



Annual Workplan
EFY 2006



Empowered lives.
Resilient nations.

United Nations Development Programme
Ethiopia

Project Title: Engaging the Private Sector in Support of the Smallholder Farmers in Ethiopia

UNDAF Outcome(s): Increased use by agricultural producers of improved institutional services, effective marketing system and appropriate technology and practices for sustainable increase in agricultural production and productivity by 2015

Expected CP Outcome(s): Solutions for low productivity found out, services and systems operationalized, and smallholders' agricultural productivity increased.
(Those linked to the project and extracted from the UNDAF Action Plan)

Expected Project Output(s): Institutional and technical solutions that overcome marketing bottlenecks across the value chains of selected products formulated and their implementation supported
(Those that will result from the project and extracted from the UNDAF Action Plan)

Implementing Partner: Agricultural Transformation Agency.

Brief Description of the project

Development of the Agricultural Sector of Ethiopia is a partnership between the government, development agencies, the private sector and others. Particularly in agriculture where value chains reach from rural fields to export markets, improving the lives of farming families and their communities requires activities that address key bottlenecks from farm to market. This proposal addresses the need for the following: 1) farmers to obtain the right inputs at the right time (particularly fertilizer); 2) cooperatives to address the needs of their members including storing increased outputs, marketing on commission, and providing credit for adoption of new technologies; and 3) the private sector to invest in the agricultural development. Taken together, these activities seek to create an enabling environment through policy change, capacity/capability building, and establishing context-specific processes that support a sustainable, market-oriented approach to agricultural development. This project blends the power of the private sector with the needs of the smallholder farmer. While international organizations are part of the target audience for private sector investment, it is important to note that the beneficiaries of this investment are the smallholder farmer. Addressing the needs of smallholder farmers requires attention to gender, promotion of sustainable agronomic practices, and the constant attention to adding income to the men and women who engage in farming.

UNDAF Programme Period: 2012-2015
Key Result Area (Strategic Plan): Poverty Reduction and Achievement of MDGs
Atlas Award ID: 00072756
Start date: July 2013
End Date: June 2014
PAC Meeting Date: _____
Management Arrangements: NIM

EFY 2006 AWP budget: USD 2,989,183

Total resources required: _____
Total allocated resources: _____

- Regular (TRAC) _____
- Other: _____
 - Canada USD 2,989,183
 - Government _____

Unfunded budget: _____
In-kind Contributions: _____

Agreed by IP (ATA): _____

Khalid Bomba

Date: _____

Agreed by MoFED: _____

Director, UN Agencies & Regional Economic Cooperation Directorate

Date: _____

Agreed by UNDP: _____

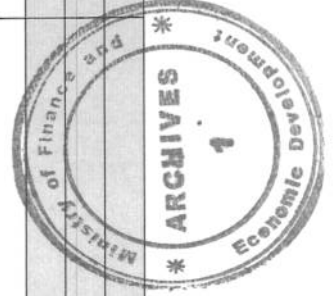
Date: 08/10/13



ANNUAL WORK PLAN - EFY 2006

CURRENCY: USD

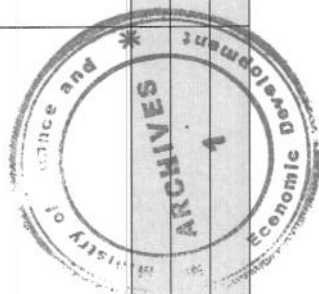
EXPECTED OUTPUTS And baseline, associated indicators and annual targets	PLANNED ACTIVITIES List activity results and associated actions	ETHIOPIA FY 2006 Budget (USD)						RESP. PARTY	PLANNED BUDGET		
		UNDP FY 2013		UNDP FY 2014		Funding Source	Budget Description		Amount (USD)		
		Q1	Q2	Q3	Q4						
		Q3	Q4	Q1	Q2						
Output 1: Public Private Partnerships (PPP) Management Unit established and become operational Baseline: No PPP Management Unit exists Indicator 1: Existence of functional Public Private Partnerships (PPP) Management Unit Indicator 2: Number of special agricultural investment opportunities identified and made available Indicator 3: Availability of report produced using global best practices on PPP and its implications on gender issues Target 1: A fully functional PPP Management Unit Target 2: 3 private sector partnerships initiated Target 3: 1 report produced using global best practices on PPP and its implications including gender issues	1.1) Identify international companies interested in investing in the agricultural sector in Ethiopia	12,000			36,000		ATA	Non-Core	Consultancy Fees	25,000	
	1.2) Participate in G8 Leadership Council taking place in NYC in September 2013	10,537							Training, workshop & conferences	15,000	
									Travel	8,000	
									Travel	10,537	
	1.4) Develop and improve processes in PPP projects and partners	16,666	20,000		16,667				Consultancy Fees	53,333	
	1.5) Capacitate EIA with investor outreach skills				10,000				Travel	10,000	
	1.6) Enhance ATA special projects team capabilities	47,262	20,000		20,184				Training, workshop & conferences	87,446	
	1.7) Outreach to potential investors	3,971	3971		3,971				Travel	11,913	
	1.8) Operational cost for outreach and coordination of relations b/n the private, donor/NGO and government sectors	520	520		520		Communication & Audio Visual Equipment	1,560			
Subtotal (per quarter)		90,956	44,491	87,342							
Subtotal (per half year)		135,447		87,342							
Subtotal (EFY 2006)				222,789							



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		Q1	Q2	Q3	Q4						
		Q3	Q4	Q1	Q2						
Output 2: Specific and high value agricultural investment opportunities identified Baseline: Absence of comprehensive investment opportunity analysis; <i>Lack of information on value chains</i> Indicator 1: Availability of investment opportunity analysis report with defined areas for investment opportunities Indicator 2: Availability of value chain analysis for selected value chains Target 1: A study on specific and high value agricultural investment opportunities Target 2: A well-detailed value chain analysis for selected value chains	2.1) Identify areas for agribusiness and value chain analysis		345,000				ATA	Non-Core	Consultancy Fees	345,000	
	2.2) Conduct a deep-dive analysis on identified areas for investment			147,000					Consultancy Fees	122,000	
									Travel	25,000	
Subtotal (per quarter)			345,000	147,000							
Subtotal (per half year)			345,000	147,000							
Subtotal (EFY 2006)			492,000						492,000		
Output 3: System of input credit for smallholder farmers redesigned and functions effectively and sustainably Baseline: Existing system lacks alignment of incentives between the	3.1) Design of system for input credit of Smallholder farmers	20,000	20,000	20,000			ATA	Non-Core	Consultancy Fees	45,000	
	3.2) Conduct validation workshop on final draft & to prepare implement action plan with stakeholders	10,000	10,000	200,000					Travel	15,000	
									Training, workshop & conferences	220,000	



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		Q3	Q4	Q1	Q2					
multiple actors, clarity and accountability on the disbursement and collection of loans, and has poor demand projections Indicator 1: Availability of input credit system with partial credit guarantee fund for smallholder farmers Target 1: At least one operational procedure for the guarantee fund developed Target 2: Input credit system with partial credit guarantee fund for smallholder farmers available for one Cooperative union	3.3) Conduct Study Tour to build the capacity of ATA		35,000	35,000				Travel	70,000	
Subtotal (per quarter)		30,000	65,000	225,000						
Subtotal (per half year)			95,000		255,000					
Subtotal (EFY 2006)					350,000				350,000	
Output 4: Community Warehouse Receipt concept designed and operationalized as a pilot for at least one Woreda in each of the four largest regions Baseline: Inadequate community Warehouse Receipt Indicator: Existence of Community Warehouse Receipt in place in at least one woreda for each of the four largest regions Target: 1 community Warehouse Receipt in place in at least one woreda in each of the four largest regions	4.1) Select and agree on locations for pilot (1 woreda in each region) 4.2) Conduct training workshop on CWR System 4.3) Purchase mobile warehouses (10-12 warehouse) and supplement with management training	6,400						Training, workshop & conferences	6,400	
			25,000	25,000					50,000	
			436,074				ATA	Non-Core	561,000	
		124,926								
Subtotal (per quarter)		131,326	461,074	25,000						
Subtotal (per half year)			592,400		25,000					
Subtotal (EFY 2006)					617,400				617,400	



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		Q1	Q2	Q3	Q4						
		Q3	Q4	Q1	Q2						
Output 5: Mechanism/platform for large-scale sourcing and engagement between SHFs/cooperatives and commercial buyers developed. <i>Baseline: No independent warehouse operators (collateral managers); inadequate warehouse inspection and certification capacity at the Ministry of Trade; Little or no awareness on grain quality standards and grades.</i> <i>Indicator 1: Number of farmers made aware of grain quality standard and grading available</i> <i>Indicator 2: Warehouse inspection and certification standards established</i> <i>Target 1: At least one study released on platforms</i>	5.1) Understand ECX's current plans for a contracts platform and their proposed way forward						ATA	Non-Core			
	5.2) Design contracts platform	350,000							Consultancy Fees	350,000	
									Travel		
	5.3) Hold stakeholder review on preliminary report		5,000						Training, workshop & conferences	5,000	
Subtotal (per quarter)		350,000	5,000								
Subtotal (per half year)		355,000									
Subtotal (EFY 2006)		355,000								355,000	
Output 6: Commission based cooperatives output marketing system developed. <i>Baseline: Of the approximately 20% of smallholder grain output that is marketed each year, cooperative unions market 15% of</i>	6.1) Review international best practices on commission-based output marketing		21,000				ATA	Non-Core	Consultancy Fees	21,000	
	6.2) Undertake learning trip to Israel / Uganda or other countries for federal and regional officials, cooperatives, ATA			117,000					Travel	117,000	



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		Q1	Q2	Q3	Q4						
		Q3	Q4	Q1	Q2						
commercialized maize, 20% of wheat, 15% of sorghum, and 10% of pulses; Gains from coops' marketing hardly accrue to farmer members Indicator 1: Percentage of selected commercialized crops marketed by cooperative unions Indicator 2: No of primary cooperatives members with increased awareness on value added to outputs through alignment of incentives, leveraging economics of scale and minimizing marketing steps B/n farmers and end buyers Indicator 3: Availability of commission rate informed by financial modeling and analytical support Target 1: 20% of selected commercialized crops marketed by cooperative unions Target 2: All members of 40 cooperative unions with increased awareness on commission based marketing and its benefits	6.3) Draft design for commission-based output marketing developed that suits with our coops			67,000				Consultancy Fees	67,000		
	6.4) Organize consultation workshops with key partners to finalize commission-based output marketing design			120,000				Consultancy Fees	30,000		
	6.5) Organize popularization workshops to promote commission-based output marketing to cooperatives							Training, workshop & conferences	90,000		
	6.6) Train cooperative promoters on commission based output marketing							Consultancy Fees			
	6.7) Identify coops in priority value chains to pilot commission-based output marketing							Training, workshop & conferences			
	6.8) Run training sessions with pilot coops to institutionalize commission-based output marketing							Consultancy Fees			
	6.9) Organize Gender sensitization workshops for cooperatives involved in commission based output marketing							Training, workshop & conferences			
	6.10) Design MLE system to assess the effectiveness and efficiency of commission based output marketing system							Consultancy Fees			
	Subtotal (per quarter)		21,000	304,000							
	Subtotal (per half year)		21,000		304,000						
	Subtotal (EFY 2006)				325,000					325,000	

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		UNDP FY 2013		UNDP FY 2014		Funding Source	Budget Description		Amount (USD)		
		Q1	Q2	Q3	Q4						
		Q3	Q4	Q1	Q2						
Output 7: A public sector-driven business advisory service program for Ethiopian agricultural cooperatives established <i>Baseline: Inadequate capacity of Agricultural cooperatives to be well-functioning service providers in credit availability and transforming themselves into market-ready business entities.</i> Indicator 1: TNS office established and functional Indicator 2: Comprehensive cooperative training programs for cooperative unions (CUs) Indicator 3: Comprehensive cooperative training programs for primary cooperatives (PCs) conducted Target 1: 1 TNS office established and functional in Bahir Dar Target 2: Comprehensive cooperative training programs conducted for 40 cooperative unions (CUs) Target 3: Comprehensive cooperative training programs conducted for 40 cooperative unions (CUs) and their primary cooperatives (PCs)	7.1) Conduct rapid assessment of 12 major wheat cooperative unions, with a focus on output marketing; identify priority constraints and opportunities		4,123				ATA	Non-Core	International Salary	4,123	
	7.2) Provide on-the-ground output marketing support to two high potential wheat unions to supply targeted wheat volumes to Ethiopian Grain and Trade Enterprise(EGTE); enhance union capacity to supply EGTE		16,492		825				Training, workshop & conferences	17,317	
	7.3) Provide "real time" feedback and troubleshooting of selected EGTE branches' wheat supply chain to ATA Wheat team + provide final supply chain assessment and synthesis recommendations		61,847		19,188				Consultancy Fees	61,035	
	7.4) Support primary cooperatives to improve management of wheat inputs; establish standard operating procedures and processes for managing agricultural inputs				75,927				Training, workshop & conferences	20,000	
	7.5) Support to Maize Project – Program Management, M&E, Gender and maize market system analysis								Training, workshop & conferences	75,927	
			36,190	21,162					Consultancy Fees	57,352	
Subtotal (per quarter)			118,652	117,102							
Subtotal (per half year)			118,652								
Subtotal (EFY 2006)										235,754	

EXPECTED OUTPUTS <i>And baseline, associated indicators and annual targets</i>	PLANNED ACTIVITIES <i>List activity results and associated actions</i>	ETHIOPIA FY 2006 Budget (USD)						RESP. PARTY	PLANNED BUDGET		
		UNDP FY 2013		Q2	Q3	UNDP FY 2014			Funding Source	Budget Description	Amount (USD)
		Q1	Q4	Q1	Q2						
		Q3									
Coordination of Monitoring and Evaluation implementation						25,500		ATA	Non-Core	Consultancy Fees	25,500
ATA Operational Costs	Recruitment of 3 Technical Assistance	6,532	6,532	6,532			Local Staff Salary			19,596	
Support for Gender Mainstreaming across Programs	Gender Analysis and Gender Audit	35,000	74,591	30,000			Consultancy Fees			49,068	
	Gender support across the portfolio		5,500	5,500			Consultancy Fees			11,000	
Subtotal (per quarter)		41,532	86,623	67,532							
Subtotal (per half year)		128,155			67,532						
Subtotal (EFY 2006)					195,687			195,687			
Indirect Cost					195,553			UNDP	Non-Core	Facilities & Administration	195,553
Total (per quarter)		632,272	1,146,840	1,198,529							
Total (per half year)		1,790,654			1,198,529						
Total (EFY 2006)					2,989,183			2,989,183			

