the eastern region. All citrus trees need to be grafted. This combination allows the farmers to produce the best fruit on locally adapted and virus resistant rootstock. The imported rootstock is resistant to Tristeza, a virus that decimated the citrus industry over the last three decades. ROP imported this rootstock for propagation in 2008. These nurseries will propagate citrus tree saplings that will be ready for distribution to CHAMP beneficiaries in the Eastern Region starting in 2011.

The CHAMP team conducted a survey of mother stock nurseries growing Washington Naval and Olinda Valencia sweet orange varieties for budwood. ROP checked to insure that there is sufficient stock to allow for budding or grafting on virus resistant rootstock for orchard establishment in 2011-2012.

#### **Grape Growing Trial in Kunar**

The CHAMP team, working with support from the California Army Reserves, is implementing trial vineyards in Kunar. Kunar is not currently a grape production area but possesses climate suitable for grapes. Rather than implement commercial vineyards, ROP has elected to test the idea with two trial vineyards, one in Asadabad District and the other in Asmar District in Kunar Province. The two vineyards have been planted, fertilized and mulched for optimum growth. These test vineyards will be evaluated annually and the results will be known in 2012.

#### **Nursery Development**

The CHAMP team visited numerous nurseries throughout the program area. ROP intends to purchase locally whenever possible. The more promising nurseries will receive on-going support and verification reviews at key junctures. The team has identified nurseries in the following provinces:

- Kandahar – Arghandab, Boldak, Daman, Dand and Maiwand Districts  
Conducted sapling/vine quality survey for next season purchases

- Helmand Province – Nahreseraj and Nawa districts  
Conducted fruit nursery surveys to determine quality of nursery operations, and existing saplings and/or vine-saplings for possible use in the coming planting seasons.
- Uruzgan – Dehrawod and Trinket District (20 nurseries)  
CHAMP taught 20 nurserymen on propagation and grafting techniques.
- Wardak & Paktya  
Nurseries were selected for procurement of saplings for the new orchards. ROP has selected nurseries that have been receiving support through PHDP/GPFA.
- Nangahar, Laghman and Kunar  
Conducted citrus rootstock nursery surveys for citrus saplings. During the visit ROP found these rootstock will currently not be ready for budding/grafting in July/August 2010.  
Conducted supervision of a citrus-rootstock nursery (in Nangarhar Province) and applied fertilizer for optimum growth to be ready for budding/grafting in July-Aug, 2010.
- Laghman – Samsor Ban nursery  
ROP has been supporting Samsor Ban nursery with technical and trade credit since 2004

### **Preparations for Winter Plantings 2010/11**

Registration of farmers for establishment of commercial fruit orchards and vineyard trellising is ongoing in targeted districts of the program area. The current list of committed farmers is over 1,800. Farmers usually commit just before the planting season, so ROP is pleased that so many have committed this early. ROP will be on target if it registers 2,000 farmers in the up-coming winter plantings. Since 1,800 farmers have already committed with 4 months before planting time, ROP expects to easily surpass its target for Year 1 new orchards.

The orchard establishment through the end of Q2 is shown below.

<b>Orchard Establishment</b>						
<b>Province</b>	<b>District</b>	<b>Orchards</b>	<b>Number of Saplings</b>			<b>Total</b>
			<b>Apple</b>	<b>Almond</b>	<b>Apricot</b>	
Kunar	Ghazi Abad	22	1,040		585	1,625
Paktya	Said Karam	20	3200			3,200
Paktya	Ahmad Aba	50	8,000			8,000
Paktya	Gardez	100	16,000			16,000
Paktyka	Sharana	4	640			640
Paktyka	Matta Khan	31	4,960			4,960
Khost	Hayder Khail	3		224	112	336
Khost	Gurbaz	10	160	448	560	1,168
Khost	Khost City	5	160	224	224	608
Khost	Tanni	10	320	448	448	1,216
Bamyan	Center	65	4,400		1,100	5,500
Bamyan	Sighan	95	800		5,500	6,300
Bamyan	Kahmard	90	480		5,005	5,485
<b>Total</b>		<b>505</b>	<b>40,160</b>	<b>1,344</b>	<b>13,534</b>	<b>55,038</b>

Province	District	Orchards	Apple	Area in Hectares		Total
				Almond	Apricot	
Kunar	Ghazi Abad	22	2.6		1.4	4
Paktya	Said Karam	20	8			8
Paktya	Ahmad Aba	50	20			20
Paktya	Gardez	100	40			40
Paktyka	Sharana	4	1.6			2
Paktyka	Matta Khan	31	12.4			12
Khost	Hayder Khail	3		1		1
Khost	Gurbaz	10	0.4	2	2	4
Khost	Khost City	5	0.4	1	1	2
Khost	Tanni	10	0.8	2	1	4
Bamyan	Center	65	11		3	14
Bamyan	Sighan	95	2		17	19
Bamyan	Kahmard	90	1.2		15	17
<b>Total</b>		<b>505</b>	<b>100</b>	<b>5</b>	<b>42</b>	<b>147</b>

## NEXT QUARTER ACTIVITIES

The CHAMP team will focus on registering new farmers for the winter 2010/11 planting season, and then will make arrangements for all the necessary inputs (trees, fertilizer, tools, inter-crop seeds). It is likely that many farmers will be placed on a waiting list for 2011/12 planting as the demand may exceed ROP's ability to supply trees.

The team will review the surveys completed by the joint CHAMP / MAIL M&E process. Those results were all excellent, except in Khost. The team will isolate the problem area with the GPFA process of establishing new orchards in Khost, and then provide additional training. The number of the trees planted in Khost was relatively small and the losses are estimated to be around 2,743 saplings. ROP's contract with Samsor Ban provides for no charge replacements of tree saplings that die within the first year. CHAMP team will organize a replacement project to get these new orchards back to 100%. The initial analysis for the losses is that the tree saplings had already begun to leaf out and that the trees were poorly transported to Khost. These issues are easy to correct.

The formal training program for the extension team will begin in Q3 and continue for the next year in earnest. The team will complete development of all training materials and conduct the first training programs on the training of vines on to trellises.

## CHALLENGES TO IMPLEMENTATION

Security is a challenge and getting worse in the P2K provinces. Specifics are noted in the section on security. No other unexpected or abnormal challenges to note at this point.

Securing necessary approvals from MAIL for the importation of virus resistant rootstock seeds and other necessary inputs is a slow, unclear process. CHAMP team will work with IDEA-NEW and PHDP teams to present a proposed process and specific guidelines for the citrus industry. Jonathon Greenham, COP IDEA-NEW, and Greg Cullen, COP PHDP, will accompany CHAMP COP in a presentation to Minister Rahimi.



grape trellising program

Trellis manufacturing in Kandahar for our first order.

## **7. GRAPE TRELLISING PROGRAM**

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### **QUARTERLY ACHEIVEMENTS**

The second calendar quarter of the year is not an active time for this activity. This will give way to increased activity next quarter. During this quarter the CHAMP team is in preparation mode. The team worked on the procurement of the various components required for trellising. The CHAMP team will contract with multiple trellis manufacturers and begin to build an inventory of trellis posts and other materials required for trellising. Wire fasteners are en route from England to Kabul. Crossbars will be manufactured in Jalalabad; trellis posts will be manufactured in Kabul, Ghazni, Kandahar and Helmand.

Installation of posts for six trellising demonstration plots is completed and the T-Bar and wire installation is under process in Qalat, Shari Safa and Shajoy districts of Zabul Province.

### **NEXT QUARTER ACTIVITIES**

The third quarter is the start of the recruitment period for participation in the CHAMP trellising program. December to March is the primary time to install the trellising, so July through November will be used to recruit participants.

New trellising demonstration plots have been selected in Qalat, Shahjoy and Moqur districts of Zabul province. The team will recruit farmers for trellis installation in Kandahar, Helmand, Logar, Ghazni, Kabul and Parwan.

### **CHALLENGES TO IMPLEMENTATION**

Coordination with other USAID programs providing trellising must be continued. CHAMP requests USAID to limit and review any new programs working with trellising.

A group of women are seated on the floor in a room with wooden desks and cabinets in the background. They are wearing various styles of headscarves and traditional clothing. One woman in the center is wearing a black headscarf, while others are in white, beige, and patterned scarves. The scene appears to be a training or educational session.

## gender programs

Training women at Women's CDC in Helmand

## 8. GENDER PROGRAMS

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### QUARTERLY ACHEIVEMENTS

#### **Gender Team**

The gender extension team has been hired and is now fully staffed.

The female extension team was trained regarding the work of Roots of Peace, the CHAMP Program and their specific role in the program.

CHAMP contracted a Poultry Consultant in Nagarhar province for one-week to develop the training manual and provide comprehensive basic poultry management training in Jalalabad. The Poultry Consultant in provided the Gender Extension Officers from Kandahar, Helmand, Jalalabad, Paktya and Bamyan provinces with two days of training -- one and one-half day of classroom instruction and a half day of practical field training working with poultly.

#### **Briefings**

Meetings took place with CHAMP subcontractor GPFA for the CHAMP poultry and kitchen gardening projects. CHAMP will expand GPFA's role with inclusion into the gender programs in Paktya province.

The team publicized the CHAMP gender implementation plan in targeted provinces by organizing meetings with RRDs, CDCs and DDAs to determine interested CDCs for the gender activities.

#### **Field Operations**

The CHAMP Team has

- Selected CDCs for pilot programs in Helmand, Kandahar and Paktya Provinces in close coordination with RRD and women affair directorates;
- Provided comprehensive basic poultry management training to the Helmand and Kandahar CDCs members (about 25 each); and
- Provided comprehensive basic vegetable production training to the Gardez, Paktya CDCs (about 50 members).

### NEXT QUARTER ACTIVITIES

The vegetable and home poultry production manuals used for the basic training will be translated into Pashto and published. ROP will design a series of extension materials based upon these manuals.

Women participating in the program will construct poultry coops during the next two months based upon designs already distributed to the women.

Training for the extension team on home poultry and kitchen vegetable gardens will begin in early July with classroom and field training in Jalalabad.

Pilots at Women's CDCs will begin with poultry and kitchen gardens.

## **CHALLENGES TO IMPLEMENTATION**

No challenges beyond the typical obstacles at this time.

The image shows three men in traditional attire, including turbans and shawls, standing behind two large wooden crates filled with apricots. They are looking at the fruit with interest. The background is a simple structure with a translucent covering, possibly a drying shed. The text "export marketing program" is overlaid in the upper right corner.

export marketing program

Training on improved apricot drying

## 9. EXPORT MARKETING PROGRAM

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### QUARTERLY ACHIEVEMENTS

- The preparations for 2010 harvest season are complete. The CHAMP team has pre-stationed packing materials, rented pack houses, identified buyers, secured participating Afghan traders, organized growers and arranged freight options.
- Training for improved drying techniques for raisins, apricots and mulberries has been planned.
- Contracts were signed with six Kandahari fresh fruit merchants and Kohdaman Group (established by four of the largest Afghan traders for grape export from Kandahar and Shamali to Pakistan, Dubai and India).

#### Preparations

To prepare for exports, the CHAMP team must insure that improved packaging materials, pack-house equipment, transportation, credit, participating farmers and buyers are all lined up and ready to go. Here is a summary of the specific activities needed to prepare for the exports.

#### **Briefings**

- Meeting was held with Mr. Mustafa Sadiq, President of OMAID BAHAR Fruits Processing Ltd's, the large fruit juice processor in Kabul. Mr. Mustafa requested ROP to assist him on the purchasing of 3<sup>rd</sup> grade fresh fruit. He also asked ROP to help with fruit export to markets in Canada, UK, Swiss, Dubai and India.
- The CHAMP Marketing Specialist and Kandahar fresh fruit merchants have met several times in Kandahar. Finally, six fresh fruit companies and ROP agreed to sign the Memorandum of Understanding for grape export from Kandahar to Dubai, Karachi and Indian markets.

#### **Air Shipments**

CHAMP has collected the air transport cost from Kabul to Dubai and India from multiple air cargo transport companies. ROP has provided these options to the Afghan traders for their planning; it is then the trader's decision on how to ship the produce.

#### **Refrigerated Containers**

To have significant impact on the export volumes, ROP must pioneer and improve shipments via refrigerated containers, commonly called reefers. The CHAMP team has organized reefers for the Kandahar – Delhi trade corridor and Kandahar – Karachi trade corridor.

#### **Harvesting Baskets**

Fresh fruit is either field packed or packed at fruit processing centers. Either way the fruit must be transported from the field to the pack location at the edge of the field or at a pack house. CHAMP

purchased plastic lugs for grapes and round fruit. The 8" deep lugs were purchased from a Herat manufacturer, but ROP could not find appropriate 5" deep lugs in Afghanistan a 20' container of lugs was imported from South Korea and delivered to Kabul in June 2010. CHAMP has provided a sample of the Korean basket to the Herat manufacturer for any follow-on orders.

### **Grape Packages**

The CHAMP procurement department ordered grape packages for the Dubai, Indian and Pakistani markets according to their market requirements. These cartons are in different sizes ranging from 4.5kg to 7kg. Six containers of packaging arrived from Pakistan in June and have been queued up in Kandahar and Kabul.

### **Kandahar Cold Store**

The CHAMP Marketing Specialist met Haji Nasrullah, the Kandahar existing cold store contactor, and asked him to provide one of the existing cold rooms for the Kandahar merchants during the grape export season. CHAMP will sign a contract with Haji Nasrullah next week for the use of mentioned cold room.

### **Credit Program**

CHAMP needs to implement a credit program for traders to support expanded shipments. Currently ROP has its' own credit program but will utilize the new USAID ADF program should it support Afghan traders.

#### *Current ROP Program:*

Pashtani Bank is willing to work with CHAMP traders with a sharia compliant program. Pashtani Bank will charge 1% commission and 0.7% for the government tax. The total charge for a one-year loan is 1.7%. CHAMP must deposit an amount equal to the loan at the Pashtani Bank and will not be paid any interest in this account. CHAMP would start with this 1:1 ratio for the CHAMP deposit to trader loan ratio, then reduce the amount of the CHAMP deposit on successive loans to 1:2 and then 1:4.

ROP has submitted a proposal to Pashtani bank and is waiting to receive a draft contract from the bank to be signed between Pashtani Bank and ROP. CHAMP will not submit this contract but rather wait for approval from USAID to allow Pashtani Bank (or some other intermediary) to begin issuing loans to CHAMP participating merchants.

A meeting was held in Kandahar with nine merchants to explain the proposed credit program. The CHAMP Marketing Specialist informed them that ROP cannot assist them with a credit program in 2010 but hopes to assist them during 2011. The CHAMP marketing specialist asked the merchants to introduce their representatives to CHAMP for traveling to Dubai and Indian markets.

### **Fresh Fruit Exporting Preparations**

#### **Kandahar**

The CHAMP marketing specialist traveled to Kandahar to meet Haji Nasrullah to establish a contract for the use of the cold room in Kandahar. The contract was signed to allow CHAMP use through the harvest period.

CHAMP and Kandahar merchants have agreed to collaborate to improve grape production and marketing profits in the Kandahar regional grape value chain. The approach will be to work together to identify changes in production and marketing practices that have potential to increase the profits of production and marketing firms. CHAMP and participating merchants and producers will undertake trials of the proposed changes, analyze the resulting impacts on profits and report the results to the full industry and associated government organizations. This collaboration will last over the full term of the CHAMP Program.

### **Kandahar Grapes**

The CHAMP Marketing Specialist trained Kandahari grape farmers and merchants in the Afghanistan International Chamber of Commerce (AICC) office. The purpose of the training was to educate the farmers to produce quality grape for the targeted market. The trained farmers were from five different districts of Kandahar. At the conclusion of the training the farmers received GA3 tablets from CHAMP. GA3 (Gibberellins) is a natural hormone found on the outside of grape seeds. Seedless grapes actually have tiny seeds, but the seeds are so small that they possess very little of this growth hormone. Through a process of spraying an aqueous solution containing 60ppm GA3, the individual grape berries will develop to their full potential. Farm gate proceeds from the harvest increase 50-70% with this simple, inexpensive intervention. While this is not a new practice and has been standard in the industry for quite some time, this technology has yet to reach Afghanistan. To meet market demand, ROP must train the Afghan grape growers on GA3 application.

### **Kabul - Grapes**

The CHAMP team identified farmers in Shamali area to participate in the export program and has started training them on the application of GA3 to improve their grape quality for the Dubai and Indian targeted market trail shipments. The CHAMP team began training the first 9 farmers in their vineyards and the team will continue this training with a larger population. A prolonged hailstorm severely damaged the grapes of the first target group of 200 farmers in Mir Bocha Kot, so ROP has expanded its support to additional farmers.

The CHAMP Extension Leader started applying GA3 in the Shamali area to improve the grape quality for the Dubai and Indian targeted market trail shipments. Through this program ROP team trained 8 farmers inside their vineyard and the GA3 was applied in the mentioned vineyards. The purpose of the training was to educate the farmers to produce quality grape for the targeted markets.

A meeting was held with Kabul Ag Director in his department office. During the meeting the Marketing Specialist explained the program activities. The Ag director supported the ROP marketing program and said they will assist ROP in any field as needed.

### **Paktya Apples**

The CHAMP Marketing Specialist traveled to Gardez, Paktya to meet with two apple farmer associations in the CHAMP-GPFA office. The Gardez Apple Growers Association (GAGA) has 120 members and the Baladi Kali Association has 20 members. Together the members of these associations own about 48,000 producing apples trees. During this meeting marketing specialist gathered information to assist

the farmers to develop a marketing plan and provided details on the CHAMP marketing program plan to them. Both sides agreed to work together this season to increase the value of marketed apples.

According to the director of the Gardez Apple Growers Association, Hajji Mohammad Yaseen, the current problems these associations have relate to the lack of standard packaging materials and marketing practices to promote exports. They sell their apples at the farm to Pakistani middlemen who haul them to Pakistan (in bulk) without protective packaging, dramatically reducing the value of the apples during transport. Thus, it is clear that a program to assist Afghan farmers and merchants utilize protective packaging for apple export to Pakistan may result in significant increases in income for Afghan farmers and merchants.

The CHAMP marketing team made a trip to Paktya, Gardez on May 27. The meeting was held with the ADT team and the Ag Director in PRT compound. The purpose of the meeting was to discuss the ADT and CHAMP activities for the Apple Marketing Program. ASAP was also invited to this meeting by ADT but did not attend. During the meeting the ADT team explained their activities as follows.

- Providing 12,000 cartons to the two different apple farmers associations.
- Providing 5,000 harvest baskets.
- Providing quality improvement training.
- Building 32 ground cold storage for apple.

At the conclusion of the meeting the Ag Director requested that CHAMP contact ASAP to coordinate a meeting in Kabul to allow the Gardez farmers to discuss their exact needs with ASAP and CHAMP with the Paktya Ag Director present. The CHAMP team will follow-up with this action item.

### **Improved Fruit Drying Techniques and Marketing**

#### **Kabul Raisins**

Current raisin production in the Shamali yields low quality raisins that are mostly exported to Russia and Ukraine to distillers making vodka. The farmers receive a low price for their low quality fruit. The CHAMP team is working with farmers and processors to produce higher quality raisins that will be marketed to better markets for consumption as raw raisins. To accomplish this, the CHAMP team has established two contracts. One contract is with the Bagram District Farmer Association and the second with Ali Yaqub Zada LTD, a raisin processor, to produce high quality raisins for export. To improve the quality of the raisins, ROP must work with the farmers during the harvest and drying period, and with the processor as well. The CHAMP team will then test market these raisins with our Kabul-based Afghan dried fruit traders.

The CHAMP Marketing Specialist held a meeting with Haji Mohammad Yaqob, Khuaja Abdul Baqi and Hinayat Ullah, the raisin merchants in the CHAMP office on May 29 to discuss better ways to produce raisins in the Shamali area. Haji Mohammad Yaqob said that they had 500mt raisin orders from the European market last year. Due to low quality grapes/raisins they could not fill the orders so they were reduced to 120mt. Therefore, they are looking for a resource to assist them with raisin drying techniques this year. Their plan is to make 2,000mt raisins in accordance with European market standards. This situation is typical of the challenges facing Afghan raisin processors/traders. CHAMP

will conduct pilot programs geared to improve production quality so that traders can meet this market requirement and sell the Afghan raisins into higher priced markets.

### **Parwan Apricots**

CHAMP is working with apricot growers in the Ghorband Valley (Ghorband District) to improve their post-harvest handling of fresh and dried apricots. CHAMP met with a prospective apricot buyer in Kabul to confirm the potential market for properly dried apricots. CHAMP then met with the Parwan Ag Director in May to brief him on the potential to improve the apricot grower's income. Specifically CHAMP will work with apricot growers to:

- Learn proper handling of fresh apricots for local and export markets;
- Train and support 220 farmers as demonstrations farmers on proper apricot drying; and
- Market linkages for improved dried fruit sales.

CHAMP's Apricot Drying Specialist briefed the 220 farmers in three districts of the Ghorband. After the meetings, most of the participated farmers signed up to participate in the program. As of June 30, CHAMP had signed 127 farmers of which 18 were female and 109 were male.

The CHAMP team training focuses on a few improvements, including washing, sulfur application, solar drying in drying racks and proper packing. The process of using sulfur and drying racks dramatically improves the dried fruit color and food safety. The finished product is eligible for export whereas the traditional drying technique used in Afghanistan yields a non-commercial product.

### **Kabul Mulberries**

Afghans dry mulberries on the ground, introducing dirt into the dried fruit. These dried and gritty mulberries can only be sold in the local markets and have little export potential. The CHAMP team has introduced an improved process for drying mulberries, providing training and processing materials (harvest baskets, harvest sticks and tarpaulins) to 200 participating farmers in the Istalif District of Kabul Province. The CHAMP team will then test market the dried mulberries with the improved drying process in local and international markets. If the trial is successful this season, CHAMP will expand it throughout the program area.

### **Export Market Linkages**

#### **Afghan Traders**

The CHAMP Marketing Specialist met with multiple groups of merchants in Kabul and Kandahar to discuss marketing challenges and opportunities. Traders have agreed to work with CHAMP programs for the exporting of grapes, apricots, apples, raisins, dried mulberries and dried apricots. CHAMP will subsidize improved packing materials and improved freight options (reefers).

#### **Pakistan**

The CHAMP Marketing Specialist, Sharif Osmani, traveled to Lahore, Pakistan to inspect the quality of the cardboard packing cartons manufactured for fresh fruit export to Dubai, India and Pakistan. The primary concerns were the depth of the cartons, their water resistance and their load capacity. The result of the trip was that ROP was able to source satisfactory fruit packaging materials, including the cartons and liners, from Lahore. In the past, ROP had needed to procure proper packaging from India at greater expense. ROP would eventually like to have Afghan traders purchasing these packaging

materials from local manufacturers in Kabul. This may require support for the local packaging manufacturers to upgrade their capacity.

The CHAMP Marketing Specialist visited the Islamabad and Lahore fresh fruit markets, met different buyers and visited 6 cold stores. During this visit, ROP collected detailed information about available Pakistani cold store capacities and costs, and Pakistani apple buyers' prices and quality requirements for use in the CHAMP apple export marketing program.

## **India**

The CHAMP Marketing Specialist traveled to India together with the Kohdaman Group to organize the export activity to the Azad Pur Fresh Fruit Market (main Delhi fresh fruit market) and evaluate transit opportunities. The CHAMP team formed the Kohdaman Group, comprised of the top fresh fruit traders from Kabul, for new export opportunities. The team traveled the road from Lahore to the Waga border, and then to Delhi. The Kohdaman Group established contracts with buyers to export apricots, apples and grapes to Delhi, India this year.

## **NEXT QUARTER ACTIVITIES**

The next quarter will be the first of four harvests and export windows for the CHAMP program. The objective is to engage in pilot shipments for new trade corridors with new techniques, then to scale up the shipments each successive year. This season CHAMP will focus on the following activities:

### **1. Chilled Grapes to Dubai**

The first ever shipment of a reefer container with fresh grapes will be shipped from Kandahar to Dehli, India. Air shipments have already proven the market there, but at a high freight cost and a limited capacity. Reefer containers represent the capacity for future expansion to thousands of metric tons exported per season. This will be accomplished by:

- a. Proper harvesting (timing, handling)
  - b. Use of improved packaging (replacing the traditional 14kg crate with 5kg carton)
  - c. Use of pre-chiller and cold storage at packing houses
  - d. Initial trial shipments of up to 3mt of fresh, non-chilled grape to these markets will be sent via airplane. If the evaluations of the product by the receiving merchants are sufficiently positive and the potential profits sufficiently attractive to the Kandahar merchants, then a trial shipment of 50mt chilled grapes in refrigerated containers will be made. These grapes will be shipped in refrigerated containers by sea through the port of Karachi to Dubai and Mumbai and by road to New Delhi.
  - e. One refrigerated container of chilled grapes will be sent to each of the target markets: Dubai, Mumbai and New Delhi.
  - f. These first three refrigerated containers of chilled grapes will be packed in the existing cold storage facility in Kandahar
  - g. If the results from the test shipments of chilled grapes in refrigerated containers are sufficiently positive, ROP will assist the Kandahar merchants to build an efficient grape packing house complete with proper pre-cooling, packaging rooms and cold storage.
2. Chilled Grapes to Mumbai
  3. Chilled Grapes to New Delhi
  4. Chilled Grapes to Karachi

5. Chilled Grapes to Lahore
6. Chilled Grapes to Islamabad
7. Un-chilled Grapes to Karachi
8. Un-chilled Apples to Karachi
9. Chilled Apples to Delhi
10. Raisins to Europe
11. Dried Apricots to Karachi
12. Dried Apricots to Delhi

## CHALLENGES TO IMPLEMENTATION

The Taliban in Kandahar have directly threatened traders working with CHAMP and instructed them to return the improved packaging to us. Two of the eight Kandahar traders returned their packaging.

Collaboration with ASAP team and any other USAID implementing partner involved in export promotion is essential. USAID AOTRs must be involved to coordinate these activities.

## 10. ANNEXES

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Program Staff

Performance Monitoring Plan – Targets & Achievements

MAIL M&E Survey Reports for Patkya, Khost and Bamyan

## ANNEX A: PROGRAM STAFF

The status of the CHAMP staff as of June 30, 2010:

CHAMP Staff		
	Current	Target
US Long-term Expatriates	1	1
TCN Long-term Expatriates	1	1
Consultants	1	1
National Professional Staff – Office	8	8
National Professional Staff – Field	29	102
National Support Staff	27	44
<b>Total</b>	<b>67</b>	<b>154</b>

Note: National staff hiring was corrected for Q1.

## ANNEX B: PERFORMANCE MANAGEMENT PLAN – TARGETS AND ACHEIVEMENTS

The PMP has not yet been approved. These indicators should be considered provisional. ROP is providing its orchard establishment database as a separate file. This contains detailed information on the established orchards, including Farmer Name, Province, District, Village, Number and Species of Tree Planted, Area of Orchard and, in many cases, Latitude and Longitude of the farm or village.

PMP Indicators											
				Quarter	Annual Performance					Life of Program	Comments
Indicator	Activity Name	Units		Q2 2010	2010	2011	2012	2013	2014	Total	
<b>TIME</b>											
	Elapsed program time				42%					10%	
<b>FINANCIALS</b>											
	USAID funds spent	\$	target actual attain %	908,789	5,352,445 1,178,683 22%	8,377,107	9,053,071	7,348,548	289,071	30,420,241 1,178,683 4%	
	In-kind contributions	\$	target actual attain %	72,212	57,453 72,212 126%	1,030,449	1,940,191	1,341,860	121,987	4,491,941 72,212 2%	
	Employees	#	target actual attain %	67	151 67 58%	149	149	149	37	149 67 58%	
<b>NEW ORCHARDS &amp; VINEYARDS</b>											
1	Number of hectares of orchards & vineyards established as a result of CHAMP assistance.	ha	target actual attain %	278	825 425 52%	3,800	1,400	1,341	200	7,865 425 5%	
2	Number of hectares of vineyards having trellising installed as a result of CHAMP assistance.	ha	target actual attain %	0.5	110 0.5 0.5%	275	575	345	115	1,330 0 0.04%	
3	Number of home vegetable gardens established a result of CHAMP assistance.	#	target actual attain %	0	250 0 0%	0	0	0	0	250 0 0%	
4	Number of home poultry (egg) production units established a result	#	target actual	0	100 0	0	0	0	0	100 0	

## PMP Indicators

				Quarter	Annual Performance					Life of Program	Comments
Indicator	Activity Name	Units		Q2 2010	2010	2011	2012	2013	2014	Total	
	of CHAMP assistance.		attain %		0%					0%	
5	Number of rural households benefiting directly from CHAMP interventions	#	target actual attain %	835	2,684 1,336 50%	14,029	7,537	6,191	1,241	26,313 1,336 5%	2010 target corrected
6	Number of farmers trained on orchards and trellising	#	target actual attain %	835	2,684 1,336 50%	14,029	7,537	6,191	1,241	26,313 1,336 5%	2010 target corrected
MARKETING PROGRAMS											
7	Number of firms receiving CHAMP assistance to improve their market practices	#	target actual attain %	186	200 186 93%	300	400	500	500	500 186 37%	
8	Number of new technologies or mgmt practices under field testing as a result of CHAMP assistance	#	target actual attain %	4	20 4 20%					20 4 20%	Need to review target for 2011-2014
9	Number of SMEs that successfully accessed bank loans or private equity as a result of CHAMP assistance.	#	target actual attain %	0	11 0 0%					11 0 0%	Need to review target for 2011-2014
10	Number of new marketing channels being tested	#	target actual attain %	3	3 3 100%	1	1	1	0	6 0 50%	
11	Number of new credit mechanisms for fresh fruit marketing tested	#	target actual attain %	1	2 1 50%	2	1	1	0	6 0 17%	

## CHAMP Internal Indicators

CHAMP Component		CHAMP Internal Indicators	Output	
			2 <sup>nd</sup> Qtr	Program to-date
1	Orchards	Number of farmers registered for orchard establishment	595	1,931
2	Orchards	Number of orchard layouts implemented	595	1,336
3	Orchards	Number of saplings/vine distributed	99,907	154,945
4	Orchards	Number of orchards established	831	1,336
5	Orchards	Number of hectares of orchards established	278	425
6	Orchards	Number of extension visits to orchards	1,494	4,166
7	Orch. & Trell.	Qty of fertilizer distributed for orchards (mt)	143	143
8	Orchards	Number of farmers registered for trellising	103	111
9	Trellising	Number of trellising post distributed	375	375
10	Trellising	Number of trellised vineyards established	0	0
11	Trellising	Number of hectare trellising established	0	0
12	Trellising	Number of extension visits to trellised vineyards	20	20
13	Orch. & Trell.	Number of farmers trained on orchards and trellising	0	0
14	Marketing	Number of farmers, merchants, banks, government officials visited	263	463
15	Marketing	Number of farmers participating in marketing programs	302	302
16	Marketing	Number of merchants participating in marketing programs	36	36
17	Marketing	Number of farmers and merchants trained on marketing and credit	31	31
18	Marketing	Number of new credit mechanisms tested for fresh fruit marketing	1	1
19	Marketing	Number of loans issued	0	0
20	Marketing	Qty of chilled grapes exported (mt)	0	0
21	Marketing	Qty of un-chilled fresh fruit exported (mt)	0	0
22	Marketing	Qty of dried fruit and nuts exported (mt)	0	0
23	Marketing	Number of new marketing channels being tested	3	3
24	Gender	Number of meetings with CDCs	0	0
25	Gender	Number of registered women	0	0
26	Gender	Number of poultry units established	0	0
27	Gender	Qty of coop materials distributed	0	0
28	Gender	Number of home gardens established	0	0
29	Gender	Number of extension visits to home gardens and poultry units	0	0
30	Gender	Number of women trained	0	0
31	M&E	Number of reports to MAIL M&E	1	2
32	M&E	Number of verification surveys conducted	9	9
33	M&E	Number of joint RoP-MAIL M&E survey conducted	1	2
34	M&E	Number of clients visited for M&E surveys	156	156
35	Collaboration	Number of GIRoA, Community & Other Org. meetings attended	48	150
36	Collaboration	Number of USAID meeting attended	11	28
37	Collaboration	Number of DAIL staff trained	0	0
38	Collaboration	Number of other institutions staff trained	0	0
39	Collaboration	Report to MAIL-DAIL	10	24

ANNEX C: MAIL M&E SURVEY REPORT



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**Roots of Peace Afghanistan**  
**Ayoub Mina Khan Road**  
**Ayoub Mina Khan, Kabul, Afghanistan**