

COMMERCIAL HORTICULTURE AND AGRICULTURAL MARKETING PROGRAM (CHAMP)

2017 Annual Report



April 2018

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

COMMERCIAL HORTICULTURE AND AGRICULTURAL MARKETING PROGRAM (CHAMP)

Annual Report 2017

Cooperative Agreement Award:	No. 306-A-00-10-00512-00
Cooperative Agreement Recipient:	Roots of Peace
Period of Cooperative Agreement:	February 1, 2010 - December 31, 2019
Amount of Cooperative Agreement:	\$71,292,850
Agreement Officer Representative	Hameedullah H. Safi

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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 2017. The reporting period is January 1 through December 31, 2017 in keeping with the USAID-approved 2017 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

ACE II	Agricultural Credit Enhancement – Phase II
ADF	Agriculture Development Fund
AEC	Afghanistan Exporters' Club
ARFC	Afghanistan Rural Finance Company
ATAR	Afghanistan Trade and Revenue
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
GIRoA	Government of the Islamic Republic of Afghanistan
GIZ	Gesellschaft für Internationale Zusammenarbeit
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
MOCI	Ministry of Commerce and Industry
MOU	Memorandum of Understanding
MT	Metric ton
NHLP	National Horticulture and Livestock Program
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 – 2017



Balkh dried mulberries are shown being loaded for shipment to Turkey.



Inauguration ceremony of the India-Afghanistan Trade-Investment Show, New Delhi.

113,000 farmers trained in improved agricultural techniques, including **3,900 women**

38,400 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

81,000 tons of produce valued at more than **\$100 million** exported to international markets

More than **8,500 full-time jobs** created in agribusiness

More than **230 cool rooms and raisin drying facilities** constructed

EXECUTIVE SUMMARY

CHAMP began in February 2010 and was extended three times, in June 2012, December 2014 and October 2016. In 2017, its eighth year of implementation, CHAMP's work expanded from one with a regional focus to a nationwide program embracing a wider variety of products. The program continued to emphasize post-harvest handling and marketing activities in an effort to sustainably commercialize high-value crops such as apricots, apples, grapes, saffron, pomegranates, dried fruit and nuts.

Under the Supply Chain Management component, CHAMP drafted a Cherry Farm-to-Market Guide for use by government extension agents, CHAMP trainers, other implementing partners, as well as exporters and investors interested in investing in the sector. CHAMP undertook an airport assessment to gauge the performance of transportation and logistics at Hamid Karzai International Airport and identify any potential gaps that need to be addressed for potential CHAMP intervention. CHAMP rolled out its three-year small grants program, drafting a grants manual, soliciting Expressions of Interest and vetting final candidates, with a total of 21 firms in process of final vetting for projects in food processing, pack houses, cold storage and packaging production. CHAMP conducted a feasibility assessment for installing cold storage equipment at Afghan airports. CHAMP signed an MOU with an Afghan firm to provide cold storage at Hamid Karzai International Airport. CHAMP also supported the participation of five Afghan packaging producers to attend the India Packaging Show in Mumbai to introduce them to innovative technologies in packaging for export.

Under Export Market Development, CHAMP improved the potential for increasing the profits of Afghan farmers and marketing firms by providing direct assistance in fruit processing, sorting, grading and packing, and introducing improved packaging that meets international market standards. CHAMP worked with 28 Afghan companies in exporting 30,125 MT of fruits, vegetables and nuts to overseas markets. The exports were valued at more than \$44 million. CHAMP's trade offices assisted with international exhibitions and provided a go-to source for Afghan traders seeking to enter new overseas markets. A new trade office was established in Almaty, Kazakhstan to create more export opportunities for Afghan traders in Central Asia and Russia. CHAMP facilitated the participation of Afghan exporters at the Gulfood Exhibition in



Women business representatives attend B2B meeting, Badam Bagh, Kabul.



Balkh raisins are shown being loaded for shipment to Turkey.

Dubai, the Afghanistan-India Trade and Investment Fair, the India International Trade Fair, the National Farmers' Festival and Ag-Fair and the Kabul International Ag-Fair. CHAMP also worked to link traders and exporters with financial institutions to solve the problem of limited capital by organizing a business-to-bank roundtable and helping exporters gain access to credit and loans.

CHAMP collaborated with the Afghanistan Exporters Club. CHAMP created an online database for Afghan agricultural exports as a means of disaggregating import and export data for the agricultural marketing sector. CHAMP conducted seven two-day training and business-to-business meetings for 595 commercial farmers, extension workers and traders, and a one-day training on harvest and post-harvest management for another 98 farmers. A business skills development training helped improve the capacity of 49 business professionals in marketing, bookkeeping and accountancy. Finally, CHAMP submitted two reports on specific trade corridors from Afghanistan to targeted international markets.

CHAMP continued to integrate women into its program activities. More than 100 women producers, processors, traders and association members participated in the aforementioned trainings in food safety, harvest, and post-harvest handling as well as a training for fruit processors in Balkh. A total of 22 women from 11 women-owned firms received business skills training. Applicants for CHAMP small grants were also vetted from four women-owned firms. CHAMP also supported the participation of six Afghan women exporters at the India International Trade Fair.

Overall, the program achieved 169% of its program targets. Spending totaled nearly \$4.4 million, or 77% of the \$5.7 million budget allocation for the year. Total life-of-program spending (2010 through 2017) was around \$50.6 million, or 82% of the approximately \$61.2 million budgeted for the period.



Kandahar figs are shown being packed for shipment to New Delhi, India.

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.¹

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 objective of the most

“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/Afghanistan²

CHAMP IN 2017

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

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

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 Expand CHAMP’s reach to all major production areas of Afghanistan and broaden its value chain focus to include a larger selection of high-value fruits, nuts, vegetables and spices.
- 1.2 Develop Farm-to-Market Guides for new products in the CHAMP value chain.
- 1.3 Identify and work with government and private-sector entities to reduce impediments to export trade by the following means:
 - 1.3.1 Work with freight forwarding and logistics companies to improve the supply chain for exporting agricultural products from Afghanistan.
 - 1.3.2 Assess existing packing houses and cold storage facilities and provide matching grants to private-sector firms for the creation of new facilities.
 - 1.3.3 Work closely with relevant government authorities to

allocate space for a cold storage facility at Kabul or other International Airports and provide matching grants to a private sector firm interested in investing in the facility.

- 1.3.4. Identify Afghan packaging manufacturers and work with at least one or two of them to improve packaging for fresh fruits and vegetables for local and international markets.



CHAMP senior management are shown with representatives from the Afghan Ministry of Economy in Kabul sharing CHAMP achievements and upcoming activities.

2. Export Market Development

- 2.1 Renew support to CHAMP trade offices in New Delhi and Dubai and, pending an assessment, create a new Central Asian trade office in Almaty, Kazakhstan.
- 2.2 Expand CHAMP's coverage from six selected high value crops to include other potential high value crops produced in the country, and providing technical and financial support to traders seeking to expand into overseas markets.
- 2.3 Assist Afghan exporters in participating in international trade shows and commercial missions, such as Gulfood, the India International Trade Fair, Expo Afghanistan in India and WorldFood Kazakhstan.
- 2.4 Build the trade capacity of the Afghan Exporters Club.
- 2.5 Develop an Agricultural Export Knowledge Management Unit as a central database for housing and disseminating information related to agricultural trade, such as market price, market assessments, export and import by volume, value, type and destination per year.
- 2.6 Ensure that exported products meet international market requirements by providing trainings in food safety, quality and hygiene trainings such as HACCP, ISO-22000 or Global GAP for processors and packers targeting international markets. CHAMP will assess the certification requirements of key markets and develop a cost-sharing mechanism with interested entities to gain necessary certification.
- 2.7 Assess fumigation requirements for the export of walnuts into the Indian market.
- 2.8 Develop approaches to extend credit to participating traders who need working capital and/or trade financing to reach international markets.
- 2.9 Conduct business development trainings for export firms to help them better manage their operations.



Products produced by Afghan women are shown on display at the National Farmers' Festival and Ag-Fair, potential recipients of future CHAMP grant interventions.

3. Gender Integration

- Provide financial support through small matching grants to women-owned firms involved in food processing.
- Train women-owned firms in food safety and workplace hygiene.

- Train women-owned firms in meeting Hazard Analysis and Critical Control Point (HACCP) requirements.
- Develop the capacity of women-owned businesses to meet market expectations in value-added activities, including improved packaging, sorting, grading and packing.

**PROJECT
EXPANSION**

In December 2017, the CHAMP Cooperative Agreement received its 22nd 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. These will take effect in early 2018.



Commercial apricot and cherry farmers, extension workers and traders are shown at a business-to-business meeting in Kabul.

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 Afghanistan (GIRoA) and Afghan traders to improve food processing, packaging, cold storage, logistics and transportation. CHAMP provides resources such as the Farm-to-Market Guides developed for specific value chains to distribute throughout exporters networks.

EXPAND HIGH VALUE CROPS

1.1 Expand CHAMP's reach to all major production areas of Afghanistan and broaden its value chain focus to include a larger selection of high-value fruits, nuts, vegetables and spices.

During 2017, CHAMP expanded its focus to the major production areas of Afghanistan. It also expanded its previous on six commodities (apples, apricots, pomegranates, grapes, almonds and melons) and promoted all horticultural crops suitable for export. New crops facilitated for export included mulberries, pine nuts, saffron, raisins, figs, pistachios, cucumbers and tomatoes.

As part of the process for identifying high-value crops suitable for export, CHAMP undertook research and production of a High Value Horticultural Crop Assessment. As a result of the assessment, CHAMP identified 15 additional target crops for intervention. The report also provided guidance in choosing crops for the Farm to Market Guides. Final submission to USAID is expected in March 2018.

FARM TO MARKET GUIDES

1.2 Develop Farm-to-Market Guides for new products in the CHAMP value chain.

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. During 2017, CHAMP selected cherries as a high-value crop with strong potential for export and thereby worth of inclusion in its collection of Farm to Market Guides. The guide was submitted to USAID in September.

1.3 Identify and work with government and private-sector entities to reduce impediments to export trade by the following means:

FREIGHT FORWARDING AND LOGISTICS

1.3.1 Work with freight forwarding and logistics companies to improve the supply chain for exporting agricultural products from Afghanistan.

To improve the supply chain for Afghan fruits, nuts, vegetables and other high market crops, CHAMP performed activities to assess the performance of transportation and logistics companies and identify any potential gaps that need to be addressed for potential CHAMP intervention.

CHAMP undertook an Export Logistics Assessment to analyze the situation regarding transport and logistics options available for international export from Afghanistan. It revealed the challenges and opportunities that exist in moving Afghan consignments cost-effectively to international markets. The assessment covered the available modes of freight (land, air and sea) with the aim of identifying the most reliable and cost-effective routes for export to targeted markets in India, the UAE, Kazakhstan, and Pakistan. The assessment is expected to be submitted in Spring 2018.

GRANTS PROGRAM

1.3.2 Assess existing packing houses and cold storage facilities and provide matching grants to private-sector firms for the creation of new facilities.

In 2017, CHAMP began a grants program to finance innovative pilot initiatives, applied technology in post-harvest handling and processing to improve supply chain effectiveness for high value crops, and marketing and export initiatives aimed at promoting sales of Afghan fresh/dry fruits and nuts in international markets. Grants fell into the following categories:

- Food Processing
- Pack House and Cold Storages
- Packaging Production

Most of the year was involved with designing the grants program and vetting prospective applicants. In February, CHAMP drafted a grants manual to act as a guidebook for processing grants during the current program extension. CHAMP then submitted the grant manual to USAID for review and approval. An Expression of Interest (EOI) was subsequently released online to solicit concept notes from prospective participants. By the end of the year, a total of 82 EOI had been received. Of these, 21 firms had been asked to submit Requests for Application (RFA) for packaging, processing, cold storage and packing activities. These were reviewed by the CHAMP grants committee and Roots of Peace home office. Activities are expected to commence in the spring of 2018.

AIRPORT COLD STORAGE AND CARGO FACILITATION

1.3.3 Work closely with relevant government authorities to allocate space for a cold storage facility at Kabul or other international airports and provide matching grants to a private sector firm interested in investing in the facility. Establish procedures for pre-

checking the air cargo for security and customs, reducing delays for loading perishable goods onto cargo planes.

In January, CHAMP representatives performed a site inspection at the customs clearance area of Kabul International Airport. The purpose of the visit, which was undertaken in collaboration with the USAID Afghanistan Trade and Revenue (ATAR) project, was to assess the condition of the existing export-handling facility with an eye to future interventions.

The visit was hosted by the airport president and airport customs director. During the visit, the team was given a tour from the export hanger that handles all exports (including fresh and dry fruits, carpets, spices, etc.).

The team also visited a terminal formerly used by religious pilgrims making the haj. The Haji Camp Terminal is seen as a potential site for processing exports. At present the airport is working on a master plan that will include a new export site equipped with modern technology (scanner, forklifts, etc.) to facilitate greater export shipments of larger quantities on cargo flights.

CHAMP interviewed several air cargo, transport and logistics companies in Kabul to address key challenges, suggestions, and recommendations for moving high value agricultural products to targeted overseas markets. The assessment took into consideration reliability, flexibility, cost effectiveness and efficiency in moving goods to their destination. Particular attention was placed on identifying impediments at Afghan international airports.

The following challenges were identified:

- Lack of security at customs hangers at Kabul International Airport.
- Lack of proper x-ray machines to certify the safety of cargo.
- Lack of cold storage for fresh fruits exported to international markets at Kabul International Airport.
- Wide variance in prices provided by air cargo companies for goods destined for the same location.
- No coordination between government officials at checkpoints, leading to delays in shipment processing.
- Miscommunication between Afghan traders, freight forwarders and overseas importers.
- Lack of international certification.

Ground logistics companies were queried on the impediments they experience at border crossings, and what actions need to be taken by the governments to overcome the challenges. The complexity of the customs process suggests the need for a one-stop shop process. Security also poses challenges in carrying goods through kinetic provinces where anti-government operatives engage with the military.

Members of CHAMP met with the Commercial Attaché of the Indian



Members of the CHAMP team meet with government officials at Kabul Airport to assess its cold storage capacity.

Embassy to discuss Indian transportation and logistics. The Afghan government has signed a Memorandum of Understanding (MOU) with India to facilitate air cargo and will provide \$5 million in incentives to Afghan exporters for shipments to Delhi and Amritsar. The CHAMP Trade Specialist discussed these incentives with MAIL's deputy minister in a meeting on May 28.

CHAMP met with the deputy minister and representatives from the Ministry of Civil Aviation to discuss the infrastructure at Hamid Karzai International Airport available for export cargo. CHAMP highlighted the inadequate scanning facility that needs to be improved to enable additional air cargo for the export season starting in mid-June. CHAMP also expressed the need for faster processing of customs documentation and the need for quicker inspection at HKIA to facilitate exports by air. CHAMP voiced its willingness to install a cold storage facility at HKIA to enable exporters of fresh fruits to retain the cold chain.

CHAMP met with the Ministry of Civil Aviation to consider basic infrastructure upgrades at the airport that would potentially facilitate more air shipments during the peak export season beginning in late June. Deputy Minister Habibi suggested that CHAMP assist with the procurement of a pallet scanner at the airport and support the hiring of three consultants to draft an air cargo feasibility study at Kabul International Airport. CHAMP, ATAR and the Afghanistan Chamber of Commerce and Industry (ACCI) conducted a meeting in June with Ariana Airlines to follow up on this initiative.

The following key points came out of the meeting:

- a) ACCI will share a comprehensive list of agricultural exporters with CHAMP and ATAR. CHAMP will assist these exporters in sending their goods to India by air by improving their packaging and labeling through its grants program (restricted to first shipments only).
- b) CHAMP will work with ACCI for air shipments to Indian cities such as Mumbai, Bangalore, Chennai, Kolkata, etc. CHAMP will explore using its transport incentive for destinations where GIROA is not providing any air cargo incentive. ACCI will facilitate such exports.

In July, CHAMP hired an international short-term technical consultant on cold chains who collected information on the export hanger at Hamid Karzai International Airport as well as Kandahar and Mazar airports. The work is part of a cold chain assessment that will evaluate the facilities at airports in Kabul, Mazar and Kandahar. The consultant submitted a final report in October.

Also in July, CHAMP signed an MOU with Nijabat Haidari Ltd to provide access to cold storage for Afghan exporters at Hamid Karzai International Airport. The storage will be available for use during flight delays or other unforeseen circumstances that might lead to produce damage. The

ASSISTANCE TO PACKAGING FIRMS

capacity of the cold storage is 60 MT. CHAMP will pay Nijabat Haidari the full cost of storage as agreed by both parties, not to exceed 2 Afs per kg of storage for 24 hours.

1.3.4. Identify Afghan packaging manufacturers and work with at least one or two of them to improve packaging for fresh fruits and vegetables for local and international markets.

Afghan package producers face critical challenges with producing fresh and dried fruit packaging to meet international market requirements. As a result, most packaging in Afghanistan is imported from neighboring countries, particularly Pakistan.

CHAMP supported the participation of five Afghan packaging producers at the India Packaging Show, an international trade fair for the packaging industry, in Mumbai. The event, which was held on December 18-22, 2017, brought together international manufacturers and suppliers of machinery, materials and services for the food and packaging industry from India and neighboring countries. Many new and innovative technologies in the areas of packaging and labeling were showcased, providing traders with an excellent opportunity to better understand the industry and its product offerings. More than 25,000 visitors attended the event.

In addition to meeting with exhibitors, the Afghan packaging producers visited the wholesale fresh fruit, vegetable and dried fruit market in Mumbai and Delhi where they spoke with fruit importers about packaging requirements in the Indian market. The Afghan visitors visited several large retailers (Big Bazaar, Food Hall, Hyper City and Tesco) to learn about the consuming packaging requirements used by major food retailers in India. They also met with technical experts, such as the director of the India Institute of Packaging, regarding packaging concerns.

In addition to supporting the participation of packaging manufacturers at the exhibition, CHAMP also:

- Worked on the capacity building of packagers in better understanding market requirements by linking packagers with wholesale fruit, vegetable and dried fruit markets in Mumbai and Delhi.
- Facilitated retail visits (Big Bazar, Food Hall, Hyper City and Tesco) to familiarize clients with consumer packaging used in stores.
- Facilitated meetings between packaging manufacturers, raw materials producers and machinery producers.
- Facilitated technical discussions with packaging experts, including India packaging institute professors.



Afghan traders are shown discussing packaging solutions with an exhibitor at the India Packaging Show.



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Apples from Wardak Province are shown being packed for shipment to Pakistan.

EXPORT MARKET DEVELOPMENT

CHAMP works to create a strong link between producers and traders to link Afghan produce to well paying international markets. CHAMP's high value marketing component thus improves the potential for increasing the profits of Afghan farmers and marketing firms. Interventions target higher paying domestic markets and traditional export markets like India and Dubai, and non-traditional markets like Canada and Russia. These interventions include export trade promotion, business promotion and other activities that build linkages between producers, traders and overseas buyers.

CHAMP also operates trade offices in Dubai, Almaty and New Delhi to create stronger linkages between Afghan traders and overseas buyers. These offices ensure that Afghan traders are receiving the appropriate profit from the sales of their fruit. This provides a sustainable basis for growth in the value of exports to India, Central Asia and UAE. CHAMP also provides training in harvest and post-harvest handling to improve the capacity of exporters and processors. CHAMP also provides in-kind grants for agribusinesses investing in packing houses and storage facilities for the export of fresh fruit and vegetables.

TRADE OFFICES

2.1 Renew support to CHAMP trade offices in New Delhi and Dubai and, pending an assessment, create a new Central Asian trade office in Almaty, Kazakhstan.

CHAMP operates trade offices in Dubai, UAE and New Delhi, India 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 India, the UAE and the greater Gulf 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, subject to product availability.
- Overseeing commission agents and preparing sales reports.
- Providing weekly market sales reports.
- Provide assistance with other commercial activities (such as

exhibitions and conferences)

Key activities for the trade offices included:

Market visits. The trade office teams visited the fruit markets in their host countries numerous times and provided information to CHAMP and Afghan traders.

Trade Fairs and Exhibitions. The trade offices provided full support to CHAMP and participating Afghan traders at trade fairs and exhibitions. The offices were instrumental in handling logistics for the events and arranging meetings with buyers and visits to local wholesale markets. The Dubai Trade Office assisted with Gulfood and Expo Afghanistan, while the New Delhi Trade Office provided support at IITF and the “Made in Afghanistan” Conference. (See “[Conferences and Exhibitions.](#)”)

Last year, owing to the projected close-out of the project, financial support to the trade offices was discontinued beginning in March 2016, with CHAMP acting thereafter in an advisory capacity. With the 2017-2019 extension, CHAMP requested its previous trade office subcontractors in India and the UAE to submit three-year sustainability plans, including a proposed budget.

ALMATY TRADE OFFICE

To expand access to markets in Central Asia, CHAMP conducted a comprehensive feasibility assessment for the establishment of a new trade office in Almaty, Kazakhstan. The assessment was based on opportunities, market demand, competition with other countries, transit into neighboring countries and the availability of freight and logistics operators. Following a competitive bidding process, CHAMP selected Kanda Fruit Company to act as trade office operator and, following USAID approval, signed a sub-agreement with the company on September 23, 2017.

The Almaty Trade Office will provide 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 and vegetables (and specifically for CHAMP target crops). 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 will work closely with Kazakh buyers, Afghan exporters and the Governments of Kazakhstan and Afghanistan. CHAMP expects to inaugurate the trade office in February 2018.

DUBAI TRADE OFFICE

The Dubai Trade Office began operation in February 2011 as a collaboration between CHAMP and TAKDANA Fresh Fruits Processing. The goal of the trade office is to boost marketing activities for Afghan fruit and nuts to expand sales in the UAE and Gulf market. The office



Kunduz melons are shown being loaded for shipment to Pakistan.

facilitates linkages between traders and buyers, promotes Afghan exports at exhibitions and looks for new markets within the UAE.

During 2017 the Dubai Trade Office:

- Facilitated wholesale market visits for exporters participating in the Gulfood Exhibition
- Assisted in preparation of the Gulfood booth and dinner event
- Collected and disseminated weekly market prices
- Conducted an information session for ten exporters on UAE market requirements.

The office was not successful in achieving the export targets set for the trade office in the sub agreement 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. Given the non-performance of the company managing the Dubai Trade office, the sub-agreement was discontinued and a new RFP was issued. The new sub-contractor will be selected through open competition.

The trade offices will build market linkages between wholesale buyers in the UAE and other Gulf countries. The trade offices will continue to import product samples from Afghanistan for distribution, identify potential buyers and create linkages between buyers and Afghan exporters and thereby expand exports of fresh/dry fruits, vegetables and spices in their regions.

The trade office will continue to facilitate the import of fresh and dried fruits to wholesale markets, supermarkets and major importers. It will offer retail sales services to Afghan exporters, linking them with UAE and Gulf buyers, commission agents, supermarkets, and importers. Services will include oversight of commission agents during sales, providing sales reports—including documenting the shipment condition of products arriving at market, and the release of payments by importers to Afghan exporters. The trade office will also explore ways for freight forwarding from Afghanistan through various land and air routes to the UAE and provide facilitation for Afghan exporters to connect with appropriate freight forwarders to facilitate smooth exports from Afghanistan.

The trade offices will have market assessments in order to explore new opportunities for more products to be exported into their regions and to keep gathering updated information on any changes in the product quality, variety, packaging, sorting, grading and other requirements for certification and/or custom documentation by the host country.

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. Vetting for the new operator was submitted to USAID in October and operations are expected to begin in the spring of 2018. In the interim, CHAMP representatives in New Delhi provided trade

EXPORT PROMOTION



Red raisins from Ghazni Province are shown being loaded to ship to Indonesia.

office services to exporters as needed. The trade office will expand its services by opening a branch in Mumbai to increase the reach of Afghan exports in India.

2.2 Expand CHAMP's coverage from six selected high value crops to include other potential high value crops produced in the country and provide technical and financial support to traders seeking to expand into overseas markets.

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 and will pay a higher price than nearby markets such as Peshawar, in Pakistan. (For a sample comparison of grape shipments to different markets in Pakistan, see Annex 3). 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. Meanwhile the marketing team also works to strengthen linkages with existing markets through continued improvement of post-harvest management practices.

In 2017, CHAMP's marketing team worked with 28 Afghan companies in exporting 30,125 MT of fresh/dried fruit, vegetables and nuts to markets in India, Pakistan, Australia, Bahrain, Canada, Iraq, The Netherlands, Russia, Saudi Arabia, Turkey, the UAE, the UK and the U.S. The exports were valued at more than \$44 million. The table below shows a breakdown of the exports by product.

Table 3: CHAMP Exports by Product

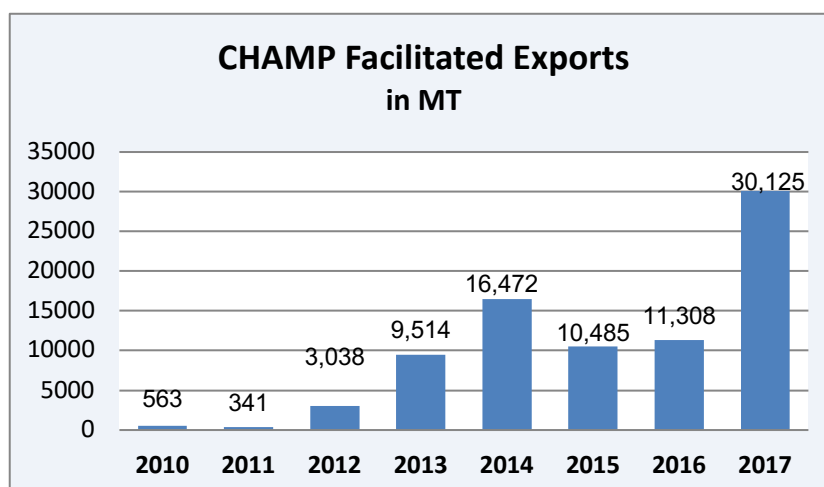
Crop Type	Quantity (MT)	Value (US\$)
Almond	43	483,380
Apple	2,347	1,440,027
Apricot	3,398	2,560,420
Apricot seed	24	47,900
Cucumber	221	88,505
Dried Apricot	340	2,789,736
Dried Mulberry	92	529,821

Crop Type	Quantity (MT)	Value (US\$)
Fig	1,050	9,051,711
Grapes	10,788	9,876,756
Melon	1,506	380,923
Pine nuts	3	81,000
Pistachio	123	2,381,729
Pomegranate	7,203	7,433,561
Raisin	1,456	3,804,309
Saffron	0.877	1,072,544
Sesame seed	960	1,638,480
Tomatoes	569	490,414
Total	30,125	\$44,151,216

For a breakdown of exports by target country and province, please see Annexes 4 and 5, respectively.

The table below shows the history of CHAMP-facilitated exports since program inception. Exports in 2017 were 267% higher than in 2016 owing primarily to the expansion of CHAMP's value chain focus into new high-value crops.

Table 4: CHAMP-Facilitated Exports 2010-2017



CHAMP-facilitated traders are shown packing a shipment of 20 MT of red raisins from Ghazni Province bound for Jakarta, Indonesia. The shipment was valued at \$32,000.

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

- Transportation and packaging incentives for the first shipment to any new market.
- Linkage meetings with potential commercial farmers.
- Support to participate in international exhibitions (see activity 2.3 below).
- Training in harvest-post harvest, food safety and HACCP (see activity 2.6 below).
- Business skills development training to relevant staff (see activity

CONFERENCES AND EXHIBITIONS

2.9 below)

2.3 Assist Afghan exporters in participating in international trade shows and commercial missions.

GULFOOD EXHIBITION, DUBAI

CHAMP supported the participation of nine Afghan traders at the Gulfood Exhibition in Dubai, February 26 – March 02. The CHAMP team assisted with the design and set-up of an 80 sq. meter booth and with related administrative and procurement tasks. Booth expenses were shared by CHAMP, ATAR and RADP-S. These projects supported the participation of an additional eight traders at Gulfood.

Gulfood is the largest food and beverage industry trade event in the world. The event brings 4,500 exhibitors from 110 different countries to the five-day event. Attendees are provided with opportunities to learn about the latest business trends and new products in the sector. Some 78,000 visitors attend Gulfood from the beverage, fresh and dried fruit, restaurant supplies, hospitality services and other related food equipment sectors.

During the five days of the exhibition, exporters represented by the four projects negotiated deals with buyers from Saudi Arabia, UAE, India, Spain, Bangladesh, Qatar, Italy, Malaysia, Canada, USA, Europe, Turkey, Jordan, Kuwait, Iraq, Netherlands, Yemen and Sweden. Agreements were made for dried apricots, almonds, black and red raisins, green mung beans, pistachios, cumin, watermelon seed, licorice, sesame, saffron and pine nuts.

The nine traders supported by CHAMP generated confirmed deals worth \$3,370,300 for saffron, raisins, figs, dried apricots, cumin and almonds, as well as potential deals worth \$10,204,450 for other products.

INDIA INTERNATIONAL TRADE FAIR

In November, CHAMP participated in the India International Trade Fair (IITF), held in New Delhi on Nov 14-27. In coordination with RADP-E, ATAR and ACE II, CHAMP took the lead in financing construction of the Afghan pavilion, renting a 325 sq. meter space and subsidizing 35 booths, of which 23 were for CHAMP traders, five for RADP-E, three for ATAR and four for ACE II clients.

A total of 33 exhibitors from the agriculture sector, comprising mostly dry fruit and saffron, showcased their products at the event. Another three exporters supported by ATAR were from the marble, jewelry and carpet sectors. Five women businesses participated in the event. The Afghan Pavilion was booked well in advance and thus was situated in a prime location. CHAMP facilitated visas, assisted with the shipment and clearance of sample products and organized meetings with the Indian Goods and Service Tax authorities to assist the Afghan exhibitors in filing the necessary documents for import taxes.

An estimated 60,000 visitors attended the event. Direct sales of agricultural products by the 33 exhibitors totaled around \$500,000 in fresh



Gulfood visitors sample Afghan dried fruit at the Afghanistan Pavilion.



Afghan Ambassador to India, Sheda Mohammad Abdali, is shown inaugurating the Afghan Pavilion at IITF.

fruit, dry fruit, and saffron. Potential deals of around \$2 million were also reported.

AFGHANISTAN-INDIA TRADE AND INVESTMENT SHOW

The India Afghanistan Trade and Investment Show was held in Delhi, September 27-30. The event was attended by more than 1,300 visitors. Ninety-one Afghan exhibitors showcased their products and another nine businesses from India showcased their wares at the venue.

Forty-seven Afghan exhibitors in agriculture (comprising fresh fruit, dry fruit, spices and processed food) showcased their products at the event. (More than three tons of merchandise samples were sent to the show in advance.) CHAMP coordinated selection with other USAID Afghan agricultural projects – RADP-S, RADP-E, RADP-N and ACE II. Afghan exhibitors in agriculture sector received potential and confirmed deals of over \$100 million.

NATIONAL FARMERS' FESTIVAL AND AG-FAIR 2017

CHAMP participated in the National Farmers' Festival and Ag-Fair on March 21-24. 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 also gave a presentation on its experience in export marketing at the Knowledge Center (operated by ACE II) where some 30 farmers and traders were gathered from all around Afghanistan, including representatives from other projects. The presentation was given at the request of ACE II and MAIL and provided market information and other practical tips to farmers and traders.

KABUL INTERNATIONAL AG-FAIR 2017

On October 18-20, CHAMP participated in the Kabul International Ag-Fair at the Badam Bagh fairground in Kabul. The Ag-Fair, sponsored by the Ministry of Agriculture, Irrigation and Livestock (MAIL), is one of the leading agricultural trade shows in Afghanistan, serving to boost trade and increase local and international markets for top tier Afghan products. Attendees included importers, exporters, wholesalers, retailers, producers, input suppliers, and service providers. The Ag-Fair includes product exhibition, participation in B2B networking events and the demonstration of new technologies and methods.

CHAMP sponsored two Afghan companies (Nijabat Haidari Ltd. and Taza Agriculture Ltd.) at the event, renting booth space to allow the firms to display their products. CHAMP representatives also gave a presentation on the program's export marketing experiences at the Knowledge Center for some 40 farmers and traders, including representatives from other implementing partners.

2.4 Build the trade capacity of the Afghan Exporters Club.

In 2017, CHAMP initiated a collaboration with the Afghanistan Exporters



The CHAMP booth is shown just prior to the opening of the National Farmers' Festival and Ag-Fair.

AFGHANISTAN EXPORTERS CLUB

AGRICULTURAL EXPORT MANAGEMENT INFORMATION SYSTEM

Club (AEC) to explore potential interventions by CHAMP. The AEC was established in December 2016 by ATAR to promote the interests of Afghan exporters and advocate on their behalf with Afghan government authorities. The AEC has 10 board members from different exporting sectors, including three from agriculture. ATAR has earmarked \$600,000 in trade incentives for air cargo to support exporters who are members of the AEC.

CHAMP worked closely with the AEC in 2017 to strengthen the association and help address the needs of its members in the agricultural exporting sector. In early March, CHAMP will support the group in meeting with major airlines flying into Kabul International Airport to negotiate a good rate for air shipments to India, Dubai, Turkey and Kazakhstan.

2.5 Develop an Agricultural Export Knowledge Management Unit as a central database for housing and disseminating information related to agricultural trade, such as market price, market assessments, export and import by volume, value, type and destination per year.

Lack of quality export data is a significant barrier to improving Afghan agricultural exports. In 2017, CHAMP developed an Agricultural Export Management Information System (MIS) database to record and disaggregate Afghan exports and imports. CHAMP worked on the system in conjunction with the Afghanistan Central Statistics Office (CSO) and the Customs Dept. The MIS utilizes export and import statistics, trader profiles, and production statistics to create a full profile of the Afghan agricultural marketing sector.

CSO export/import data from 2015-2016 was verified and uploaded to the system. CHAMP then liaised with the Ministry of Agriculture, Irrigation and Livestock (MAIL) for input. The MIS was then installed and configured on the server of the MAIL Public Sector Directorate (PSD). With final approval of the Central IT Directorate, the server went live in the fall.

CHAMP provided an orientation for the PSD team. Additionally, CHAMP created a complete set of training curriculum and presentations for exporters and traders. These trainings will enhance traders' and exporters' capacity in the field of business development, financial management, and procurement management. The MIS is now live and accessible at <http://180.94.71.235/mis/maindash.aspx>. The MIS resides on the PSD server where it has a reliable source of internet connectivity and electricity.

TRAINING IN MARKET REQUIREMENTS

2.6 Ensure that exported products meet international market requirements by providing trainings in food safety, quality and hygiene trainings such as HACCP, ISO-22000 or Global GAP for processors and packers targeting international markets.

FOOD SAFETY, HARVEST AND POST-HARVEST HANDLING

Afghan exporters are often unable to reach lucrative international markets due to poor harvest practices, post-harvest handling and insufficient food safety measures. To address these gaps, CHAMP conducted seven two-

day training and business-to-business (B2B) meetings for 595 commercial farmers, extension workers and traders. The trainings were held in Kabul, Kandahar, Balkh, and Herat. The trainings 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

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. For a breakdown of the trainings by location, please see Annex 1.

HARVEST AND POST-HARVEST HANDLING

CHAMP arranged a one-day training in harvest and post-harvest management in Balkh, Ghazni, Laghman and Nangarhar. A total of 98 farmers participated in the training. The training focused on such topics as proper harvesting and post-harvest practices as picking, pre-cooling, sorting, grading, packing, use of suitable packaging, transportation and marketing of onions and tomatoes. For a breakdown of the trainings by location, please see Annex 2.

FUMIGATION

2.7 Assess fumigation requirements for the export of walnuts into the Indian market.

This activity was eliminated from the work plan with the formal approval of the USAID Agreement Officer.

ACCESS TO FINANCE

2.8 Develop approaches to extend credit to participating traders who need working capital and/or trade financing to reach international markets.

CHAMP works to link traders and exporters with financial institutions to solve the problem of limited capital, which prevents many exporters from realizing their full business potential.

CHAMP initiated a collaboration with the Afghanistan Rural Finance Company (ARFC) to provide a source of credit to agriculture exporters. ARFC has short-term Islamic loan products that will provide working capital to exporters when the export season starts in July. CHAMP will link exporters with ARFC to enable them to obtain trade finance for their export shipments. CHAMP is exploring possible collaborations with non-profit micro-finance institutions such as FINCA and OXUS Microfinance to facilitate loans to women agribusinesses as well.

In November, CHAMP collaborated with the Agriculture Development Fund (ADF) to facilitate loans to Afghan exporters. The following five potential loans were referred to ADF by CHAMP.



Participants are shown during a training on food safety, harvest and post-harvest, Balkh.



Mr. Sufizada, Director of Private Sector of MAIL, addressed the Business to Bank Roundtable, co-organized by CHAMP.

Table 2 – Potential Loans Referred to ADF by CHAMP

Company Name	Line of activity	Remarks	Loan Amount
Rumi Trading LLC	Saffron and Spices	Islamic Loan	\$30,000
Ariana Saffron Co.	Saffron and Spices		\$400,000
Haji Essa Jalalzada Co.	Fresh Fruit		\$200,000
Fayaz Farooq Zada Ltd.	Fresh Fruit		\$200,000
Khalil Rehan Food Processing Co.	Processed Food		\$50,000
Total			\$880,000

BUSINESS TO BANK ROUNDTABLE

CHAMP organized a Business to Bank Roundtable event in association with the USAID Agricultural Credit Enhancement program (ACE II). The purpose of the event was to link Afghan exporters and agribusinesses with financial institutions to expand their access to credit. A total of 80 participants comprising agribusinesses, banks, agriculture projects, USAID, MOCI and representatives from MAIL attended the event. A total of 35 agribusinesses and five financial institutions participated, including the Agriculture Development Fund (ADF), Azizi Bank, First Micro Finance Bank, Ghazanfar Bank and Afghanistan Commercial Bank. Five USAID agriculture projects were in attendance (CHAMP, ACE-II, ATAR, RADP-E and RADP-S)) and NHLP.

The roundtable participants discussed the various lending options provided by different financial institutions and participants had the opportunity to discuss the problems they face in obtaining loans. The financial institutions highlighted their financial products with a focus on trade finance and credit to the agriculture sector.

BUSINESS SKILLS TRAINING

2.9 Conduct business development trainings for export firms to help them better manage their operations.

CHAMP created a training course in basic business skills for CHAMP client firms. Two formal training sessions were conducted in Kabul. The trainings included tips on creating a solid business plan, an introduction to marketing, how to create a marketing plan, bookkeeping, accountancy skills and office administration. A total of 38 participants (including 26 women) completed the training.

After the training, 11 participants (including three women) were shown to be in need of further on-the-job training. CHAMP’s Business Development Team thus begun mentoring the traders individually on finance and business administration. The topics included:

- General business skills
- Marketing
- Promotions
- Basics of Accounting



Women attend a CHAMP Business Skills Development Workshop in Kabul.

- Cash management and reconciliation
- Entering cash transactions in QuickBooks

Table 1: Business Skills Development Trainings

Training Location	Female	Male	Total
Kabul Jumeira Restaurant, Shar-e Naw	20	7	27
Kabul Badam Bagh	6	5	11
Kabul, Individual On-Location Trainings	3	8	11
Total	29	20	49

**TRADE CORRIDOR
REPORTS**

In 2017, CHAMP submitted two reports on specific trade corridors from Afghanistan to targeted international markets. The first report focused on the Afghanistan-India overland trade corridor. The overland trade corridor that links Afghanistan to India via Pakistan is a major economic lifeline linking Afghanistan with its neighbors to the east. It extends from Kabul to the Torkham border crossing with Pakistan, then on to Peshawar and to Wagah at the Indian border. From here the goods are shifted to Indian trucks for the last stage of the journey to the wholesale markets in New Delhi. The report examines the regulations pertaining to shipping, customs clearance and tariffs for Afghanistan, Pakistan and India, the three countries that comprise the corridor. It also explores the exports currently in demand at the Indian end market and the consumer preferences that drive demand for Afghan fresh/dried fruits and nuts. Finally, the report outlines the many challenges facing Afghan exporters along the corridor and offer recommendations for how those barriers might be ameliorated.

The second report focused on the air corridor linking Afghanistan to Indian markets. ATAR, the Regional Agricultural Development Program-South (RADP-S), the Ministry of Commerce and Industry (MOCI), ACCI and MAIL were consulted during the preparation of the reports, which is intended to show policymakers, international donors and chambers of commerce how a larger volume and expanded composition of goods can be successfully commercialized to India by air transport. It also identifies the problems faced by exporters and suggest appropriate solutions. A number of these problems need to be solved through regulatory measures, and the report will be provided to ACD and Afghan ministries to introduce effective policies. The study further identifies airport constraints or limitations (such as the lack of pallet scanners, surveillance equipment, cold storage and inspection facilities), with a special focus on Hamid Karzai International Airport.

100% Natural

Bano بانو



ولسوالی انجیل، قریه
فارم زراعتی بانو
تماس: ۰۷۹۰۰۰۰۰۰۰۰

MAR



A business firm owned by Afghan women exhibited at the India International Trade Fair through CHAMP support.

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 2017, women participated in technical trainings aimed at improving their capacity in food safety and harvest/post-harvest handling, business skills, training in loan management and international trade exhibitions.

GRANTS PROGRAM

Provide financial support through small matching grants to women-owned firms involved in food processing.

In 2017, the Gender team was involved in extensive coordination meetings with women-owned firms and donor-funded projects to solicit the participation of women in the CHAMP grants program.

During the summer, the gender team arranged a one-day information sharing session for women-owned businesses seeking to participate in CHAMP's grants program. The aim of the event was to improve awareness of the program and provide women businesspersons with tips on how to submit successful concept notes for CHAMP grants. A total of 32 women-owned firms participated in the session which was arranged in Herat at the Khyber Hotel.

By the end of 2017, a total of four women-owned firms had been asked to submit RFAs for packaging, processing, cold storage and packing activities.

Train women-owned firms in food safety and workplace hygiene and in meeting Hazard Analysis and Critical Control Point (HACCP) requirements.

FOOD SAFETY, HARVEST, POST-HARVEST HANDLING

A total of 98 female producers, processors, traders and members of associations participated in seven trainings in food safety, harvest, and post-harvest handling of apricots and cherries referred to on page 13 of this report. The trainings took place in Balkh, Herat, Kabul and Kandahar and addressed the following topics:

- Harvest and post-harvest handling of apricots
- Harvest and post-harvest handling of cherries
- Food safety and hygiene measures



CHAMP presented its plans for the EOI, trainings and support to be provided to exporters at a meeting with the AWED at AUAF.

TRAINING

- Introduction to HACCP and ISO-22000

Another 16 women took part in trainings in harvest and post-harvest handling. The trainings took place in Balkh, Laghman and Nangarhar.

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 6.

TRAINING FOR BALKH FRUIT PROCESSORS

In October, CHAMP's gender team in Balkh conducted a one-day training workshop in basic workplace safety and hygiene, tips on submitting CHAMP grant applications, homemade processing of fruits and vegetables and small business skills. The training was conducted at the Balkh DAIL Training Conference Hall. The 22 participants came from 18 women-owned firms engaged in the processing of dried and process products, the Balkh DAIL home economics manager and cooperative members and representatives from the gender department of ACCI, Women's Affairs and the Balkh Economy Directorate. The main agenda items were:

- Raise awareness of the various pathogens and routes of contamination that cause food to become unfit for consumption and contribute to loss of income.
- Improve capacity in methods of drying and processing of fruits and vegetables in keeping with good health and hygiene practices.
- Improve the capacity of businesswomen and extend their access to CHAMP grants.
- Train women lead firms and entrepreneurs in improved business skills.

Develop the capacity of women-owned businesses to meet market expectations in value-added activities, including improved packaging, sorting, grading and packing.

See "Training" above.

BUSINESS SKILLS TRAINING

As mentioned on page 27 of this report, the Business Development Unit in coordination with the gender team arranged a training in business skills for CHAMP client trading companies. A total of 22 women from 11 firms participated in the training. The training included tips on creating a solid business plan, an introduction to marketing, how to create a marketing plan, bookkeeping, accountancy skills and office administration.

The following six woman-owned Afghan exporters supported by CHAMP participated in IITF as discussed on page 23 of this report.

- Nazif Danish Ltd.
- Taza Agriculture Company
- Karwan Sabz Ltd



Fruit processing training attendees are shown in Balkh.



CHAMP's Gender team trains a Kabul woman business owner in basic business skills.

INDIA INTERNATIONAL TRADE FAIR

- Bano
- Hasti LTD
- Rumi Trading LLC

OTHER ACTIVITIES

The following gender activities were not in the 2017 Work Plan but were undertaken for the benefit of CHAMP's female clients.

WOMEN'S AGRICULTURAL CREDIT SHURA

ACE-II and ADF staged a full day Women's Agricultural Credit Shura for about 75 women at the Kabul Star Hotel on May 24. This activity was the result of the collaboration between ACE II, MAIL's Home Economics Directorate, and ADF. This was the first of several projected women's agricultural credit shuras that will be organized in partnership with CHAMP. Over 75 women participated in the shura. The participants received information on agricultural credit and practical training on how to obtain and manage a loan. The shuras provide an ideal vehicle for supporting women in their quest to access credit and become active participants in the economy.

GIZ WORKSHOP

The CHAMP Gender Manager attended a workshop organized by the German aid provider Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ). The workshop's objective was to assess the needs and challenges of female food processors by obtaining feedback from key stakeholders such as donor projects, MAIL and major female processors. CHAMP identified more women-owned businesses for inclusion in CHAMP activities.



Fresh apricots are loaded for export to Lahore from Kabul by a CHAMP-supported trader.

PROGRAM PERFORMANCE

PERFORMANCE INDICATOR REPORT

In 2017, CHAMP results were measured by seven indicators, as determined by the Performance Management Plan. During the reporting period, CHAMP collectively achieved 169% of its target indicators, as outlined below.

Total volume of agricultural exports (in MTs)

Target: 15,000 MT

Actual: 30,125 MT

This indicator was 201% of target, largely owing to higher production volume and no border issues with Pakistan in 2017, which facilitated greater exports. The target was set based on previous years' export targets, lower production and fewer exporters registered as program clients. CHAMP also expanded its number of high value products in the program, leading to further increases.

Total value of agricultural exports (in USD)

Target: \$23,668,666

Actual: \$44,151,216

Achieved 187% of target. See above explanation.

Net (total) increase in private sector employment for farms and agribusinesses in targeted areas (full-time equivalent) (5.1a.)

Target: 208

Actual: 676

Achieved 325% of target owing to unanticipated export facilitation reported during the year, which correlates with the creation of full-time jobs.

Value of sales of targeted commodities as a result of USG assistance (disaggregated by cereals, high value crops, domestic sales, exports and livestock) (5.1b.)

Target: \$23,668,666

Actual: \$44,151,216

This indicator was 201% of target, largely owing to higher production volume and no border issues with Pakistan in 2017, which facilitated greater exports. The target was set based on previous years' export targets, lower production and fewer exporters registered as program clients. CHAMP also expanded its number of high value products in the program, leading to further increases.

Number of individuals who have received USG supported short term agricultural sector productivity or food security training. (4.5.2-7.)

Target: 695

Actual: 742

Achieved 107% of target owing to larger than expected participation by GIRoA trainees, which is often difficult to forecast.

Number of agriculture-related enterprises supported by interventions (this may include packaging manufacturers, processors, packers, exporting agribusinesses etc.)

Target: 37

Actual: 20

Achieved 54% of target owing to delays in rolling out the grants program. CHAMP expects a higher number in 2018 once grant activities begin.

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

Target: 22

Actual: 20

Achieved 91% of target.

(For complete 2017 indicator data, see Annex 7. For 2010-2017 indicator data, see Annex 8.)

FINANCIAL REPORT

The program spent 77% of the planned budget with the bulk of the under-spending in the Program Inputs (Grants) line. If this line item was on-budget, then the entire budget would have been near the spending target of \$5.7M. Program grants were delayed due to the slower than expected development of candidates for grants. The Afghan businesses that applied were not familiar with the grant application process and required coaching by CHAMP.

Other line items that varied significantly from budget include Fringe

Expenses. This was caused by a prior year adjustment of \$272,204 to reconcile with final NICRA rates. Without this prior year adjustment, fringe costs would have been 85% of budget for 2017. Fringe costs are negative in the “Budget Remaining” column since the entire Fringe Benefit budget was spent during the first eight years of the 10-year project. Travel costs exceeded budget due to added travel expenses for the Afghanistan-India Trade and Investment Show in New Delhi and participation in the India Packaging Show in Mumbai. Equipment costs were higher due to added purchases of laptop computers to replace older office PCs. Personnel Costs (Salaries, Fringe and Allowances) were under-spent at relatively the same amount as the overall program. Subcontractor spending was low due to the CHAMP-initiated termination of a trade office contract.

Overall spending for the program since February 2010 is at \$50.5 million, or 82% of budget to date. Most of the under-spending is in Program Inputs (Grants) \$5.6M. CHAMP expects spending in this line item to accelerate in 2018 with the beginning of grant funding. Overall, CHMAP is projecting higher than expected spending in 2018 that will close the gap between actual and budget; CHAMP expects to spend the funds by the close of the program.

At the line item level, some line items are over budget and some under. CHAMP projects the budgeted amounts for Travel and Subcontractors will not be spent. CHAMP projects that Fringe Costs will exceed 125% of budget by program end if the budget is not adjusted. Other Direct Costs are 112% of budget. This rate is expected to continue through the end of the program.

For a detailed analysis, see [Annex 9 - Financial Report](#).

Table 5 – 2017 Program Budget, by Category

Cost Category	2017 Spending	Budget Allocation (2017)	2017 Attainment	Total Spending (2010-2017)	Budget Allocation	Attainment
Personnel	\$2,274,617	\$2,828,827	80%	\$18,453,981	\$21,053,528	88%
Travel & Per Diem	\$146,241	\$83,358	175%	\$983,828	\$1,980,283	50%
Direct Program Expenses	\$790,009	\$1,742,876	45%	\$20,487,464	\$26,784,318	76%
Overhead	\$1,185,693	\$1,055,864	112%	\$10,629,115	\$11,476,316	93%
Total	\$4,396,560	\$5,710,925	77%	\$50,554,388	\$61,294,444	82%

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 worked closely with CHAMP’s Marketing department to provide materials for the following special events:

- Gulfood Exhibition, Dubai (February 2017)
- Kabul International AgFair (September 2017)
- Afghanistan-India Trade Investment Fair (September 2017)
- India International Trade Fair (November 2017)

Success Stories. CHAMP developed one video success story for publication on the USAID/Afghanistan website and Facebook page.

- Making the India Connection

A complete collection of videos and success stories is available at www.CHAMP.af.

HUMAN RESOURCES

A total of 37 local national (LN) staff were employed by CHAMP at the beginning of the year. During the year, 52 new local employees were hired, while nine resigned, bringing the total LN staff to 80 by the end of the year. Two expat staff members were employed at the beginning of the year, while four were hired and one resigned, for a total of five expat employees.

Table 6 - CHAMP 2017 Staff Figures

Staff	Total
LN employees at start of 2017	37
Hired	52
LN staff resigned or terminated	9
LN staff (as of Dec. 31, 2017)	80
Expat employees at start of 2017	2
Expat personnel hired	4
Expat personnel resigned or terminated	1
Expat staff (as of Dec. 31, 2017)	5
Total CHAMP staff (as of Dec. 31, 2017)	85

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 2017 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.

Foreign government constraints. UAE authorities restricted travel to UAE by Afghan nationals. This disallowed the travel of CHAMP-supported exporters and limited their ability to conduct business in the UAE. In 2017, Pakistan increased the tariff on Afghanistan fresh produce, resulting in financial losses for Afghan exporters.

Transit Problems in Pakistan: As in years past, Afghan exporters face several challenges moving cargo through Pakistan. These include protracted delays at Karachi port, high deposits required for containers and prohibitions on shipping return cargo from India on Afghan trucks. These issues are addressed by MOCI at APTTCA meetings without resolution. Moreover, Pakistan does not prioritize timely processing of fresh produce at border checkpoints, resulting in product damage and losses for Afghan exporters.

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. MOCI has developed a plan for an export fund to promote trade activities, which, if implemented, would increase national exports substantially.

Import Duties. High import duties on machinery create financial impediments for manufacturing concerns, including packaging companies. Machinery imported for export production should attract lower duties to make Afghan products more competitive on the global market.

ANNEXES

[photo]



Kandahar figs are shown being packed for shipment to New Delhi, India by a CHAMP-supported exporter.

Annex 1 - HACCP, Food Safety and Harvesting Post-Harvest Management Trainings

Location	Training Dates	Crop	Province	Female	Male	Total
Balkh DAIL Hall	July 18-19, 2017	Grape-Melon	Balkh	27	49	76
	July 18-19, 2017		Faryab	0	4	4
	July 18-19, 2017		Samangan	1	24	25
	July 18-19, 2017		Sar-e Pul	0	15	15
Herat Khyber Restaurant	August-8-9, 2017		Herat	8	120	128
Kabul Badam Bagh	June 19-20, 2017	Apricot-Cherry	Ghazni	1	0	1
	June 19-20, 2017		Kabul	4	13	17
	June 19-20, 2017		Kapisa	4	4	8
	June 19-20, 2017		Logar	0	10	10
	June 19-20, 2017		Parwan	0	16	16
	June 19-20, 2017		Wardak	0	16	16
Kabul Badam Bagh	September 26, 2017	Grape	Ghazni	0	11	11
	September 26, 2017		Kabul	18	26	44
	September 26, 2017		Kapisa	2	10	12
	September 26, 2017		Logar	0	10	10
	September 26, 2017		Parwan	2	10	12
Kabul Badam Bagh	October 31, 2017	Apple	Kabul	4	13	17
	October 31, 2017		Logar	0	6	6
	October 31, 2017		Wardak	0	14	14
Kandahar KCCI Hall	October 23, 2017	Pomegranate	Kandahar	16	59	75
Kandahar NHLP Hall DAIL	July 5-6, 2017	Apricot-Cherry		11	67	78
Total				98	497	595

Annex 2 - HACCP, Food Safety and Harvesting Post-Harvest Management Trainings

Location	Training Dates	Crop	Province	Female	Male	Total
Balkh DAIL Hall	November 6, 2017	Tomato and Onion	Balkh	4	20	24
Ghazni Afghan Restaurant	November 6, 2017	Apple	Ghazni	0	32	32
Nangarhar PAIL Hall	November 14, 2017	Vegetables	Laghman	1	9	10
			Nangarhar	11	21	32
Total				16	82	98

Annex 3 - Sample Comparison of Grape Exports to Different Cities in Pakistan 2017

City	Farm Gate	Expenses	Total Cost	Sales Revenue	Gross Profit	Gross Profit in %
Bahawalpur	302	299	601	630	30	5%
Dera Ismail Khan	248	217	464	680	216	47%
Faisal Abad	345	403	748	909	161	21%
Gujranwala	251	286	536	673	137	25%
Gujrat	274	262	535	646	111	21%
Hyderabad	259	299	558	680	122	22%
Islamabad	409	287	697	742	45	6%
Karachi	522	308	831	1,075	245	29%
Lahore	506	356	862	1,122	261	30%
Mailsi	241	218	459	676	217	47%
Multan	633	415	1,048	1,247	199	19%
Sahiwal	283	307	590	661	71	12%
Sargodha	254	281	535	720	185	35%
Siayalkot	256	289	546	660	114	21%
Overall Pakistan	441	327	768	914	147	19%

Annex 4 – Fresh Fruit and Vegetable Exports by Target Country

Target Country	Fruit Type	Quantity (MT)	Value (USD)
Australia	Dried Apricot	15	277,500
	Mulberry	6	90,000
	Pine nuts	3	81,000
	Saffron	0.003	9,800
Australia Total		24	458,300
Bahrain	Apricot	23	88,800
Bahrain Total		23	88,800
Canada	Dried Apricot	6.4	54,400
	Mulberry	10	150,000
	Raisin	14	56,000
Canada Total		30	260,400
India	Almond	22	242,000
	Apricot	27	81,239
	Dried Apricot	269	1,946,257
	Fig	1,046	9,039,846
	Grapes	30	39,272
	Melon	60	20,650
	Pistachio	31	572,310
	Raisin	355	2,086,883
	Saffron	0.1	123,184
India Total		1,840	14,151,641
Iraq	Sesame seed	960	1,638,480
Iraq Total		960	1,638,480
The Netherlands	Raisin	216	274,763
The Netherlands Total		216	274,763
Pakistan	Apple	2,347	1,440,027
	Apricot	3,308	2,306,640
	Cucumber	221	88,505

Target Country	Fruit Type	Quantity (MT)	Value (USD)
	Grapes	10,758	9,837,484
	Melon	1,446	360,273
	Pomegranate	7,203	7,433,561
	Tomatoes	569	490,414
Pakistan Total		25,851	21,956,904
Russia	Raisin	240	232,960
Russia Total		240	232,960
Saudi Arabia	Raisin	48	192,000
	Saffron	0.71	856,860
Saudi Arabia Total		49	1,048,860
Turkey	Apricot seed	24	47,900
	Dried Apricot	23	39,970
	Dried Mulberry	67	233,863
	Pistachio	88	1,725,168
	Raisin	539	714,504
Turkey Total		741	2,761,405
UAE	Almond	21	241,380
	Apricot	40	83,741
	Fig	4	11,865
	Pistachio	4	84,251
	Raisin	40	223,637
	Saffron	0.02	24,420
UAE Total		109	669,294
UK	Dried Apricot	25	462,500
UK Total		25	462,500
U.S.	Dried Apricot	2.002	9,109
	Dried Mulberry	9.65	55,958
	Raisin	5.3	23,563
	Saffron	0.044	58,280
U.S. Total		17	146,910
Total		30,125	44,151,216

Annex 5 – Fresh Fruit and Vegetable Exports by province

Province of Origin	Fruit Type	Quantity (MT)	Value (USD)
Badakhshan	Dried Mulberry	82	379,821
Badakhshan Total		82	379,821
Badghis	Pistachio	46	848,960
Badghis Total		46	848,960
Baghlan	Melon	7	3,888
Baghlan Total		7	3,888
Bamyan	Dried Apricot	2	9,109
Bamyan Total		2	9,109
Faryab	Almond	10	113,650
	Raisin	28	183,100
Faryab Total		38	296,750
Ghazni	Apricot seed	24	47,900
	Dried Apricot	63	779,970
	Raisin	746	1,146,891
Ghazni Total		832	1,974,761
Herat	Fig	4	11,865
	Pistachio	4	84,251
	Raisin	17	65,422
	Saffron	0.877	1,072,544
Herat Total		26	1,234,082
Jawzjan	Sesame seed	816	1,392,000
Jawzjan Total		816	1,392,000
Kabul	Apple	432	255,122
	Apricot	37	17,739
	Cucumber	221	88,505
	Grapes	3,167	2,125,488
	Raisin	72	91,800
	Tomatoes	569	490,414
Kabul Total		4,497	3,069,068
Kandahar	Almond	22	242,000
	Dried Apricot	276	2,000,657

Province of Origin	Fruit Type	Quantity (MT)	Value (USD)
	Fig	1,046	9,039,846
	Grapes	3,857	5,374,966
	Melon	18	7,996
	Mulberry	10	150,000
	Pomegranate	7,203	7,433,561
	Raisin	202	875,236
Kandahar Total		12,634	25,124,262
Kapisa	Grapes	1,905	1,230,298
Kapisa Total		1,905	1,230,298
Kunduz	Almond	10	116,430
	Melon	1,481	369,039
Kunduz Total		1,491	485,469
Laghman	Pine nuts	3	81,000
Laghman Total		3	81,000
Logar	Apricot	526	394,169
Logar Total		526	394,169
Parwan	Apple	28	18,220
	Apricot	527	542,932
	Grapes	1,859	1,146,004
	Raisin	187	166,860
Parwan Total		2,601	1,874,016
Samangan	Almond	1	11,300
	Pistachio Kernel	73	1,448,518
Samangan Total		74	1,459,818
Sar-e-Pul	Sesame seed	144	246,480
Sar-e-Pul Total		144	246,480
Wardak	Apple	1,887	1,166,685
	Apricot	2,308	1,605,580
Wardak Total		4,195	2,772,265
Zabul	Raisin	204	1,275,000
Zabul Total		204	1,275,000
Total		30,125	44,151,216

Annex 6 – Female Participants at HACCP, Food Safety, Harvest and Post-Harvest Management Trainings

Location	Training Dates	Crop	Province	Females
Balkh DAIL Hall	July 18-19, 2017	Grape-Melon	Balkh	27
	July 18-19, 2017		Samangan	1
Herat Khyber Restaurant	August-8-9, 2017		Herat	8
Kabul Badam Bagh	June 19-20, 2017	Apricots-Cherries	Ghazni	1
	June 19-20, 2017		Kabul	4
	June 19-20, 2017		Kapisa	4
Kabul Badam Bagh	September 26, 2017	Grapes	Kabul	18
	September 26, 2017		Kapisa	2
	September 26, 2017		Parwan	2
Kabul Badam Bagh	October 31, 2017	Apple	Kabul	4
Kandahar KCCI Hall	October 23, 2017	Pomegranate	Kandahar Kandahar	16
Kandahar NHLP Hall DAIL	July 5-6, 2017	Apricots-Cherries		11
Total				98

Annex 7 – Female Participants at Harvest and Post-Harvest Handling Trainings

Location	Training Dates	Crop	Province	Female
Balkh DAIL Hall	November 6, 2017	Tomatoes and Onions	Balkh	4
Nangarhar PAIL Hall	November 14, 2017	Vegetables	Laghman	1
			Nangarhar	11
Total				16

Annex 8 – Performance Indicators – 2017

Indicator Name and Number (and disaggregation by gender)	Baseline and date baseline was collected	Q2 FY2017 (Jan-Mar-2017)		Q3 FY2017 (Apr-Jun-2017)		Q4 FY2017 (Jul-Sep-2017)		Q1 FY2018 (Oct-Dec-2017)		TOTAL Cumulative figures for 2017	TOTAL Cumulative figures for 2017	TOTAL Cumulative for Life of Project
		Target	Actual	Target	Actual	Target	Actual	Target	Actual	Target	Actual	Actual
Total volume of agricultural exports (in MTs)		250	435		0	6,970	15,951	7,780	13,739	15,000	30,125	81,846
Males		250	435		0	6,970	15,943	7,780	13,739	15,000	30,117	81,605
Females							8				8	241
Fruits and Nuts		250	435			6,570	15,375	7,660	12,565			
Vegetable and other						400	576	120	1,174			
Total value of agricultural exports (in USDs)		150,000	1,420,824		0	7,983,384	20,083,031	15,535,282	22,647,361	23,668,666	44,151,216	100,064,897
Males		150,000	1,420,824		0	7,983,384	20,069,131	15,535,282	22,647,361	23,668,666	44,137,316	99,690,097
Females							13,900				13,900	374,800
Fruits and Nuts		150,000	1,420,824			7,783,384	19,101,191	15,475,282	20,339,258			
Vegetable and other						200,000	981,840	60,000	2,308,103			
Net (total) increase in private sector employment for farms and agribusinesses in targeted areas (full-time equivalent) (5.1a.)			20			76	215	132	441	208	676	8,504
Males			20			72	212	126	356	198	588	8,293
Females						4	3	6	85	10	88	211
Fruits and Nuts			20			68	213	77	410			
Vegetable and other						4	2	49	31			
Value of sales of targeted commodities as a result of USG assistance (disaggregated by cereals, high value crops, domestic sales, exports and livestock) (5.1b.)		150,000	1,420,824		0	7,983,384	20,083,031	15,535,282	22,647,361	23,668,666	44,151,216	100,885,297
Males		150,000	1,420,824		0	7,983,384	20,069,131	15,535,282	22,647,361	23,668,666	44,137,316	100,510,497
Females							13,900				13,900	374,800
Fruits and Nuts		150,000	1,420,824			7,783,384	19,101,191	15,475,282	20,339,258			
Vegetable and other						200,000	981,840	60,000	2,308,103			

Indicator Name and Number (and disaggregation by gender)	Baseline and date baseline was collected	Q2 FY2017 (Jan-Mar-2017)		Q3 FY2017 (Apr-Jun-2017)		Q4 FY2017 (Jul-Sep-2017)		Q1 FY2018 (Oct-Dec-2017)		TOTAL Cumulative figures for 2017	TOTAL Cumulative figures for 2017	TOTAL Cumulative for Life of Project
		Target	Actual	Target	Actual	Target	Actual	Target	Actual	Target	Actual	Actual
Number of individuals who have received USG supported short term agricultural sector productivity or food security training. (4.5.2-7.)				75	68	460	453	160	221	695	742	113,242
Males				70	59	340	359	130	179	540	597	109,273
Females				5	9	120	94	30	42	155	145	3,969
Fruits and Nuts					68	350	453	160	112	510		
Vegetable and other				75		110			109	185		
Number of agriculture-related enterprises supported by interventions (this may include packaging manufacturers, processors, packers, exporting agribusinesses etc.)				24	17	9	3	4	0	37	20	871
Males				22	16	6	3	4		32	19	869
Females				2	1	3				5	1	2
Percentage of female participants in USG-assisted programs designed to increase access to productive economic resources (assets, credit, income or employment)								22	20	22	20	18
Females								22	20	22	20	

Annex 9 – Performance Indicators – 2010-2017

Indicator Name and Number	2010	2011	2012	2013	2014	2015	2016	2017	LOP Targets	LOP Actual	LOP Actual Percentage
Total volume of agricultural exports (in MTs)	n.a.	n.a.	n.a.	n.a.	16,471	10,485	11,308	30,125	47,906	68,389	143%
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	55,746	113,242	203%
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	7547	8,504	113%
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	59,061,802	100,885,297	171%
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	19	18	97%

Annex 10 – Financial Report

	2017 Year 8			2010-2017 Years 1-8			2018-2019 Years 9-10
Cost Category	ACTUAL	BUDGET	% OF BUDGET	ACTUAL	BUDGET	% OF BUDGET	Budget Remaining
Salaries	1,615,752	1,920,880	84%	13,327,289	15,841,840	84%	4,034,119
Fringe Benefits	557,763	334,038	167%	2,342,931	2,079,701	102%	-179,568
Allowances	371,687	573,909	65%	3,051,181	3,131,985	98%	821,526
Travel & Per Diem	136,253	83,358	164%	964,027	1,980,283	50%	1,173,206
Program Inputs & Supplies	323,955	1,027,089	32%	13,660,651	19,234,815	71%	10,219,664
Other Direct Costs	385,576	422,791	91%	4,409,402	3,923,611	112%	315,421
Equipment, Vehicles & Freight	44,480	28,000	158%	696,325	796,405	87%	132,680
Subcontractor	64,263	26,4996	24%	1,749,078	2,829,486	62%	1,080,408
Sub Total	\$3,210,867	\$4,655,061	69%	\$40,200,884	\$49,818,128	80%	\$17,597,456
ROP G&A - Subcontractors	0	0		27,461	58,562	94%	
ROP Overhead	914,620	1,055,864	87%	10,346,724	11,417,753	93%	3,147,787
TOTAL	\$4,414,349	\$5,710,925	77%	\$50,575,069	\$61,294,444	82%	\$20,717,782

Notes:

1. All years are calendar years, and all currencies are in US\$.
2. These numbers are preliminary financial statements. Roots of Peace will begin a financial audit on March 29, 2018.

Annex II – CHAMP Fact Sheet



COMMERCIAL HORTICULTURE & AGRICULTURAL MARKETING PROGRAM (CHAMP)

FEBRUARY 2010 – DECEMBER 2019

\$61 MILLION OFF-BUDGET

OVERVIEW

The Commercial Horticulture and Agricultural Marketing Program (CHAMP) works with leading Afghan processing and export firms to enhance the supply chain, marketing, and export promotion of Afghan fruits and nuts. CHAMP supports traders through its trade offices located in New Delhi, India and Dubai, UAE to boost Afghan agricultural exports in these and other major regional markets. CHAMP is working to strengthen the capacity of local packaging manufacturers, improve the skills of exporters in business administration and finance, establish an Agricultural Export Knowledge Management Unit that will disseminate reliable data on agricultural exports, promote investment in cold storage and pack house facilities, expand quality standards certification, and support freight and logistics facilitation to promote agricultural trade. These efforts will stimulate the growth of Afghan exports to regional wholesale markets and supermarkets by up to 15,000 metric tons (MT) annually.

ACTIVITIES

- Improve pre- and post-harvest methods for fresh fruits to meet market requirements.
- Link farmers with traders, and traders with domestic and international markets.
- Facilitate the export of selected fresh and dry fruits and nuts to regional and international markets.
- Build the capacity of agribusinesses (exporters) to comply with international market requirements
- Support the trade offices established in Dubai and New Delhi to facilitate exports from Afghanistan and arrange business to business meeting with and between the traders and buyers
- Establish community-based Farmer Field Schools (informal coaching platforms for farmers in the field).
- Train farmers on improved agriculture techniques, including planting, fertilization, irrigation, and disease and pest control.
- Support traders to adopt global packing standards by introducing corrugated cartons and plastic containers to reduce damage to fruit during shipment.
- Assist Afghan exporters to participate in exhibitions such as the Dubai's Gulfood Exhibition and the India International Trade Fair to open new markets for Afghan produce.
- Mainstream new agricultural practices, such as grape trellising, pruning ladders, collection baskets, sulfur drying of apricots, and growing produce driven by market demand.

ACCOMPLISHMENTS

- Facilitated exports of more than 68,000 metric tons of fresh and dried fruit and nuts worth an estimated \$75 million since 2010 to international markets including Pakistan, Bahrain, Canada, India, the United Arab Emirates, Russia and Saudi Arabia.
- Benefitted 38,400 Afghan households through activities ranging from establishing commercial orchards to exporting high quality produce.
- Created more than 8,000 full-time jobs through opportunities afforded by increased production, quality improvement and export facilitation.
- Increased 19,714 farmers' incomes 4.5 fold by assisting them to switch from annual crops to perennial horticultural crops.
- Helped 19,500 farmers to plant more than 2.85 million fruit saplings, pomegranate and grape rooted cuttings, and converted 6,170 hectares previously used for cereal crops to fruit orchards and vineyards.
- Assisted 2,900 farmers to trellis 600-hectares of existing vineyards in Kabul, Parwan, Logar, Ghazni, Zabul, Helmand and Kapisa provinces, realizing yield increases of more than 100% and a significant increase in quality over traditional method of letting vines lay on the ground.

- Established more than 230 improved raisin-drying facilities and cool rooms for apples in partnership with farmers.

Date: November 2017

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