Section I: Identification and JP Status
Edible Oil Value Chain Enhancement

Semester: 1-11

Country	Ethiopia
Thematic Window	Development and the Private Sector
MDGF Atlas Project	
Program title	Edible Oil Value Chain Enhancement
Report Number	
Reporting Period	1-11
Programme Duration	
Official Starting Date	
Participating UN Organizations	* FAO * ILO * UNIDO
Implementing Partners	* MoARD * MoFED * MoLSA * MoTI

Budget Summary

Total Approved Budget

	UNIDO	$1,156,724.00
FAO	$1,061,062.00	
ILO	$782,170.00	

Total	$2,999,956.00	

Total Amount of Transferred To Date

UNIDO		$567,100.00
FAO	$532,860.00	
ILO	$279,270.00	
Total	$1,379,230.00	

Total Budget Commited To Date

UNIDO		$455,109.82
FAO	$297,259.13	
ILO	$88,789.99	
Total	$841,158.94	

Total Budget Disbursed To Date

UNIDO		$230,005.23
FAO	$153,163.00	
ILO	$59,864.87	
Total	$443,033.10	

Donors

As you can understand, one of the Goals of the MDG-F is to generate interest and attract funding from other donors. In order to be able to report on this goal in 2010, we would require you to advise us if there has been any complementary financing provided in 2010 for each programme as per following example:

Amount in thousands of U$

Type	Donor	Total	For 2010	For 2011	For 2012
Parallel					
Cost Share					
Counterpart					

DEFINITIONS

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1) PARALLEL FINANCING – refers to financing activities related to or complementary to the programme but whose funds are NOT channeled through Un agencies. Example: JAICA decides to finance 10 additional seminars to disseminate the objectives of the programme in additional communities.

2) COST SHARING – refers to financing that is channeled through one or more of the UN agencies executing a particular programme. Example: The Government of Italy gives UNESCO the equivalent of US $ 200,000 to be spent on activities that expand the reach of planned activities and these funds are channeled through UNESCO.

3) COUNTERPART FUNDS - refers to funds provided by one or several government agencies (in kind or in cash) to expand the reach of the programme. These funds may or may not be channeled through a UN agency. Example: The Ministry of Water donates land to build a pilot 'village water treatment plant' The value of the contribution in kind or the amount of local currency contributed (if in cash) must be recalculated in US $ and the resulting amount(s) is what is reported in the table above.

Direct Beneficiaries

	Men	Men from Ethnic Groups	Women	Women from Ethnic Groups	Boys	Girls	National Institutions	Local Institutions
Targeted Number	8800		4600				9	19
Reached Number								
Targeted - Reached	8800	0	4600	0	0	0	9	19
% difference	0.0	0	0.0	0	0	0	0.0	0.0

Indirect Beneficiaries

	Men	Men from Ethnic Groups	Women	Women from Ethnic Groups	Boys	Girls	National Institutions	Local Institutions
Targeted Number	17600		9200					20
Reached Number								
Targeted - Reached	17600	0	9200	0	0	0	0	20
% difference	0.0	0	0.0	0	0	0	0	0.0

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Section II: JP Progress

1 Narrative on progress, obstacles and contingency Measures

Please provide a brief overall assessment (250 words) of the extent to which the joint programme components are progressing in relation to expected outcomes and outputs, as well as any measures taken for the sustainability of the joint programme during the reporting period. Please, provide examples if relevant. Try to describe facts avoiding interpretations or personal opinions

Progress in outcomes

1) Awareness: The JP has created awareness amongst the oil processors that their current practices of processing are inadequate and they have to refine their crude oils.
2) Attitudinal change. The JP has helped to build trust and strong network among members of oil processors who were previously reluctant to work jointly and competing against each other in the procurement of oilseeds and sales of their products within the limited and small market they could reach out. The Clusters in both regions have now established Business Companies for establishing common facilities, such refinery and packaging plant and joint purchase of raw materials and spare parts. The continuously increasing financial contribution made by members of the cluster so far is a clear indication about the strong ownership of the project by the target groups, which in turn will guarantee the sustainability of the project achievements. The Cluster members have agreed to relocate their pressing machinery into an Industrial zone which would facilitate for safe operation and meeting national and international manufacturing norms.
3) The JP has created linkages between farmers unions and oil processors for supply of raw materials and cutting unnecessary middlemen who disrupt the market linkages.
4) The JP has brought together many stakeholders closer together, such as the Universities, Regional Bureaus and Administrative organs for addressing the issues of edible oil problems within the regions.
5) The intervention by the JP has brought about development of processors from informal to the formal economy, and enabled pulling of resources by the cluster members for purchase of raw materials and inputs which has increased the competitiveness of the members.
6) The JP has cleared the misconceptions in the financial providers that the sector is not bankable and they are now willing to consider requests from oil processors for loans.
7) The training on leadership has capacitated the clusters to better understand the dynamics of business associations and equipped them with the techniques of goal setting, negotiation, dialogue, lobbying and general management and has also created the opportunity for more interaction among the two association leaders which paved the way for mutual cooperation and business partnerships/networking. Both groups confessed that before the project commencement these groups have seen each other as competitors than partners.
8) The trainings provided to the public sector BDS providers and MSME sector policy makers and regulatory bodies are instrumental in capacitating policy makers and local BDS providers to better understand the benefits of value-chain based approaches and also to appreciate the required policy, meso and enterprise level support for sustainability and growth of private business enterprises.
9) Acknowledging the above achievements and with the view to provide the required policy support to fully meet the project objectives and beyond, the Government through the Ministry of Industry has started to look into the existing incentive mechanism for the sub-sector for improvement. The issue of provision of land within industrial zones for processors has already been taken up by the Federal and Regional Governments, whereas consideration is being made by the Government to use its policy driven bank (Development Bank of Ethiopia) to facilitate loans to processors against 30% equity (with no requirement for collateral), as it is usually done for selected priority sectors.

Progress in outputs

Output 1.1 - Supply of inputs: (1) Intervention areas and farmers identified: 3 woredas in Amhara, one Farmers Union, 8 MP Coops and 224 farmers selected; and 4 woredas in Oromia, 3 farmers Unions, 8 MP Coops and 116 farmers selected. (2) Improved Oil seed varieties and source were identified : 80 qt of fertilizer and 15 qt breeder seed (Noug and linseed) from Holleta research Center purchased and distributed to Amhara and Oromia BOARDs. (3) Trained: Oromia: 36 field officers in oil seeds production packages; and in Amhara 189 farmers and 46 field officers in the areas of Oils Seed improvement package, Agribusiness and principles of Cooperatives

Output 1.2 – Access to Credit : (1) Amhara:- Merkeb Farmers Union (8 Primary coops) to serve 3 woredas and (2) Oromia:- Galema Farmers Union, Hitosa Farmers Union, Ambo Farmers Union (all 8 Primary Coops) to serve 4 woredas identified and released Birr 2,259,280 (USD 152,000) to the unions as revolving credit fund to facilitate and purchase of oil seed from producers.
Output 1.3. Market-oriented farming is enhanced: SNV have been outsourced and contract signed to conduct the studies on Contract Farming, Voucher System, Warehouse Receipt Systems and Seed Fund provision.
Output 2.1 - Storage, cleaning and grading of the oil seeds improved: Two Farmer Unions (Merkeb & Hitosa) have been identified as partners for the JP and agreed to put in place the necessary infrastructure for the seed cleaning and grading equipment. Seed cleaning equipment offers from suppliers received and under evaluation for procurement.
Output 2.2 - Improved processing efficiency in the targeted oilseed processing industries: Technical specifications prepared for pressing, refining & packaging equipment. Processors have received technical training on edible oil pressing on their own equipment and the processors have started experimenting with pretreatment techniques on their own in order to increase the extraction efficiency.
Output 2.3 - Product safety and quality improved & Output 2.4 The packaging of the final product is made more attractive for the market: Needs identified, equipment specified and refinery and packaging feasibility studies completed by Bahir Dar & Adama Universities.
Output 2.5 - Edible oil producers' capacity and competitiveness enhanced through PPP: The most recent developments are (1) the industrial Zone initiative whereby the processors are willing to move their industrial activities out of the residential areas into Industrial Zones, (2) a network of technical universities and processors for the development of and commercialization of edible oil processing equipment and (3) the virgin oil initiative, to initiate the development of a standard for virgin cold pressed nigerseed oil.
Output 2.6 - Access to finance for the processors including processors cooperatives improved: Round table discussion was conducted with representatives from Commercial banks. The discussion was quite a success because wrong perceptions about the sector being not worthy of being bankable were cleared with the Banks.
Output 2.7. Capacity of Business Development Service (BDS) providers enhanced: Consultation held with the training department of FeMSEDA on facilitating TOT trainings and 3 trainees selected, i.e., one from Federal and two from both regions MSEDAs, have completed 10 days training in Turin, ILO Training Center on Sustainable Enterprise & Value Chain Training.
Output 2.8. The occupational safety and Health (OSH) practice of the large processors and cooperatives strengthened: OSH implementation plan completed by MoLSA and Amhara & Oromia BoLSAs. Preparations finalized to start the study on the state of OSH practices and gaps in the industry at the two sites and by the two BoLSAs.
Output 2.9. Processors organized to get economic of scale, representation and voice: Institutional capacity of two associations enhanced through material support (office equipment and furniture) provided by the project. Leadership training given for the leaders of the two associations.
Output 3.1. Vertical linkages between oilseed producers, traders and processors are improved: Two Sectoral Associations (Clusters) formed and supported continuously. Adama Cluster received Business License. Contributed Birr 550K and to reach 1.1 M soon. Bahir Dar Cluster processing for Business License.
Output 3.2. Linkages between the processors and marketing agents are enhanced: - Oil Processors are being linked to Farmers Cooperatives and Unions.

Measures taken for the sustainability of the joint programme
In addition to the National Steering Committee (NSC), Programme Management Committee (PMC), Project Management Team (PMT) and the two Regional Level Project Teams (RLMT) which were in place previously, a Regional Steering Committee composed of all major Stakeholders is now formed in Amhara Region and a similar structure shall be established in Oromia also to ensure ownership and sustainability in the regions.

The establishment of the clusters / sectoral associations is now complete and the clusters are now forming business associations for ownership of common facilities like refineries, etc. The collaborations with the universities and other institutions in addition are ongoing project activities. There is a lot of support from federal and regional governments, who will contribute with land for the industrial zones. The business linkages of financial institutions with farmers unions, processors, and marketers are JP intervention areas that shall also contribute for sustainability.

Are there difficulties in the implementation?

What are the causes of these difficulties?

Briefly describe the current difficulties the Joint Programme is facing

Briefly describe the current external difficulties that delay implementation

Explain the actions that are or will be taken to eliminate or mitigate the difficulties

2 Inter-Agency Coordination and Delivering as One

Is the joint programme still in line with the UNDAF?
Yes true
No false

If not, does the joint programme fit the national strategies?
Yes
No

What types of coordination mechanisms

Please provide the values for each category of the indicator table below

Indicators	Baseline	Current Value	Means of verification	Collection methods
Number of managerial practices (financial, procurement, etc) implemented jointly by the UN implementing agencies for MDF-F JPs				
Number of joint analytical work (studies, diagnostic) undertaken jointly by UN implementing agencies for MDG-F JPs		3		
Number of joint missions undertaken jointly by UN implementing agencies for MDG-F JPs		2		

3 Development Effectiveness: Paris Declaration and Accra Agenda for Action

Are Government and other national implementation partners involved in the implementation of activities and the delivery of outputs?
Not Involved false
Slightly involved false
Fairly involved false
Fully involved true

In what kind of decisions and activities is the government involved?
Policy/decision making
Management: service provision

Who leads and/or chair the PMC?
Ministry of Industry & Resident Coordinator

Number of meetings with PMC chair
Three

Is civil society involved in the implementation of activities and the delivery of outputs?
Not involved false
Slightly involved false
Fairly involved false
Fully involved true

In what kind of decisions and activities is the civil society involved?
Policy/decision making

Are the citizens involved in the implementation of activities and the delivery of outputs?
Not involved false
Slightly involved false
Fairly involved false
Fully involved true

In what kind of decisions and activities are the citizens involved?
Management: service provision

Where is the joint programme management unit seated?
National Government

Current situation
During the JP regional launching and validation of Diagnostic Studies workshops, stakeholders were involved in making recommendations and forwarding proposals for Action

Plans and setting the Vision for the Clusters to be formed. Bahir Dar & Adama Universities are engaged in training cluster members on oil processing, preparing feasibility studies for refineries, etc.

4 Communication and Advocacy

Has the JP articulated an advocacy & communication strategy that helps advance its policy objectives and development outcomes?
Yes true
No false

Please provide a brief explanation of the objectives, key elements and target audience of this strategy
As JP implementation progresses the achievements of the program will be communicated to all stakeholders and the public at large. Currently, the JP is preparing a booklet / brochure for dissemination of the situation analysis, its objectives, lessons learned / progress so far and on the way forward. In addition, in the future through the assistance of RCO, C&A is expected to be given more emphasis and better coordination with experiences shared amongst other JPs in Ethiopia.

What concrete gains are the adovacy and communication efforts outlined in the JP and/or national strategy contributing towards achieving?
Increased awareness on MDG related issues amongst citizens and governments
Estabilshment and/or liasion with social networks to advance MDGs and related goals
Key moments/events of social mobilization that highlight issues
Media outreach and advocacy

What is the number and type of partnerships that have been established amongst different sectors of society to promote the achievement of the MDGs and related goals?
Faith-based organizations
Social networks/coalitions
Local citizen groups
Private sector
Academic institutions
Media groups and journalist
Other

What outreach activities do the programme implement to ensure that local citizens have adequate access to information on the programme and opportunities to actively participate?
Focus groups discussions
Open forum meetings
Capacity building/trainings

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Section III: Millenium Development Goals
Millenium Development Goals

Additional Narrative Comments

Please provide any relevant information and contributions of the programme to de MDGs, whether at national or local level

The Ethiopian oil seeds sector provides income for more than 3.5 million households (farmers) in primary production and more than 12,000 house holds in different stages of the value chain. The JP will contribute to increased productivity, improved quality of oilseeds and edible oil and reduction of post harvest losses (presently 20% of 500,000 tons total oilseeds produced is lost due to the lack proper processing and storage technology).

This JP tries to showcase efficient oilseeds value chain development that promotes entrepreneurship, provides capital and services to farmers, raises demand for agricultural products and connects farmers with markets through the production, handling, processing, marketing and distribution of oilseeds. As a result, employment and income will be generated, the productivity and quality of oil seeds and edible oil production will be enhanced. This will lead to increased food security and innovation throughout the value chain thus increasing the incomes of the farmers processors and traders and directly contributing the MDG.

Please provide other comments you would like to communicate to the MDG-F Secretariat

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Section IV: General Thematic Indicators

1 Promote and support national and local policies and programmes in favor of enterprise development

1.1 Number of laws, policies or plans supported by the Joint Programme related to the advancement of enterprises (including agro industry)

Policies
National
Local

Laws
National
Local

Strategies
National
Local

1.2 Please briefly provide some contextual information on the law, policy or plan and the country/municipality where it is going to be implemented

1.3 Number of entrepreneurs and/or entities that the law, policy or strategy directly affects

Farmers
Total
Urban
Rural

Entrepreneurs
Total
Urban
Rural

Micro enterprises
Total
Urban
Rural

Small enterprises
Total
Urban
Rural

Medium enterprises
Total
Urban
Rural

Large enterprises
Total
Urban
Rural

Finanacial providers
Total
Urban
Rural

Business development providers
Total
Urban
Rural

Other, Specify
Total
Urban

Rural

1.4 Please indicate the sector of focus of the law, policy or plan

1.5 Government's budget allocated to support enterprise development before the implementation of the Joint Programme

National Budget

Total Local Budget(s)

1.6 Variation (%) in the government's budget allocated to programmes or policies on enterprise development from the beginning of the joint programme to present time

National Budget
% Overall
% Triggered by the Joint Programme

Local Budget
% Overall
% Triggered by the Joint Programme

2 Promote and support national and local policies and programmes in favor of enterprise development

2.1 Type and number of programmes or interventions supported by the joint programme aiming to improve enterprises' capacities, competitiveness, and / or access to market:

Technical Assistance
Total
Microenterprises
SME
Farms
Cooperatives
Other

Business Development Services
Total
Microenterprises
SME
Farms
Cooperatives
Other

Access to finance
Total
Microenterprises
SME
Farms
Cooperatives
Other

Certification
Total
Microenterprises
SME
Farms
Cooperatives
Other

Other, Specify
Total
The JP is not designed to support any already existing programmes or interventions that are either on-going or upcoming. The main target groups of the JP are small holder farmers assisted through Farmers Cooperatives and Unions and SME Oil Processors organized into Clusters which are selected after the launching of the JP. However, the selected target groups are given different kinds of technical supports, BDS, access to finance and other assistance.

Microenterprises
The JP is not designed to support any already existing programmes or interventions that are either on-going or upcoming. The main target groups of the JP are small holder farmers assisted through Farmers Cooperatives and Unions and SME Oil Processors organized into Clusters which are selected after the launching of the JP. However, the selected target groups are given different kinds of technical supports, BDS, access to finance and other assistance.
SME
The JP is not designed to support any already existing programmes or interventions that are either on-going or upcoming. The main target groups of the JP are small holder farmers assisted through Farmers Cooperatives and Unions and SME Oil Processors organized into Clusters which are selected after the launching of the JP. However, the selected target groups are given different kinds of technical supports, BDS, access to finance and other assistance.
Farms
The JP is not designed to support any already existing programmes or interventions that are either on-going or upcoming. The main target groups of the JP are small holder farmers assisted through Farmers Cooperatives and Unions and SME Oil Processors organized into Clusters which are selected after the launching of the JP. However, the selected target groups are given different kinds of technical supports, BDS, access to finance and other assistance.
Cooperatives
The JP is not designed to support any already existing programmes or interventions that are either on-going or upcoming. The main target groups of the JP are small holder farmers assisted through Farmers Cooperatives and Unions and SME Oil Processors organized into Clusters which are selected after the launching of the JP. However, the selected target groups are given different kinds of technical supports, BDS, access to finance and other assistance.
Other
The JP is not designed to support any already existing programmes or interventions that are either on-going or upcoming. The main target groups of the JP are small holder farmers assisted through Farmers Cooperatives and Unions and SME Oil Processors organized into Clusters which are selected after the launching of the JP. However, the selected target groups are given different kinds of technical supports, BDS, access to finance and other assistance.

2.2 Total number of individuals directly assisted through those interventions

Technical Assistance
Farmers
Entrepreneurs
Employees
Other
Women
Men

Businness Development Services
Farmers
Entrepreneurs
Employees
Other
Women

Men

Access to finance
Farmers
Entrepreneurs
Employees
Other
Women
Men

Certification
Farmers
Entrepreneurs
Employees
Other
Women
Men

Other, Specify
Farmers
Note: See note in 2.1.
Entrepreneurs
Note: See note in 2.1.
Employees
Note: See note in 2.1.
Other
Note: See note in 2.1.
Women
Note: See note in 2.1.
Men
Note: See note in 2.1.

2.3 What impacts have these interventions had?

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3 Creating or strengthening organizations and partnerships to contribute to enterprise development and competitiveness

3.1 Type and number of organizations created or strengthened

Clusters
Total 2
Participating Business 74
Total participating individuals
Participating men
Participating women

Cooperatives
Total
Participating business
Total participating individuals
participating men
participating women

Farmers Associations
Total 20
Participating business
Total participating individuals
participating men
participating women

Business groups
Total
participating business
Total participating individuals
participating men
participating women

Other, Specify
Total
3 high level officials drawn from FeMSEDA and ReMSEDAs attended the two week training on Sustainable Enterprise Development and Value Chains at the ITC/ILO training center at Turin.

Participating business
3 high level officials drawn from FeMSEDA and ReMSEDAs attended the two week training on Sustainable Enterprise Development and Value Chains at the ITC/ILO training center at Turin.
Total participating individuals
3 high level officials drawn from FeMSEDA and ReMSEDAs attended the two week training on Sustainable Enterprise Development and Value Chains at the ITC/ILO training center at Turin.
participating men
3 high level officials drawn from FeMSEDA and ReMSEDAs attended the two week training on Sustainable Enterprise Development and Value Chains at the ITC/ILO training center at Turin.
participating women
3 high level officials drawn from FeMSEDA and ReMSEDAs attended the two week training on Sustainable Enterprise Development and Value Chains at the ITC/ILO training center at Turin.

3.2 Number of target enterprises who realize a financial benefit as a result of the joint programme's contribution

Clusters
Total
Participating Business
Total participating individuals
participating men
participating women

Cooperatives
Total
participating business
Total participating individuals
participating men
participating women

Farmers Associations
Total
participating business
Total participating individuals
participating men
participating women

Business groups

Total
participating business
Total participating individuals
participating men
participating women

Other, Specify
Total
participating business
Total participating individuals
participating men
#participating women

Edible Oil Value Chain Enhancement
Joint Programme M&E framework

#	Expected results (Outcomes and outputs)	Indicators (with baseline and indicative timeframe)	Baseline	Overall JP Expected target	Achievement of Target to date	Means of verification	Collection methods (with indicative time frame & frequency)	Respon sibilities	Risk and assumption
	Outcome 1. Productivity and competitiveness of private sector led agricultural production of oilseeds is enhanced (Lead Agency FAO)	**Outcome indicators**: Oilseed yield [tonnes/ha]. Unit Price of oilseed [Birr/kg]. Unit Cost of production [Birr/kg]	**Baseline:** Oilseed yield: 0.72 tonnes/ha. Unit price of oilseeds: 4.7 Birr/kg. Unit cost of production: 5.77 Birr/kg (CSA Data).	**Target (2012):** Yield: 1,0 tonnes/ha Unit Price of oilseed: 5.2 Birr/kg Unit Cost of production: 1.0 Birr/kg	No achievements, to be reported (to be reported at the final stage of the project implementation)	Survey at the end of the project CSA data	Terminal report	FAO	The macro-economic conditions and political climate remains stable; The government and other partners remain committed to Program priorities;
1.1	The supply of farm inputs (seeds, fertilizers and chemicals) is improved. (FAO)	**Indicator**: Amount of seeds produced in the project area Amount of seeds supplied in timely manner. Amount of imported inputs (chemical and fertilizer) supplied in timely manner	No supply of inputs (seeds, fertilizers and chemicals) for oilseeds		All planned inputs purchased and distributed in timely manner; 15 quintals of seeds (10 qtl Linseed to Oromia Region and 5 qtl Noug to Amhara region); 80 qtl of fertilizer (50 DAP and 30 Urea) purchased and distributed. Oromia received 26 qtl DAP and 16 Urea while Amhara got 24 qtl UREA and 14Urea.	Periodic progress reports Gap analysis report Cooperative licenses, membership list Participants list Documentation of proceedings	Quarterly/ annual/ mid-term/ terminal report	FAO	Capacity limitation, Delay in getting returns from the field, Delay in disbursement of fund,

1.2	Access to credit is facilitated for the small holder and commercial farms to enable easier procurement of inputs. (FAO)	**Indicator**: Number of credit service beneficiaries	Baseline conducted by SNV BOAM		Four Cooperative Unions in the two regions had signed Letter of Agreements with FAO for a total commitment of US$152,000 of which, 30% of the committed finance has already been disbursed.	Survey to credit service providers	annual/ mid-term/ terminal report	FAO	Capacity limitation Delay in disbursement of fund,
1.3	Market-oriented Farming is developed (FAO)	**Indicator**: Number of contract farmers in project areas Pilot Warehouse receipt system developed Number of SMEs, cooperatives and traders trained in business management			FAO signed Letter of Agreement with SNV-Ethiopia, a leading organization in Value Chain development in the country. SNV-Ethiopia will study and carry out related training programmes on Warehouse Receipt System, Contract Farming and Input Voucher System. SNV-Ethiopia received 30% of the funds.	Project report List of participants, training proceedings	Quarterly/ annual/ mid-term/ terminal report	FAO	Capacity limitation Business environment Enforcement of contract, Delay in disbursement of fund, willingness of farmers
1.4	Enhanced investment in the Production of oilseeds (FAO in collab. with UNDP)	Investment promotional materials/ strategy developed Investment in oilseeds sector			No achievements, to be reported.	Investment materials /strategic document	mid-term/ terminal report	FAO	Delay in disbursement of fund
	Outcome 2: Capacity, capacity utilization and quality of the end product the targeted oilseed processing plants is enhanced	**Indicators:** Oil production [tonne/year] - Capacity utilization [%] Quality [% of production meeting standards]	**Baseline**: Oil production: X tonne/year. Capacity utilization: 55%; Quality: 30% meets the standards; **Baseline:** No storage, cleaning and grading facilities	**Target (2012)**: Oil production: 2*X tonne/year Capacity utilization: 80%; Quality: 80% meets the standards	No achievements, to be reported.	(The exact level of current oil production will be determined at project start-up) Survey at the end of the project	Terminal report	UNIDO	The macro-economic conditions and political climate remains stable; The government and other partners remain committed to Program priorities;

			for oilseeds exist; Post harvest losses are estimated to 20%; Raw material for processors often of poor quality;						
2.1	Storage, cleaning and grading of the oil seeds improved.	**Indicators:** Number of cleaning and grading facilities used; Estimated post harvest losses %	No cleaning and grading facilities within the target groups	**Targets:** 2 Cleaning and grading facilities operational; Post harvest losses in targeted cooperatives drop to less than 6%;	Seed cleaning equipment specified, offers from suppliers received and under evaluation and procurement of the machinery is under process.	Seed cleaning equipment procured Report on effects on post harvest losses for dissemination purposes prepared	Quarterly/ annual/ mid-term/ terminal report	UNIDO	The targeted cooperatives are able to improve their income by selling oilseeds of a higher quality
2.2	Improved processing efficiency in the targeted oilseed processing industries	**Indicators**: Extraction efficiency %	**Baseline**: 2008: Outdated processing plants produce less than 200 kg oil per tonne oilseeds (<20%)	**Target**: Extraction efficiency of 400 kg oil per tonne installed in targeted factories (40%)	Technical specifications prepared & studies on selection of appropriate technology and installation for pressing, refining & packaging equipment have been carried out. Training of Processors conducted on extraction of existing machinery.	Business plans prepared; Equipment procured and installed;	Quarterly/ annual/ mid-term/ terminal report	UNIDO	The processors are able to increase their volume of procurement of oilseeds and are willing to expand their businesses; Effective and full cooperation from financial institutions
2.3	Product safety and quality improved	**Indicators**: Total volume (quarterly / annually) of edible oil refined within the two clusters;	**Baseline**: No refining exists within target groups.	**Targets:** Processors in the Clusters refine their oil to such extent that it is safe for human consumption prior to marketing.	Processors want to move their presses out of the residential area into industrial zones, where joint refineries and testing laboratory will be made available. Needs identified, refinery feasibility studies completed by Bahir Dar & Adama Universities.	Business plans prepared; Equipment procured and installed;	Quarterly/ annual/ mid-term/ terminal report	UNIDO	The processors are able to market products of higher quality without losing market shares caused by increased costs of production

2.4	The packaging of the final product is made more attractive for the market	**Indicators:** Number of processing plants using modern packaging lines	**Baseline:** No packaging line exists within target groups.	**Targets:** Processors in the Clusters to have a modern packaging line installed and to pack refined oil from the joint refinery and supply to the market	Needs for packaging identified and equipment specified.	Report on packaging material; Progress reports on upgrading of packaging lines;	Quarterly/ annual/ mid-term/ terminal report	UNIDO	The processors are able to market products of higher quality without losing market shares due to increased costs
2.5	Edible oil producers capacity and competitiveness enhanced through PPP	**Indicators**: Number of studies commissioned Number of PPP forums organized Number of study tours made Number of trained personnel			Work group sessions and similar organized with participants from the public and private sector, 3 new initiatives started: 1) Relocation to Industrial Zones 2) Local manufacturing of edible oil technology 3) Virgin noug oil	Study tour reports List of participants	Quarterly/ annual/ mid-term/ terminal report	UNIDO	
2.6	Access to finance for the processors including processors cooperatives improved. (ILO)	**Indicators**: Number of processors benefiting from financial institutions, Number of financial institutions providing loans to the processors. Number of special loan windows negotiated.	**Baseline**: Number of oil seed processors with access to financial services less than 5%	**Target (2012)**: Number of processors benefiting from financial institutions increased by 25% Number of financial institutions providing service to the edible oil processors increased by	One-to-one discussions with a number of financial institutions. 16 senior management of 8 Commercial Banks attended the business round table discussion forum in the presence of the two processors associations where Banks pledged to provide credit services to processors. At the request of Buna International Bank a separate discussion forum organized with all the elected officials of the two	Survey reports; training and workshop participants lists, list of guidelines developed, list of financial institutions	Participants lists collected at workshops and trainings: Inception survey 2010; end-of-project survey 2012	ILO	-Effective and full cooperation from financial institutions -Stability of the financial sector -The political and the macro-economic situation remains stable -Ability and willingness of the processers to utilize the financial

				40%	associations				institutions.
2.7	Capacity of Business Development Service (BDS) providers enhanced to deliver relevant and effective services to the processors including processors cooperatives	**Indicators:** Number of processors reached by BDS providers; Number of improved services offered by the BDS Providers;	**Baseline:** 15% of processes are benefiting from BDS	**Target:** 50% of the processors benefited from improved BDS; Timeframe: 2010 - 2012	High level officials of Public sector BDS providers capacitated through a two weeks training program held at the ILO training Center.	Baseline survey and impact assessment study in 2012, Workshop and training reports, Quarterly progress reports Final customer survey among processors	Participants lists collected at workshops and trainings Quarterly/ annual/ mid-term/ terminal report	ILO	-The political and the macro-economic situation remains stable -Willingness and commitment from all stakeholders. -
2.8	The occupational Safety and Health (OSH) practices of the large processors and cooperatives strengthened.	**Indicators:** Number of large processors, and cooperatives with OSH management system; Number of Safety and Health Committee in the large processing companies; ;	**Baseline:** 0 large processing company and cooperatives have comprehensive OSH systems in place; 2 large crushing or refining companies have adequate safety and hygiene standards;	**Target:** 15 processing industries have comprehensiv e OSH programmes	A study on the state of OSH practices in selected edible oil processors under-going.	Assessment reports, Workshop reports; Quarterly progress reports, Final customer survey among processors, list of processing industries with OSH system	Participants lists collected at workshops and trainings Quarterly/ annual/ mid-term/ terminal report	ILO	Willingness and commitment of processors, Continued interest of leaders in large processing industries
2.9	Processors organized to get economic of scale, representation and voice.	**Indicators:** Number of new associations formed that provide relevant and effective services to the processors Number of processors accessing information	**Baseline:** One association, the Ethiopian Pulses, Oilseeds and Spices Processors Exporters Association (EPOSPEA) providing limited service.	**Target:** 2 associations formed 50% of the members accessed information through the Association. No of members of each cooperative	2 Associations established at Bahir Dar in Amhara Region and at Adama in Oromia Region. While the Amhara Edible Oil Sectoral Association has 28 members the Adama Edible Oil Producers Association has 46 members.	Manual for developing associations in place Quarterly progress reports Member lists of newly established associations	Interviews, Quarterly/ annual/ mid-term/ terminal report	ILO	Commitment and willingness of the processors to be organized.

		Market information through the association Increase membership of processors cooperative unions or association		unions/associations					
2.10	Processors in the informal economy upgraded to graduate into the formal economy	**Indicators**: Number of informal processors registered as SME or cooperatives, No of informal processors benefiting from BDS service	**Baseline**: 1000 informal processors	**Target**: 100 informal processors registered as SME or cooperatives 40% accessed BDS services	Many informal operators have started to join the two newly established associations (2.9 above).	Workshop report; Strategy in place; Quarterly progress reports; List of formally registered operators; Survey among informal processors regarding access to and value of BDS services;	Quarterly/ annual/ mid-term/ terminal report Government statistics of licensed enterprises	ILO	-Informal operators are willing to actively participate and collaborate on the programme. -The political and the macro-economic situation remains stable
	Outcome 3: Access to local and international markets for edible oil producers is improved	**Indicators:** % of producers with access to international markets Local market share [%]	**Baseline:** 0 % of producers with access to international markets Local market share [X %]	**Target (2012):** 10 % of producers with access to international markets Local market share [90%]	No achievements, to be reported.	Survey at the end of the project	Terminal report	ILO	The macro-economic conditions and political climate remains stable; The government and other partners remain committed to Program priorities;
3.1	Vertical linkages between oil seed	**Indicators:** Number of	**Baseline:** Baseline data &	**Target:** At least two	Two Sectoral Associations (Clusters) formed in two	Monitoring by cluster	Quarterly/ annual/ mid-	UNIDO	Support and commitment of

	producers, traders and processors are improved through clustering	networks undertaking joint actions, Number of BDS offering adapted services to small scale oil processors	information compiled and found in the Cluster Development Diagnostic Studies.	clusters of oil processing SMEs has enhanced its business performance	Regions and supported continuously. Adama Cluster received Business License and Contributed Birr 550K, and to reach 1.1M soon.	development agents (CDAs) assigned in the target clusters	term/ terminal report		local government
3.2	Linkages between the processors and the marketing agents are enhanced.	**Indicators:** Amount of transactions between the processors and the marketing agents	**Baseline:** Baseline data & information compiled and found in the Cluster Development Diagnostic Studies.	**Target:** Market linkages between Farmers Unions and Oil Processors established.	- Oil Processors being linked to Farmers Cooperatives and Unions - Strengthening of support institutes ongoing.	Monitoring and surveys by cluster development agents (CDAs) assigned in the target clusters	Quarterly/ annual/ mid-term/ terminal report, supplementary surveys (at the start and end of project)	UNIDO	Oil processors are willing to cooperate in marketing
3.3	Access to finance for the marketing agents and marketing cooperatives improved to enable bulk orders and bulk purchasing	**Indicators**: positive cash flow, Number of marketing agents and marketing cooperatives benefiting from financial services No. of savings and credit cooperatives established Number of SACCO members	**Baseline**: 20 % of marketing agents and marketing cooperatives have access to finance and know the rules and regulations to access fun and repay loans.	**Target (2012):** Number of marketing agents and marketing cooperatives benefiting from financial institutions increased by 50% 1 savings and credit cooperative established.	Similar to 2.6 above	Strategy document, list of financial institutions , Workshop and training reports, Quarterly progress reports, Final customer survey among processors	Participants lists collected at workshops and trainings, Quarterly/ annual/ mid-term/ terminal report	ILO	-Instability of the financial sector The political and the macro-economic situation remains stable -Effective and full cooperation from financial institutions
3.4	Marketing agents are enabled to access local, regional and international markets	**Indicators**: No. of new export destinations No. of study tour organized. % of total imports by the targeted	**Baseline**: -0 access to international market, -insufficient international, regional and		Study tours comprising of Processors and marketing agents under preparation.	Participants list, marketing strategy, list of countries exported to. Study tour reports;	Quarterly/ annual/ mid-term/ terminal report Interviews study tour	ILO	-Instability of the financial sector The political and the macro-economic situation remains

		beneficiaries	market orientation, -limited knowledge of the expectations and requirement of the international market				participants		stable -No new external shocks (global economic crisis, natural disasters) Countries to be visited are open to provide information.

Edible Oil Value Chain Enhancement
Joint Programme Results Framework with financial information

Definitions on financial categories

- **Total amount planned for the JP**: Complete allocated budget for the entire duration of the JP.
- **Estimated total amount committed:** This category includes all amount committed and disbursed to date.
- **Estimated total amount disbursed**: this category includes only funds disbursed, that have been spent to date.
- **Estimated % delivery rate**: Funds committed over total amount planned for the JP.

JP Output 1.1	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress			
		Y1	Y2	Y3		NATIONAL / LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
1.1. Supply of farm inputs (seeds, fertilizers and chemicals) is improved	1.1.1. Technical support given to seed producers/farmer associations to enhance quality/quantity in oil seed production	X	X	X	FAO	MoARD	62,000	61,151.00	61,151.00	98.63%
	1.1.2. Capacity building on entrepreneurship, business planning production and marketing provided to seed producers	X	X	X	FAO	MoARD	32,600	13,710.00	13,710.00	42.06%
	1.1.3. Access to fertilizers facilitated by a government and private sector facility	X	X	X	FAO	MoARD	145,000	10,000.00	4,184.00	6.90%
	1.1.4. Support and incentives to enhance cooperatives and private sector participation in input supplies for oil seed producers	X	X	X	FAO	MoARD	123,000	71,279.00	24,583.00	57.95%
	Total						**362,600**	**156,140.00**	**103,628.00**	**43.06%**

JP Output 1.2	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress			
		Y1	Y2	Y3		NATIONAL/ LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
1.2. Access to credit is facilitated for the smallholder and commercial farms to enable easier procurement of inputs	1.2.1. Credit facilities supported through financial intermediaries for procurement of farm inputs (linked to 1.1.3)	X	X	X	FAO	MoARD	130,000	97,119.13	32,783.00	74.71%
	Total						**130,000**	**97,119.13**	**32,783.00**	**74.71%**

JP Output 1.3	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress			
		Y1	Y2	Y3		NATIONAL/ LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
1.3. Market Oriented farming is enhanced	1.3.1. Contract farming procedures between producers and agro-processors / exporters are developed and implemented – linked to cluster zones approach	X	X	X	FAO	MoARD	50,000	7,000.00	3,284.00	14.00%
	1.3.2. Capacity building and institutional support provided to cooperatives, small traders and other SMEs to improve their management skills and capabilities, to enhance their competitiveness and profitability	X	X	X	FAO	MoARD	40,000	32,000.00	10,784.00	80.00%
	1.3.3. Pilot system in warehouse receipts linked to ECEX set up	X	X	X	FAO	MoARD	190,000	5,000.00	2,684.00	2.63%
	Total						**280,000**	**44,000.00**	**16,752.00**	**15.71%**

JP Output 1.4	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress			
		Y1	Y2	Y3		NATIONAL/ LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
1.4. Warehouse receipt system piloted	1.4.1. Investment enhancing strategy is developed verified	X	X	X	FAO	MoARD	194,000			
	Total						**194,000**			

JP Output 2.1	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress			
		Y1	Y2	Y3		NATIONAL/LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
2.1. Storage, cleaning and grading of the oil seeds improved.	2.1.1. Cleaning and grading facilities (including storage) established in four market oriented cooperatives on a pilot basis	X			UNIDO	MoTI, MoARD	110,000	109,533.89	82,848.24	99.58%
	2.1.2. Results of the pilot effectively disseminated among other market-oriented cooperatives and processors	X	X		UNIDO	MoTI	30,000	20,000.00	3,183.77	66.67%
	Total						**140,000**	**129,533.89**	**86,032.01**	**92.52%**

JP Output 2.2	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress			
		Y1	Y2	Y3		NATIONAL/LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
2.2. Improved processing efficiency in the targeted oilseed processing industries	2.2.1. Oil extraction technology modernized in targeted processing plants	X	X	X	UNIDO	MoTI	59,200	40,000.00		67.57%
	Total						**59,200**	**40,000.00**		**67.57%**

JP Output 2.3	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress			
		Y1	Y2	Y3		NATIONAL/LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
2.3. Product safety and quality improved	2.3.1. Selected processing plants upgraded to improve overall quality and food safety	X	X	X	UNIDO	MoTI, QSAE	120,000	75,000.00	39,050.88	62.50%
	2.3.2. Selected processing plants HACCP certified (ISO 22000)	X	X	X	UNIDO	MoTI, QSAE	50,000			
	Total						**170,000**	**75,000.00**	**39,050.88**	**44.12%**

JP Output 2.4	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress			
		Y1	Y2	Y3		NATIONAL/LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
2.4. The packaging of the final product is made more attractive for the market	2.4.1. Packaging lines of selected processing plants in Oromiya and Amhara Regions upgraded	X	X	X	UNIDO	MoTI, BOTIs, QSAE	175,000			
	Total						**175,000**			

JP Output 2.5	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress			
		Y1	Y2	Y3		NATIONAL/LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
2.5. Edible oil producers capacity and competitiveness enhanced through PPP	2.5.1. Working group on edible oil with in PPP structure established and capacity to dialogue strengthened	X	X	X	UNIDO	MoTI, MoARD	50,000	40,232.56	28,090.77	80.47%
	2.5.2. Knowledge and best experience gained from other countries on edible oil sub sector	X	X		UNIDO	MoTI, MoARD	85,000	40,000.00		47.06%
	2.5.3. Agro-industry master plan promoted through PPP	X	X		UNIDO	MoTI	25,000	6,000.00	2,500.00	24.00%
	Total						**160,000**	**86,232.56**	**30,590.77**	**53.90%**

JP Output 3.1	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress			
		Y1	Y2	Y3		NATIONAL/LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
3.1. Vertical linkages between oil seed producers, traders and processors are improved through clustering	3.1.1. SME Networks formed and joint actions undertaken	X	X	X	UNIDO	MoTI	170,000	87,383.89	51,735.55	51.40%
	3.1.2. Business Development Service (BDS) upgraded to offer services to SME oil processors	X			UNIDO	MoTI	10,000	10,000.00	2,566.53	100.00%
	Total						**180,000**	**97,383.89**	**54,302.08**	**54.10%**

JP Output 3.2	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress			
		Y1	Y2	Y3		NATIONAL/LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
3.2.Linkages between the processors and the marketing agents are enhanced	3.2.1. Joint marketing actions facilitated to networks of processors		X	X	UNIDO	MoTI	30,000			
	Total						**30,000**			

JP prep and M&E and baseline	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress			
		Y1	Y2	Y3		NATIONAL/LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
JP preparation and M&E and baseline	- Base line survey - Updating existing - Midterm and final independent evaluation and impact assessment				UNIDO, FAO, ILO	MoTI, MoARD,	80,000	13,600.00	9,573.5	17.00%
	-.JP formulation, inception workshop				UNIDO	MoTI, MoFED, MoARD	20,000	13,359.48	10,455.99	66.80%
	Total						**100,000**	**26,959.48**	**20,029.49**	**26.96%**

JP Output 2.6	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress			
		Y1	Y2	Y3		NATIONAL/ LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
2.6. Access to finance for the processors including processors cooperatives improved	2.6.1. Barriers to access financial services lifted	X	X		ILO	MoTI	15,000	7,995.19	7,995.19	53.30%
	2.6.2. Processors are linked to financial service providers	X	X		ILO	MoTI, MoARD	15,000			
	2.6.3. Capacity of processors and financial institutions enhanced	X	X		ILO	MoTI, MoARD	40,000	8,000.00		20.00%
	Total						**70,000**	**15,995.19**	**7,995.19**	**22.85%**

JP Output 2.7	Activity	YEAR Y1	Y2	Y3	UN AGENCY	RESPONSIBLE PARTY NATIONAL/ LOCAL	Estimated Implementation Progress: Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
2.7. Capacity of Business Development Service(BDS) providers enhanced to deliver relevant and effective services to the processors including processors cooperatives	2.7.1. BDS providers linked to the processors	X			ILO	MoTI	14,000			
	2.7.2. BDS providers avail BDS that is demand driven and responds to the needs of SMEs and larger processors	X	X	X	ILO		42,000	28,414.68	20,414.68	67.65%
	Total						**56,000**	**28,414.68**	**20,414.68**	**50.74%**

JP Output 2.8	Activity	YEAR Y1	Y2	Y3	UN AGENCY	RESPONSIBLE PARTY NATIONAL/ LOCAL	Estimated Implementation Progress: Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
2.8. The occupational safety and Health (OSH) practice of the large processors and cooperatives strengthened.	2.8.1. The state of OSH practices and gaps in the processing industry identified		X		ILO	MoLSA	12,000	6,452.12	2,500.00	53.77%
	2.8.2. Enterprise level OSH programmes in place.		X		ILO		22,000			
	Total						**34,000**	**6,452.12**	**2,500**	**18.98%**

JP Output 2.9	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress			
		Y1	Y2	Y3		NATIONAL/ LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
2.9. Processors organized to get economic of scale, representation and voice.	2.9.1. Association and / or entrepreneurs' cooperatives formed which provides relevant and effective services to the processors (linked to 2.5 and 3.1)	X	X	X	ILO	MOTI, MoLSA	94,000	37,928.00	28,955.00	40.35%
	Total						**94,000**	**37,928.00**	**28,955.00**	**40.35%**

JP Output 2.10	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress			
		Y1	Y2	Y3		NATIONAL/ LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
2.10. Processors in the informal economy upgraded to graduate into the formal economy	2.10.1. Key drivers of informality among the processors identified	X	X		ILO	MOTI, MoLSA	17,000			
	2.10.2. Enabling capacity, system and infrastructure in place to facilitate the transformation. (Linked to 2.6 and 2.7)	X	X	X	ILO		84,000			
	Total						**101,000**			

JP Output 3.3	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress			
		Y1	Y2	Y3		NATIONAL/ LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
3.3. Access to finance for the marketing agents and marketing cooperatives improved to enable bulk orders and bulk purchasing	3.3.1. Marketing agents and cooperatives are linked to financial service providers	X	X	X	ILO	MOTI,	51,000			
	3.3.2. Savings and credit cooperatives established	X	X	X	ILO	MOTI	122,000			
	Total						**173,000**			

JP Output 3.4	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress			
		Y1	Y2	Y3		NATIONAL/ LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
3.4. Marketing agents are enabled to access local, regional and international markets	3.4.1. Capacity of marketing agents strengthened to access new markets (linked to 2.3 and 2.4)	X	X	X	ILO	MOTI	178,000			
	Total						**178,000**			