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ZRDA ACTIVITY IN GEORGIA

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ZRDA ACTIVITY IN GEORGIA

QUARTERLY REPORT NO. 8: Q1, FY 2018

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Cover photo: Zakaria Mazmishvili and Gimzer Megrelishvili, vegetable farmers from conflict affected communities of Shida Kartli region benefited from innovative fee-based extension consultations provided by the Zrda-supported Farm Service Center, Agrocom Ltd. As a result, the farmers produced high quality and high yield tomatoes, and their income tripled during last year. (Photo Credit: Chemonics International Inc.)

DISCLAIMER

The authors' views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development or the United States government.

ACRONYMS

ABL	Administrative Boundary Line
ACDA	Agricultural Cooperatives Development Agency
ACN	Activity Concept Note
AIC	Abkhazintercont
AIP	Zrda Annual Implementation Plan
AMEP	Zrda Activity Monitoring & Evaluation Plan
AMP	Activity Management Plan
APMA	Agricultural Program Management Agency
APS	Annual Program Statement
B2B	Business-to-business
BSO	Business Support Organization
CDF	Chachkari Development Fund
CHCA	Charity Humanitarian Centre "Abkhazeti"
CIC	Community Innovation Center
CIS	Commonwealth of Independent States
COP	Chief of Party
DCFTA	Deep & Comprehensive Free Trade Agreement (EU)
DCOP	Deputy Chief of Party
DMO	Destination Management Organization
EOI	Expression of Interest
F2F	USAID Farmer-to-Farmer Activity
FSC	Farm Service Center
FY	Fiscal Year
G4G	USAID Governing for Growth Activity
GAP	Good Agricultural Practices
GARA	Government of the Autonomous Republic of Abkhazia
GEL	Georgian Lari
GEM Fest	Georgian Electronic Music Festival
GFA	Georgian Farmers' Association
GFDC	Georgian Farmers Distribution Company
GHP	Good Hygiene Practices

GITA	Georgia's Innovation & Technology Agency
GLA	Georgian Logistics Association
GMP	Good Management Practices
GNTA	Georgia National Tourism Agency
GoG	Government of Georgia
GRDF	Georgian Rural Development Fund
HACCP	Hazard Analysis Critical Control Point
HICD 2020	USAID Human and Institutional Capacity Development 2020 Activity
ICC	Information and Consultation Center
IDP	Internally Displaced Person
IFAD	International Fund for Agricultural Development
IQC	Indefinite Quantity Contract
LC	Loan Committee
LEPL	Legal Entity of Public Law
LOP	Life of Project
KMS	Key Management Solutions Ltd.
M&E	Monitoring & Evaluation
MDF	Municipal Development Fund
MoA	Ministry of Agriculture
MOU	Memorandum of Understanding
MRDI	Ministry of Regional Development & Infrastructure
MSME	Micro, Small, and Medium Size Enterprise
MoSYA	Ministry of Sports and Youth Affairs
NGO	Non-Governmental Organization
PHHM	Post-Harvest Handling and Management
PIP	Priority Infrastructure Plan
PPD	Public-Private Dialogue
RDA	Regional Development Association
RDFG	Association Rural Development for Future Georgia
RFA	Request for Applications
RFP	Request for Proposals
RFQ	Request for Quotations
SOW	Scope of Work
TIC	Tourism Information Center

TOR	Terms of Reference
ToT	Training of Trainers
UNDP	United Nations Development Programme
USAID	United States Agency for International Development
USD	United States Dollar
USG	United States Government
ZSF	Zrda Sub-Award Facility
Zrda	USAID Zrda Activity in Georgia
ZRI	Zrda Resiliency Index

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EXECUTIVE SUMMARY

This quarterly report summarizes accomplishments of the Zrda Activity in Georgia (hereinafter "Zrda") covering the first quarter in fiscal year (FY) 2018 (October 1, 2017 – December 31, 2017). Zrda began implementation upon execution of the Cooperative Agreement on March 15, 2016.

USAID ZRDA HIGHLIGHTS FOR Q1, FY 2018: OCT - DEC , 2017

SALES	While reported new sales continue to lag due to reporting methodology, Zrda is seeing new sales results increase with each new quarter. Q1, FY 2018 shows $884,612 in new annualized sales, with an average of $1.2 million over the past 2 quarters. Overall, 269 MSMEs have generate new sales as a result of Zrda assistance – 34% of our LOP target.
JOBS	New jobs figures are on pace for reaching Zrda's LOP target, with 123 new jobs created during Q1, bringing us to 21% of our LOP target as we move into the most active part of the implementation calendar for FY 2018.
TRAINING	Zrda continues to emphasize training and capacity building across all of our activities. Such support has resulted in 2,086 households (and others) applying new technologies or management practices as a result of USG assistance.
LEVERAGE	Zrda saw another strong quarter of leverage generation with $238,832, bringing our LOP-to-date total to $1,243,829, 35% of our LOP target. 65% of the total leverage figure has been provided by private sector partners.
GENDER & YOUTH	44% of Zrda beneficiaries are women 33% of Zrda beneficiaries are youth Total Beneficiaries as of Q1, FY 2018: 18,257

Agriculture Activity Highlights

Agricultural activities during Q1, FY 2018 focused finalizing design work on two new activities to introduce new vegetable crops in Zrda target regions, research on potential low-cost models for village based micro cold storage and packing facilities, and preparing for the spring 2018 agricultural season. Evaluation of partnerships with private sector farm service centers, most notably, the work on promoting fee-based extension consultation packages, showed that both farmers and FSC see this model as having significant potential for expansion. Based on 2017 results, Zrda's partner FSCs expect demand for consultation packages to increase by more than 400% year-over-year. Zrda's agriculture team furthermore welcomed a new member as the Agriculture Development Specialist began working with us in Q1. The three agro-information platforms that Zrda supports - Traktor, Agronavti, and Kalo.ge – all witnessed significant progress during the quarter, with user numbers continuing to increase for both Traktor and Agronavti while transactions processed through the platforms are increasing in both volume and value. Kalo.ge reached a milestone in its development upon release of the *alpha* version of the platform for closed testing. The platform will launch in Q2. Finally, Zrda mobilized youth volunteer in Samegrelo Region to support the public outreach campaign that the National Food Agency (NFA) of the Ministry of Agriculture (MoA) organized to raise awareness about the Brown Marmorated Stink Bug (BMSB) infestation in western Georgia. Zrda volunteers reached over 8,000 households across 37 communities in Samegrelo and Tsalenjikha municipalities. Overall, agriculture activities have contributed to 17% of new MSME sales to-date but

the numbers are expected to increase significantly once beneficiaries begin to pass their one year anniversary from first contact with Zrda.

Tourism Activity Highlights

Tourism activities continued apace during Q1, FY 2018 across all three major areas of focus: product development and marketing, training and capacity building, and Regional coordination, promotion and destination management. Zrda hosted the first ever regional adventure tourism round table event in Tbilisi in November, bringing together regional stakeholders from Samegrelo, Samtskhe-Javakheti, and Akhmeta with Tbilisi-based tour operators and adventure tourism associations to discuss the challenges and opportunities for adventure tourism in these target regions. Zrda began to work towards localization of its digital marketing support activity through the release of a solicitation for local implementing partners during Q1. Work also continued with the DMO working group in Samtskhe-Javakheti with significant progress made towards finalizing the proposed legal structure and financing modality for the organization, which will be presented to the Minister of Economy in Q2. Overall, tourism activities have contributed to 55% of Zrda's overall new sales indicator as of Q1, FY 2018, from almost 60% of total MSMEs generating new sales.

Partnerships Highlights

Significant progess was made during Q1, FY 2018 with regards to partnership activities. Of particular note, Zrda formalized its partnership with British Petroleum (BP) through signing of a Memorandum of Understanding (MOU) on December 18, 2017. The joint program will launch in the field by June/July 2018 and will provide dedicated support to 41 villages in Shida Kartli, Kvemo Kartli and Samtskhe-Javakheti. Zrda came to preliminary agreement with the Anaklia Development Consortium (ADC) to hold the proposed joint program design workshop during February 2018. Finally, Zrda has engaged three new partners for agriculture activities: the Agricultural Projects Management Agency (APMA) under the MoA, Rijks Zwaan, a major Dutch seed company, and their local partner Noblex, Ltd., and Georgian Harvest, a premier Georgian agribusiness that focuses on primary production and distribution for the high value domestic modern retail market.

Progress Against Purpose-Level Indicators

Zrda results against Purpose-Level indicators are summarized in Table 1 below. Please refer to Annex A: Zrda Indicator Tracking Matrix for complete results as applicable from Zrda inception through the end of Q1, FY 2018.

Table I: Zrda Purpose-Level Indicators

ZRDA ACTIVITY IN GEORGIA PURPOSE LEVEL INDICATORS					
	INDICATOR	**LOP TARGET**	**FY 2018 YTD RESULTS**	**CUM. RESULTS**	**CUM. % OF LOP**
1	Value of sales generated by MSMEs over life of project (P/F)	$36,000,000	$884,612	$2,512,096	7%
2	Number of MSMEs generating new sales over life of project (P)	800	80	269	34%
3	Number of new jobs created (P)	2,400	123	498	21%
4	Number of households increasing income by at least 25 percent (P)	13,200	N/A	N/A	N/A
5	Percentage change in Zrda Resiliency Index measuring capacity of beneficiary communities to cope with shocks to livelihoods (P)	+10%	N/A	N/A	N/A
6	Number of stakeholders implementing risk-reducing practices/actions to improve resilience to livelihood shocks as a result of USG assistance (P/S)	900	N/A	N/A	N/A
7	Total value of funding leveraged from GoG and other sources for infrastructure and non-infrastructure projects (P/F)	$3,600,000	$238,832	$1,243,829	35%
8	Number of beneficiaries using improved infrastructure services (P)	9,600	0	77	1%

Analysis: With the exception of the value of new sales indicator, all other purpose level indicators are on track towards achievement of their life of project targets. Sales continues to be the most challenging indicator to boost, primarily due to the business size mix of Zrda beneficiaries to-date. 78% of Zrda's MSME beneficiaries are classified as "microenterprises", while just 16% are "small enterprises" and 6% are "medium-sized enterprises", resulting in average new sales per beneficiary to-date of $9,400. While current new sales as measured according to our indicator definition, which requires annualization of sales and can only be calculated once a beneficiary has completed 12 months since initial registration, we can expect new sales figures to increase given that total sales from beneficiary MSMEs stands at $8,437,960 as of Q1, FY 2018, with a substantial portion likely being new sales that have yet to be captured by our indicator reporting. The Zrda M&E team is currently working on a new sales projection model that will better allow us to forecast new sales numbers looking forward given the one year lag on reporting that is required by our calculation methodology. Therefore, more accurate projections will be provided in future quarterly reporting.

Leverage generated to-date stands at 35% of the LOP target, and is generated primarily through the private sector, which has contributed to over 65% of the actual results as of Q1, FY 2018. Looking forward, we are still expecting updated leverage from the joint IDP outreach campaign that is implemented in cooperation with the IDP Livelihoods Agency. Finally, expected leverage generated by the ADC and BP partnerships will be significant and projections will be available by the end of Q2.

Analysis remains the same as last quarter as regards purpose-level indicator #8 (access to infrastructure). Planning for municipal infrastructure projects occurs in October – December each year, meaning that 2017 was the first year in which we have been prepared to support the municipal prioritization and budgeting process since the inception of Zrda. Four design projects were completed during Q1, FY 2018 and an additional four projects are already in pipeline for implementation during Q2, FY 2018. Approved designs will be be used to implement the projects during calendar year 2018. This will result in significant gains for this indicator result as we move into the latter quarters of FY 2018.

ACTIVITY IMPLEMENTATION PROGRESS

The following sections provide updates on all activities across all Zrda Sub-Purposes that are under active implementation during Q1, FY 2018. The report summarizes activities in detail, describes impact and results of each activity, and indicates the next steps to be implemented during the remainder of FY 2018.

GEOGRAPHIC AND TECHNICAL EXPANSION

USAID approved a modification to the Zrda Cooperative Agreement on November 2, 2017, which increased the award's budget ceiling to allow for both georgraphic and technical expansion within the framework of the existing Zrda program description. With the additional resources, Zrda will deepen our work in the tourism sector while also providing new communities neighboring to existing Zrda communities with the opportunity to participate in all Zrda activities and better promote inter-communal cooperation. In particular, geographic expansion focused on Akhmeta Municipality in Kakheti Region, where Zrda has to-date been engaged in the four communities of the Pankisi Valley, and additional communities in Samtskhe-Javakheti, where Zrda has a particular focus on regional tourism development. Furthermore, the modification allows for Zrda to pursue high-impact private sector partnerships, notably with British Petroleum and the Anaklia Development Consortium. Based on an assessment process, Zrda selected an additional five communities in Akhmeta Municipality and six communities in Samtskhe-Javakheti (two each in Borjomi and Adigeni Municipalities and one each in Akhakalakhi and Akhaltsikhe Municipalities). Table 2 summarizes Zrda's 81 target communities by region and municipality as of Q1, FY 2018.

Table 2: Zrda Target Communities by Region and Municipality

Shida Kartli (20)	Kaspi: *Lamiskana, Kvemo Chala, Kodistskaro* Gori: *Tirdznisi, Nikozi, Akhalubani, Shindisi, Shavshvebi, Zegduleti, Mejvriskhevi, Tkviavi, Mereti, Ditsi* Kareli: *Dvani, Avlevi, Dirbi, Bredza, Ptsa* Khashuri: *Tsagvli, Ali*
SamegreloZemo-Svaneti (16)	Zugdidi: *Shamgona, Rukhi, Koki, Chhoria, Orsantia, Akhalabastumani, Ganmukhuri, Rike, Darcheli, Anaklia, Tsaishi* Tsalenjikhka: *Mujava, Pakhulani, Lia, Chale, Jvari*
Samtskhe-Javakheti (19)	Borjomi: *Borjomi Town, Dviri* Adigeni: *Abastumani Township, Varkhni* Akhaltsikhe: *Akhaltsihke, Uraveli, Atskuri, Minadze, Skhvilisi, Fersa, Tskruti* Ninotsminda: *Ninotsminda, Foka, Gandza, Didi khanchali, Satkhe* Aspindza: *Nakalakevi, Khizabavra* Akhalkalakhi: *Gogosheni*
Kvemo Kartli (15)	Marneuli: *Algeti, Damia-Giaurahi, Kapanakhchi, Shulaveri, Tsereteli* Bolnisi: *Akaurta, Nakhiduri, Rachisubani, Talaveri, Kveshi* Tsalka: *Tsalka, Avranlo, Bareti, Beshtasheni, Kushchi*

Kakheti (9)	Akhmeta: *Duisi, Zemo Khalatsani, Jokolo, Sakobiano, Matani, Akhmeta Town, Kvemo Alvani, Zemo Alvani, Omalo*
Mtskheta-Mtianeti (2)	Dusheti: *Mchadijvari, Gremiskhevi*

In order to effectively support this expansion, Zrda began recruitment of new staff members for the technical and support teams in Tbilisi as well as the regional teams in Samtskhe-Javakheti and Samegrelo while also opening a new field office in Akhmeta to support expanded work in Akhmeta municipality. Additional staff is expected to be onboarded once a partnership agreement is finalized with the Anaklia Development Consortium to oversee implementation of the planned joint project.

ZRDA SUB-PURPOSE 1: IMPROVE MSME DEVELOPMENT & GROWTH

Zrda Sub-Purpose 1 focuses on strengthening MSME capacity to grow and contribute to local economic development, and integrating into national and international market systems. Sub-Purpose Level 1 indicators and progress made as of Q1, FY 2018 are provided in Table 3 below[1].

Table 3: Zrda Sub-Purpose-Level 1 Indicators

SUB-PURPOSE LEVEL 1 INDICATORS				
INDICATOR	**FY 2018 TARGET**	**YTD FY 2018 ACTUAL (% OF TARGET)**	**LOP TARGET**	**CUM (%) OF LOP TARGET**
1.1.1 Number of business plans supported as a result of USG assistance (C)	130	51 (39%)	300	113 (38%)
1.2.1 Number of MSMEs accessing evidence-based market research through associations/BSOs (C)	1,000	586 (59%)	3,600	1,831 (51%)
1.3.1 Number of assisted MSMEs that have incorporated updated standards to product development as a result of USG assistance (C)	80	17 (21%)	170	71 (43%)
1.4.1 Number of public-private dialogues facilitated (C)	90	9 (10%)	300	42 (14%)
1.5.1 Number of MSMEs operating more profitably (at or above cost) because of USG assistance (S)	100	124 (124%)	400	227 (57%)

1001: BSO Strengthening Activity

Results/Updates:

The original vision of this activity aimed to strengthen the capacity of Business Service Organizations (BSO) to provide commercialized, demand-driven, and quality services to Zrda target MSMEs.

- Georgian Rural Development Fund (GRDF) developed business plans for two enterprises from Tirdznisi and Mejvriskhevi communities of Gori municipality. The business plans were aimed at obtaining funding under **"Qualification for Reintegration – a way back into society"** program implemented by CHCA in Shida Kartli region. Both applicants were approved for funding with total grant budget of GEL 6900. Applicants' contribution totals to GEL 1700.
- KMS identified 3 consulting projects: (i) Borjomi Likani International JSC – development of tour agency relation strategy; (ii) Victoria Group hotel in Borjomi – creation of a standard operating procedures for rooms; (iii) hotel

[1] Sub-purpose indicators are tracked at the MSME level (both farm and non-farm MSMEs) rather than by specific activities. Indicators that cannot be tracked at the individual MSME level are tracked via the dedicated household and ZRI survey instruments.

1001: BSO Strengthening Activity	
	and hostel operated by Lit-Geo Invest LLC in Khashuri – development of tour agency relation strategy. • ABKHAZINTERCONT (AIC) developed 8 business plans for the Enterprise Georgia second round applicants in Samegrelo, covering hospitality and service sectors. Projects were identified and initial consultations were provided in August 2017, however follow-up/final consultations were delivered in Oct-Nov 2017.
Challenges:	• As related in the FY 2018 Annual Implementation Plan, Zrda intends to transition work, except for KMS, originally envisioned under 1001 to a new activity, 1010, in order to revisit our approach and more effectively support promotion of business services by MSMEs in our target regions. Please see 1010 for details. • KMS will continue to implement their sub-award under this activity.
Next Steps:	• Close cooperation with AIC and GRDF and transfer partnership with these organizations under 1010 activity. • Approve projects identified by KMS and start implementation.

1003A: Food Safety Training Program for Zrda Micro & Small Businesses (Hospitality & Agriculture)	
Results/Updates:	• The Activity 1003 has been modified and split into new stand-alone sub-activities as follows: 1003A – Food Safety Training Program for Zrda Micro and Small Businesses (Hospitality and Agriculture) and 1003B – Development of Local Georgia GAP System with GFA; • The appropriate AMP for 1003A was developed and approved.
Challenges:	• Activity is on track/no material challenges.
Next Steps:	• Planning for relevant food safety trainings will be conducted alongside relevant hospitality and agriculture activities to ensure that activity beneficiaries with relevant businesses will receive timely food safety training assistance to support implementation of relevant activities.

1003B: Development of Local "Georgia" GAP System with GFA	
Results/Updates:	• Activity 1003 has been modified and split into new stand-alone sub-activities as follows: 1003A – Food Safety Training Program for Zrda Micro and Small Businesses (Hospitality and Agriculture); 1003B – Development of Local Georgia GAP System with GFA; • During Q1, FY 2018, and using the GAP expert's report on Georgia GAP, a development action plan was initiated in cooperation with GFA and MoA. • Zrda international GAP expert prepared the Terms of References (TOR) for tendering the consultancy support that will be required to assist GFA to develop the new Georgia GAP Certification Scheme. • Zrda conducted a competitive solicitation process for the consultancy support sub-award and received two offers from international organizations. Evaluation of the offers was completed during Q1 and negotations with the selected offeror were initiated alongside the USAID approval process.
Challenges:	• Activity is on track/no material challenges.
Next Steps:	• USAID approval is still pending prior to contracting. Expected to complete contracting in early Q2 so implementation may begin no later than March 1, 2018.

1004A: Greenhouse & Agro-Insurance Promotion (under 1004: Facilitate Access to Finance)	
Results/Updates:	• In November 2017, 3 greenhouses (one in Shida Kartli and two in Samegrelo) were damaged by severe weather conditions, notably wind nd snow. The insurance company took all required measures, and currently is in process of calculating damage, to finalize the compensation to farmers. • The pilot greenhouse insurance product raised interest amongst other insurance companies who plan to introduce this product on the market in the future.
Challenges:	• The first insurance claims are now under processing and Zrda is awaiting finalization of compensation to determine how effective the program may be.
Next Steps:	• Zrda is incorporating an insurance requirement into our second phase greenhouse subsidy activity, which shall launch in Q2. • Zrda has reached a preliminary agreement with the MoA to co-sponsor a national round table event on agro-insurance in Q1/2 of FY2018 (Activity 1004B, still under design).

1004C: Value Chain Financing Pilot Scheme	
Results/Updates:	The goal of this activity is to develop a replicable value chain financing model to support the strengthening and sustainable development of fruit and vegetable value chain actors and farmers by facilitating access to financial services for the latter. Zrda has signed a Memorandum of Understanding (MOU) with Crystal Microfinance Organization and will facilitate a partnership between Crystal and Agro-Com, a Farm Service Center operating in Shida Kartli region, to implement the scheme. • A coordination meeting between Zrda, Agro-Com and Crystal was held in Gori. Parties agreed on the partnership and VC financing schemes; • Agro-Com provided list of 134 farmer clients from Zrda communities, with total estimation of annual working (input) capital need of up to GEL 1 million. This will help Crystal to determine reasonable credit limits for these farmers in advance. Farmers, based on their need, will use the approved credit during the agriculture season to purchase required inputs from Agro-Com and then repay the credit to Crystal after harvesting.
Challenges:	• Activity is on track/no material challenges.
Next Steps:	• Finalize paperwork and start implementation of the activity; • Implement promotion campaign to inform potential beneficiaries about the opportunity; • Start identification of potential beneficiaries; • Support beneficiary farmers to get extension consultation packages through Agro-Com; • Start disbursement of loans; • Facilitate Agro-Com's involvement in supporting farmers to find buyers for their products.

1006: CHCA No-Interest Micro-Loan Facility for Western Georgia	
Results/Updates:	Under the CHCA no-interest loan program in Zugdidi, 37 applications were received during the fourth application round held during Q1, FY 2018, of

1006: CHCA No-Interest Micro-Loan Facility for Western Georgia

which, 30 applicants were invited for interviews, and 24 were selected to attend the business skills trainings.

- 14 loan applications have been approved as follows: 8 in agricultural sector, and 6 loans in non-agricultural sector; 11 in Zugdidi and 3 in Tsalenjikha municipalities.
- Overall, loans in the amount of GEL 64,000.00 were approved under the fourth application round.
- As a result of the overall activity monitoring process, all borrowers utilized the loan proceeds in accordance with their applications and all have made all loan repayments on schedule. Only one borrower has had a late payment and as of December 31st, he has made up all outstanding payments. As of Decembers 31, 2017, total loan amount disbursed under the activity is GEL 251,350.00 and the total repaid amount is GEL 133,909.00.

Photo: An interest-free loan allowed [redacted] from Ganmukhuri village, Samegrelo, to expand her sewing business using an interest-free loan of GEL 2,000 to purchase a sewing machine, apparel making tool kits and fabric for school uniforms. Having met the requirements for the customized uniform order, [redacted] has earned GEL 10,000 and a reputation for reliability. To expand her business, [redacted] plans to buy an embroidery machine and further increase profit by reducing costs.
(Photo Credit: Chemonics International Inc.)

Challenges: Activity is on track/no challenges observed.

Next Steps:

- Disburse loans under fourth round
- Start implementation of fifth round
- Continue monitoring of disbursed loans.

1008: Akhmeta Municipality Micro Grants Activity

Results/Updates:

During Q1, FY 2018, Zrda completed the micro grants activity for Pankisi Valley with the finalization of awards to the ten selected beneficiaries. The grantees have demonstrated an immediate improvemnet of services and product development and increased of incomes by GEL 13,000 in the first months of implementation.

Zrda Grantees in Pankisi include:

- Sakobiano Community – (1) Poultry Farm Expansion
- Duisi Community – (2) Shawarma Restaurant; (3) Fast Food/Bakery; (4) Plumbing Business; (5) (6) Two Guesthouses
- Jokolo Community – (7) Cafe/Fast Food; (8) Guesthouse;
- Khalatsani community – (9) Welding; (10) Pastry/Bakery

1008: Akhmeta Municipality Micro Grants Activity

Zrda grantee Pastry/Bakery from village Omalo, Pankisi Valley (Photo Credit: Chemonics International Inc.)

Zrda grantee Shawarma Place in village Duisi, Pankisi Valley Valley (Photo Credit: Chemonics International Inc.)

Challenges:

- Out of the selected eleven original grantees, Zrda terminated the grant agreement with one grantee - Feed Mill Service Provider (Corn) in the Jokolo village due to non-completion of the project within the set timeline.

Next Steps:

- Zrda will continue to monitor operations of the entrepreneurs during the second quarter.
- Due to Zrda geographic expansion to an additional 5 communities in the Akhmeta municipality, this activity will be modified to expand eligibility to MSMEs from all Zrda target communities of the Akhmeta municipality. The program will be launched in early February 2018. Zrda plans to award up to 60 grants with an average value of GEL 4,000.

1009: ICT, Innovation, & Entrepreneurship Activity with GITA

Results/Updates:

- Based poor performance of the partnership with GITA through the end of FY 2017, Zrda and GITA worked during Q1, FY 2018 to reassess and redesign all joint activities moving forward.
- In particular, Zrda and GITA have agreed to work together on the development and delivery of an E-literacy Improvement Program in Zrda's target municipalities and communities through existing and planned GITA Innovation Hubs and Community Innovation Centers. Zrda will support GITA to upgrade syllabi for IT-related vocational training programs, develop an online training platform to offer and carry out live-stream trainings, and deliver three-module trainings (e-commerce, e-business, e-governance) to up to 1,000 MSMEs operating in all Zrda target regions during calendar year 2018.
- As part of the program, Zrda shall help the most advanced and motivated MSMEs to develop marketable content for their business web-pages and social media marketing strategies.
- Zrda will continue to partner with GITA to support Innovation and Entreprenership Promotional Event in Zrda target communities.

1009: ICT, Innovation, & Entrepreneurship Activity with GITA	
	• Zrda and GITA agreed on an amendment to the MOU reflecting these changes during Q1 and it will be executed in Q2.
Challenges:	• GITA was limited in their ability to effectively and in a timely manner meet the obligations under the current MOU, making plans and requests and then having very little follow-through. As such, the partnership modality received considerable attention during Q1 and it was resolved to concentrate on one discrete joint activity with high numbers of beneficiaries. Capacity building activities were removed due to a lack of commitment from GITA. Furthermore, more intensive support from dedicated World Bank project staff within GITA in the newly proposed activities provides higher levels of confidence that obligations will be met since the joint activities are also deliverables required under the agreement with the World Bank.
Next Steps:	• Execute modification of GITA/Zrda MOU early in Q2. • During Q2/3, Zrda will support GITA to upgrade training syllabi and develop and test a training platform for distance learning IT-related training modules (IT Help desk, cyber security, VOIP, Python, Front-End, Java, Javascript, PHP, C#, SQL, Android and iOS programming) using a combination of in-person and live-stream trainings. • GITA will deliver three-module E-literacy trainings to MSMES and Zrda will render content management services for the most motivated and advanced MSMEs working in Zrda target communities. • Continue to support GITA to identify functions and models of the regional innovations centers and hubs.

1010: SME Technical Assistance Facility for Certifications & Business Services	
Results/Updates:	The activity aims at addressing needs and demand of Zrda target SMEs/lead firms in terms of technical assistance (TA) to support access to finance, implementation of modern standards and technologies, exports and other activities leading to sales, profitability increase, and new jobs. This activity takes a different approach to implementation than the previous methodogy employed under Activity 1001. Zrda will solicit sub-award applications directly from target SMEs/lead firms operating in Zrda target communities and/or having market linkages with MSMEs, and or creating job opportunities for individuals from Zrda target communities, within the Zrda target value chains, and through these sub-awards, Zrda will subsidize 50% of the consulting service fee, up to a predetermined maximum amount. • Request for EOIs was issued to identify partner business consulting service providers; • 22 EOIs were received from business consulting service providers.
Challenges:	• Activity is on track/no challenges observed.
Next Steps:	• Interview business consulting service providers and select partners; • Analyse prices of services and define cealings for Zrda subsidies by service groups; • Issue APS to identify beneficiary SMEs/lead firms; • Implement promotional campaign in partnership with Enterprise Georgia, Gazelle Finance and other relevant partners.

1011: Restaurant Service Improvement Activity	
Results/Updates:	• Zrda held information meetings Zrda target regions to identify restaurants and cafeterias and determine their needs. Over 80 restaurants/gastronomy service providers participated in the information meetings. • Information meetings will inform the design of restaurant support packages, which may include training and technical assistance, and limited financial support for menu design improvement (including translation), marketing (online and offline), customer service training, and cross-marketing opportunities with complementary products/services.
Challenges:	• Activity is on track/no challenges observed.
Next Steps:	• During Q2, design of support packages will be finalized and procurement of relevant service providers for training and technical assistance will be started.

1012: Model Guesthouse Activity	
Results/Updates:	This activity will develop model guesthouse(s) in Zrda target regions for replication by other guesthouses, including model infrastructure, arrangement of interior and exterior space, model service package(s), model soft skills (business, marketing, customer service, etc.). • RFA issued to identify and select one model guesthouse in Samegrelo and one in Samtskhe-Javakheti; • Information sessions held in Zugdidi and Akhaltsikhe for potential beneficiary guesthouses from pre-defined target communities
Challenges:	• Activity is on track/no challenges observed.
Next Steps:	• Select beneficiary guesthouses and sign sub-award agreements; • Start implementation of sub-award projects; • Negotiated private sector partnerships for potential additional sponsorships (in process).

1013: Tourism MSME Training Needs Assessment & GNTA Training Program	
Results/Updates:	• Zrda joins effort with GNTA to train and upgrade services practiced by tourism MSMEs located in Zrda's target regions. Zrda will support the outreach and training needs assessment process engaging youth in Samegrelo and Samtskhe-Javakheti. To this end, Zrda and GNTA developed a questionnaire to be disseminated among representatives of the accommodation, food and transportation industries to explore existing skill gaps and needs for training. Based on the findings, GNTA will provide the requisite trainings in the regions and Zrda will facilitate recruitment of relevant tourism enterprises and individuals to participate. AMP was developed and approved during Q1, FY 2018.
Challenges:	• GNTA budget is still pending approval that means that funds available for training program is still not determined.
Next Steps:	• In late January, once the GNTA budget is approved, Zrda will recruit interns and start the needs assessment process. Zrda will report the finding to GNTA and will support the mobilization of participants for relevant trainings during Q2 and Q3.

ZRDA SUB-PURPOSE 2: INCREASE PRODUCTIVITY OF RURAL HOUSEHOLDS

Activities under Sub-Purpose 2 focus on supporting rural households to increase their productivity and incomes from both on- and off-farm livelihoods opportunities. Sub-Purpose Level 2 indicators and progress made as of FY 2017 are provided in Table 4 below.

Table 4. Zrda Sub-Purpose Level 2 Indicators

SUB-PURPOSE LEVEL 2 INDICATORS				
INDICATOR	**FY 2018 TARGET**	**YTD FY 2018 ACTUAL (% OF TARGET)**	**LOP TARGET**	**CUM. (%) OF LOP TARGET**
2.1.1 Number of households accessing market data through USG-support communication channels (C)	30,000	2,000 (7%)	64,570	14,074 (22%)
2.2.1 Number of households and others who have applied new technologies or management practices as a result of USG assistance (C/F)	1,100	2,086 (190%)	4,800	2,676 (56%)
2.3.1 Number of individuals who received USG supported short-term agricultural sector productivity training (C)	1,000	172 (17%)	3,600	836 (23%)
2.4.1 Number of hectares under improved technologies or management practices as a result of USG project (F)	2,000	440 (22%)	6,000	787 (13%)

2001: Berry Nursery Establishment Activity

Results/Updates:

- Based on competitive selection process 7 beneficiaries have been selected in Samegrelo, Kvemo Kartli, Samtske-Javakheti, and Kakheti (Akhmeta Municipality) who are interested and qualified to arrange blueberry, raspberry and blackberry nurseries. Beneficiaries have already prepared the lands and seeded rye (rye plantation is used as a source of soil fertilization. At the same time this crop is allelopathy which reduces the weeds in the plantation);
- Zrda has completed an international tendering process and selected suppliers of quality planting materials for the proposed berry nurseries.

International berry expert with regional staff during the berry nursery selection process (Photo Credit: Chemonics International Inc.)

Challenges:

- One of the selected beneficiaries from Shida Kartli was rejected because the farmer requested a specific variety of raspberry ("brilliant"), which was not in the list of Zrda recommended varieties for the climatic conditions and the beneficiary was not interested in the varieties proposed by Zrda experts.

Next Steps:

- On the upcoming second mission, the international berry expert will provide recommendations on new technologies for berry nursery establishment;

2001: Berry Nursery Establishment Activity

- Berry planting stocks are expected to arrive by March 1, 2018.
- Nursery establishment process will start in February 2018.

2002: Train Farmers on Market-Driven Production Practices

Results/Updates:

Activity 2002 has been modified in the FY 2018 Annual Implementation Plan (AIP) such that support to private sector extension via private Farm Service Centers (FSCs) will be broken out into a separate activity (2002A) and the updated 2002 will focus on continued support to public sector extension services.

Strengthening & Capacity Building of State Extension ICCs:

- During the reporting period Zrda distributed field laboratory testing tools to seven (for a total 14 to-date) Information and Consultation Centers (ICCs) in Zrda target municipalities. Zrda technical staff and local STTA provided training for ICCs specialists on use of the tools.
- Zrda initiated the procurement process for three laboratory testing toolkits for the newly added three ICCs from Akhalkalaki, Adigeni, and Borjomi Municipalities.
- Zrda's recommendations were reflected in the extension strategy approved by Ministerial Decree. Our recommendations were addressed to develop Consultation Service Packages, link farmers to existing mobile and agro-information platforms, develop networks of agricultural meteorological stations, and stimulate collaboration between public and private extension services.

Challenges:

- The qualification and skills of ICC staff still needs improvement. The number of farmers served by ICCs remains low. As such, Zrda will continue to support ICCs with trainings and consultations to improve their qualification in order to make accessible their services to more farmers operating in Zrda targeted communities.

Zrda technical team and vegetable growing STTA provide training to ICC and FSC specialists on usage of laboratory testing tools (Photo Credit: Chemonics International Inc.)

Next Steps:

- Zrda will provide an additional three lab kits for new ICCs (Borjomi, Adigeni, and Akhalkalaki) in municipalities where Zrda will start to work within the scope of the recently executed modification. Training and capacity building, including the continuation of experts' days within each ICC will continue throughout FY 2018.
- Zrda will conduct intensive production training to demonstration farmers by both international and local experts, including partner ICCs and FSCs.

2002A: Private Sector Extension System Development

Results/Updates:

Private Sector Extension Support through Development of Commercial Extension Packages with FSCs:

- During Q1, FY 2018 the specialists from selected FSCs from Shida Kartli, Kvemo Kartli, Samtskhe-Javakheti and Samegrelo regions attended trainings with ICCs specialists regarding the usage of laboratory testing tools.
- Three selected FSCs from the Shida Kartli, Kvemo Kartli, and Samtskhe-Javakheti regions provided final reports for delivering consultation service packages during the 2017 agricultural season. FSCs provided consultation service packages for 10 Zrda-supported berry and vegetable demonstration farmers. Additionally, FSCs collectively sold 47 consultation packages to farmers and companies operating in Zrda target communities. As a result of receiving the consultation services, during Q1, FY 2018 the farmers have reported GEL 584,510 of sales revenue.
- Zrda began to work with FSCs to introduce a subsidy scheme for establishing demonstration plots trough the FSCs, the demonstration activity covers berry, vegetable, and piloting orchard rehabilitation services in Shida Kartli to assist farmers with renovating their increasingly outdated, unproductive, and unprofitable apple, pear, cherry, and plum orchards. The new approaches with FSCs include increasing number of consultation packages delivered to the farmers through the interns hired by FSCs.

Establish Community-Level Demonstration Plots to be Supported by FSCs

- Zrda supported 18 berry and 10 vegetable farmers, who established demonstration plots on 3.7 hectares for tomato, potato, bean, onion, and garlic production and 4.3 hectares of strawberry, blueberry, and raspberry demonstration plots. During Q1, FY 2018 demo farmers harvested vegetable crops - 46.8 tons generating GEL 23,405 in sales revenue. Berry farmers had initial yield of 2,500 kg that generated GEL 14,150 in sales.

Challenges:

- The qualification and skills of FSC specialists still needs improvement, both as related to technological aspects of crop production as well as usage of laboratory testing tools.

USAID Zrda supported [redacted] from Darcheli village of the Zugdidi Municipality to establish a 0.2 ha strawberry demo plot (Photo Credit: Chemonics International Inc.)

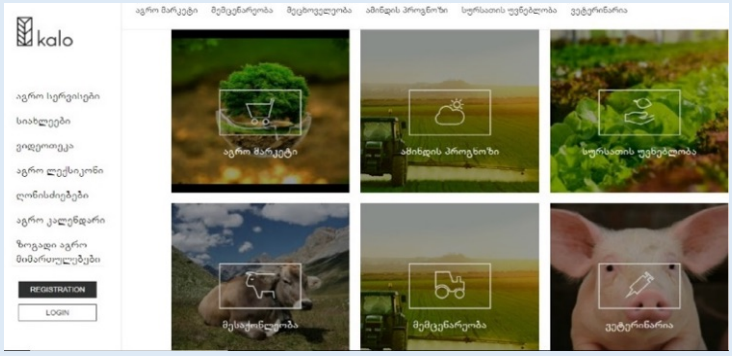
Next Steps:

- Zrda will continue to support FSC to provide consultation service packages to at least 400 farmers during the 2018 agricultural season.
- Zrda expects to support FSCs to implement an additional 25-40 demonstration plots across all regions.
- Zrda will conduct intensive production training to demo farmers by both international and local experts and FSCs.
- Zrda will recruit new FSC partner(s) to cover Akhmeta and Ninotsminda municipalities where to-date coverage has been lacking.

2003A: Credo Agro-Information Portal (Under 2003: Promote Market Information Systems and Electronic Match-Making Services)

Results/Updates:

- Zrda partner RDFG, in partnership with Credo Bank and the IT group – Webintelligence, is finishing development of Credo's Agro-Information portal www.Kalo.ge to support local farmers and Credo clients easily access to up to date information, agriculture services and finance.
- The *alpha* version of the portal has been developed and sheared with partners. The IT group is making revisions according to the comments discussed among partners and the *beta* version will be launched at the end of January 2018 and rigorous testing will begin.
- Zrda agriculture experts continue to develop articles and other materials for the portal. Through Q1, FY 2018, 43 articles on the vegetable sector were developmed and approved for inclusion in the portal.
- Credo Bank is discussing portal handover procedures with Zrda partner RDFG. The handover will take place once the portal is lauched and operational.



Screen Shot: Alpha version of Kalo.ge portal front splash page (Credit: Credo, RDFG, Webintelligence)

Challenges:

- The agro-information portal Kalo *beta* version development was delayed until the end of January 2018, due to incorporating key elements in the portal, client's account, access to agro loan, etc. In addition, a focus group meeting was arranged to discuss the overall design and functionality of the portal with credo loan officers, local farmers, and sector representatives to improve the user-friendliness of the final product.

Next Steps:

- RDFG and Credo will complete the Kalo.ge *beta* version and final design by February 2018 and the portal will be launched in early March.

2003B: GFA Agro-Information and Electronic Match-Making Platform (Under 2003: Promote Market Information Systems and Electronic Match-Making Services)

Results/Updates:

- During Q1, FY 2018 Zrda implementing partner GFA and the Georgian Farmers Distribution Company (GFDC) actively started operating and monitoring of the joint agriculture platform Agronavti, which supports local farmers to sell their produce through this mobile matchmaking system to high value hospitality buyers such as the Adjara Hospitality Group. Currently Agronavti has 2,000 users, with 150 farmers regularly updating information on their products and engaging in sales activities.
- To publicize the platform and provide information to farmers, GFA is using various tools on a daily, weekly, and monthly basis, such as Agro Digest, Agro Prices, Agro Statistics, and Land Auction. In total, 415 posts have been published through the end of Q1. Presentations have been provided in

2003B: GFA Agro-Information and Electronic Match-Making Platform (Under 2003: Promote Market Information Systems and Electronic Match-Making Services)

printed and online media, including in TV shows like Ferma, Analitika, and Marketeri.

- During the reporting period, GFDC, through Agronavti, managed to collect and sell GEL 470,000 worth of products from 50 local farmers. This included GEL 210,231 of vegetables, berries, dairy products, and honey from 15 farmers from Zrda target municipalities.
- GFA is actively assisting GFDC to develop a cold storage facility and all related regulatory permissions to start the construction process that will enable GFDC to easily manage their supply chain and distribution processes. Currently, the 5,000-square meter and 300-ton capacity storage design is completed, permissions have been obtained from state and local governments, and the design for utility services and communications is ongoing. By the end of Q1, this partnership resulted in leverage of GEL 33,930 from GFDC on the storage project, which will be located in the village of Gamarjveba in the Gardabani municipality. The construction of the storage facility will cost approximately GEL 2,300,000.
- As part of the cold storage facility project, GFDC has successfully carried out negotiations with the Agricultural Projects Management Agency (APMA) to attract additional financing for the project in the amount of GEL 600,000.

Rendering of the GFDC/GFA Storage Facility (Credit: GFA/GFDC)

Challenges:

- The date for groundbreaking on construction has been delayed until March 2018 due to the winter season.

Next Steps:

- GFDC will start the construction process of the cold storage facility at the end of next quarter.
- GFA will regularly monitor portal figures and publicize Agronavti among Zrda regions and farmers to link local farmers and increase sales.

2003C: APS Sub-Award to Elva to Support Development of the Traktor Platform (Under 2003: Promote Market Information Systems and Electronic Match-Making Services)

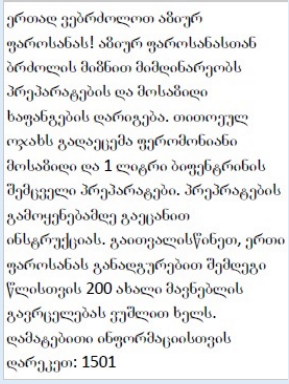
Results/Updates:

- During Q1, FY 2018, the sub-award agreement between Zrda and NGO Elva on developing two new modules for agro portal Traktor: Farm Help and Traktor Shop was successfully completed. The portal is fully functional and counting an increased number of users and sales on quarterly basis.
- Currently the Traktor platform has more than 13,700 registered users and subscribers countrywide, 13,157 unique visitors, and 8,439 registered quarterly active users.
- Through the end of Q1, Traktor Shop has reported GEL 73,386 in new sales, exceeding the targeted GEL 63,500. A total of 277 online registered farmers used new technologies and purchased agriculture products including

2003C: APS Sub-Award to Elva to Support Development of the Traktor Platform (Under 2003: Promote Market Information Systems and Electronic Match-Making Services)

seeds, pesticides, fertilizers, saplings, etc. via cash or wire transactions through the online platform.

- Traktor consultants answered over 10,000 individual questions via Farm Help, Social Media, e-mail, and call center, with seven consultants assigned to the support the service.
- At the initial stage Elva established a partnership with one of the leading input suppliers, Cartlis Agrosystems, for Traktor Shop. By the end of Q1, Elva has signed up and additional eight partners: LTD CTE, Borun Sofkimia, Aerosphere/Noblex, Agrocenter, Agrovitae, Bekiuri, Biorenica, and P&G. Traktor Shop currently offers more than 667 products through its online store.
- Based on a request from the MoA in September 2017, Zrda, through Elva, supported the public information campaign on the Brown Marmarated Stink Bug (BMSB) infestation affecting Western Georgia via the Traktor Platform. In coordination with the MoA and the National Food Agency (NFA), Elva contributed to the national public outreach campaign through: I) SMS campaign that sent messages seven times to reach over 18,000 individuals in west Georgia; II) published three BMSB articles that were viewed 8,929 times; and III) posted to social media 10 message advertisements that reached 509,637 Facebook users.



Sample BMSB SMS Message (Credit: Elva/Traktor/NFA)

Challenges:

- Activity is completed, no challenges to report.

Next Steps:

- Zrda will monitor Traktor's functionality and portal improvements on a quarterly basis and continue to publicize among Zrda farmers to help them access new technologies. Elva/Traktor will continue to report quarterly sales and outreach information through December 2020.

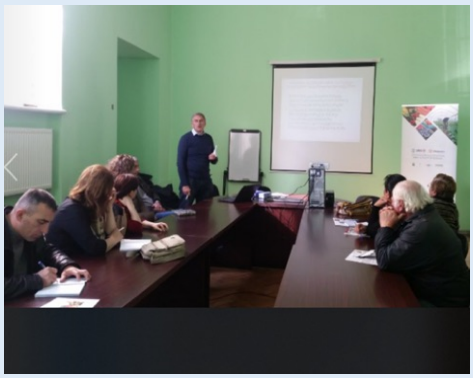
2004B: Development of Certificate Course in Post-Harvest Management

Results/Updates:

- GLA delivered two promotional training sessions on two modules of the PHHM certificate course in Gori. In total, 55 farmers, warehouse operators, and greenhouse owners, as well as Gori EuroRegional Teaching University students and teachers gained practical knowledge of harvesting, cold-storage facility management, temperature regulation, primary processing, sorting and grading, packaging and transportation of fruits and vegetables. Out of 55 training attendees, 13 participants attained the required 65% of the test barrier and obtained a Certificate on Successful Completion of the particular modules (PHH of Fruits or PHH of Vegetables).

2004B: Development of Certificate Course in Post-Harvest Management

- To further integration of PHH of Fruits and Vegetables into the curricula of regional universities, GLA, in partnership with Zrda, organized Training of Trainers (ToT) for the faculty of the Akhaltsikhe University and Gori Euroregional Teaching University. The ToT participants worked on the development of syllabus for the PHH of Fruits and Vegetables training course with engagement of private sector representatives, who agreed to partner with universities and provide guidance and practical sessions for students.
- GLA officially registered the manuals developed with Zrda support for PHHM training course at the National Library and obtained International Standard Book Number (ISBN) unique code. The manuals will be provided to universities as the as reference materials for faculty and textbooks for students.



GLA Training in Gori (Photo Credit: Chemonics International Inc.)

Challenges:

- Activity is on track, no material challenges.

Next Steps:

- GLA will continue further assistance to Gori and Akhaltsikhe universities to finalize integration of PHHM certificate training course into the universities' curricula as an obligatory discipline or an elective module.
- Starting on February 2018, Akhaltsikhe University plans to offer the module to the bachelor degree program students of the Agronomy Department in the sixth semester.
- Gori EuroRegional Teaching University contemplates to offer the PHHM training course to its agronomy students starting September 2018.
- Zrda, GLA, and Gori and Akhaltsikhe universities will execute trilateral MOUs to track and report the data related to students attending the PHHM of fruits andvVegetables modules over the life of the Zrda activity.
- GLA plans to announce an open PHHM certificate training course in partnership with Caucasus School of Business (CSB) Training Center in 2018.
- If there is sufficient demand from the private sector on the PHHM certification/modular course, GLA and CSB Training Center will offer the trainings at least twice a year.

2004C: Tour Guides Training and Certification

Results/Updates:

- Zrda has developed an AMP for a Tour Guides Training and Certification course with the engagement of a sector association or training institution to be selected through open competition. The objective of the program is to create a pool of qualified tour guides, serving incoming tourists/visitors in Zrda target municipalities. This certification program will stimulate new job

2004C: Tour Guides Training and Certification

	creation in the target regions. In 2018 Zrda expects to deliver the certification trainings to up to 80 potential tour guides. The beneficiaries of the program will be tour operators, hospitality sector actors, youth, and local and international visitors/tourists, once more guides are trained and offering their services on the market.
Challenges:	• Activity is on track, no material challenges.
Next Steps:	• In Q2, FY 2018, Zrda will launch an RFA to select an appropriate sector association or training institution to ensure development and implementation of the vocational training program for the tour guides in Zrda target regions. • Zrda shall engage an international tour guides training expert to develop and incorporate a module that shall equip the students/potential tour guides with special set of skills.

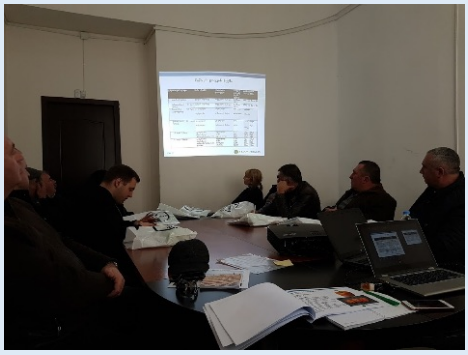
2005: Greenhouse Technology Promotion & Training

Results/Updates:	• During Q1, FY 2018 Zrda-supported greenhouse farmers produced 4,500 lettuce seedlings, 10,000 strawberry plants, 8,000 kg of cucumbers, 9,800 kg of tomatoes, 2,067 kg of herbs, 1,500 kg of sweet peppers, and 2,000 kg of beans, generating new income of GEL 131,085. • During Q1, FY 2018, Zrda supported five greenhouse farmers in Pankisi to begin herb production, generating income of GEL 4,514. The production of herbs and vegetables under a protected environment is very new for Pankisi, introduced by Zrda in 2017. Based on the success of the pilot, Zrda expects this activity to be extended by additional investments. • Zrda has partnered with the Government of the Autonomous Republic of Abkhazia (GARA) to provide surplus GoG-owned greenhouse frames (0.4 ha). In this reporting period eleven farmers (five from Shida Kartli region and six from Samegrelo region) were selected to participate in the program. The greenhouse installation process will be completed in Q2 of FY2018. • Zrda facilitated business referrals between Kartuli Mosavali Ltd (leading distributor of fruits and vegetables on both Georgian and export markets) and 49 greenhouse farmers from the targeted communities in Samegrelo, Shida Kartli, and Kvemo Kartli regions. It is expected that Kartuli Mosavali Ltd will buy vegetables from Zrda-supported greenhouse beneficiaries, beginning in Q2 of FY2018. • The first insurance claims were filed by three Zrda-supported greenhouse farmers to UNISON following damages caused wind and snow and UNISON is in the process of reimbursing these farmers, showing that the new products are useful and are being honored by the insurer. *2000 m² greenhouse of lettuce plantation in Rachisubani village, Bolnisi municipality (Photo Credit: Chemonics International Inc.)*

2005: Greenhouse Technology Promotion & Training

Challenges:	• GARA delayed the distributing of greenhouse frames for eleven newly selected farmers, resulting in a delay of the installation process. • Three greenhouses from the Samegrelo and Shida Kartli regions were affected by strong wind and snow during Q1, resulting in damages. The greenhouses were insured in UNISON and owners are in process of receiving reimbursement agains their loss claims.
Next Steps:	• Under Zrda and GARA's partnership, the activity will provide an additional 0.4 hectares of low cost greenhouse frames on long-term leases to the greenhouse farmers operating in Zrda target regions. Installation will be finalized in Q2. • Intensive production trainings will be conducted for greenhouse farmers by both international and local experts, including partner ICCs and FSCs. • Zrda will facilitate linkages of FSCs with farmers for sale of consultation packages beginning in Q2. • Zrda will sign MOU with APMA to plan joint activities for supporting greenhouse farmers in Zrda target regions. • A second phase of the greenhouse subsidy scheme will be launched during Q2, FY 2018.

2006A: Sweet Bell Pepper Introduction in Zrda Target Regions

Results/Updates:	• Zrda, in partnership with GFA, began the process of identifying farmers ready to start or expand sweet bell pepper production in Zrda target communities from the Kvemo Kartli region. Rijks Zwaan, a leading Dutch seed company, along with local partner company, Noblex Ltd, will provide the recommendations concerning the technological part of sweet pepper production to the selected farmers. Zrda local experts jointly with MASHAV vegetable experts will be involved in this activity to add value in the technical assistance provided by partners. • During Q1, Zrda released the RFA to select beneficiary farmers. • Zrda invited local representatives of Rijks Zwaan to provide interested farmers with the information of technological aspects of sweet bell pepper production.
Challenges:	• The requested contribution from the farmers' side will be high, taking into the account that the price of bell pepper seeds is expensive and may suppress interest from a large number of farmers.  *Rijks Zwaan seed company conducts training on bell pepper production technology. (Photo Credit: Chemonics International Inc.)*

2006A: Sweet Bell Pepper Introduction in Zrda Target Regions	
Next Steps:	• Select farmers and arrange demo plots • Provide trainings and consultations to farmers related to the bell pepper production technology. The international (MASHAV, F2F) and local experts will be involved in the training programs.

ZRDA SUB-PURPOSE 3: FACILITATE MARKET LINKAGES BETWEEN PRODUCERS & BUYERS

Under Sub-Purpose 3, Zrda's activities promote new and improved linkages between producers and buyers, ranging from local smallholders to large international companies. Activities envisioned under this Sub-Purpose 3 fall under three broad categories: Trade Fair Support Activity - including tourism events/fairs (3001), Product/Service Market Support activities (3002), and Development of Market Linkages (3003). In terms of market linkages (3003), a dedicated AMP will not be developed for this activity but rather, linkages will be opportunistically facilitated within other approved activities or directly with partner firms through relationship development activities. In some cases, where a linkage may require dedicated resources, a stand-alone AMP would be developed. Sub-Purpose Level 3 indicators and progress made as of Q1, FY 2018 are provided in Table 5 below.

Table 5: Zrda Sub-Purpose-Level 3 Indicators

SUB-PURPOSE LEVEL 3 INDICATORS				
INDICATOR	**FY 2018 TARGET**	**YTD FY 2018 ACTUAL (% OF TARGET)**	**LOP TARGET**	**CUM. (%) OF LOP TARGET**
3.1.1 Number of new market referrals established through USG assistance (C)	500	99 (20%)	1,300	4,239 (326%)
3.2.1 Number of market linkages established through USG assistance (C)	300	50 (17%)	720	1,224 (170%)

3001B: Anaklioba Festival (under 3001: Trade Fair Support/Tourism Festivals/Events Support)	
Results/Updates:	• Anaklioba Festival, serving as a platform for businesses, cultural and entertainment activities, income generation and job creation opportunities in the Samegrelo region, is under consideration for a repeat performance during the summer of 2018. • Zrda has conducted several meetings with the Samegrelo Governor's office and Zugdidi municipality representatives to plan the format for the festival and discuss permanent infrastructure (water and electricity systems) installation on the festival territory (Anaklia Promenade). • The allocation of additional funds from the Zugdidi municipal budget was discussed to ensure sustainability of the festival over the long term.
Challenges:	• The Samegelo Governor's Office is in the process of procuring services for development of the Master Plan for Anaklia-Ganmukhuri. The development of a master plan may take more than 12 months, which means that the local municipality will not be ready to install any infrastructure on the festival territory, or hold the festival at all during 2018. • The Samegrelo Governor's office is considering the option of moving the festival to another location, where appropriate infrastructure already

3001B: Anaklioba Festival (under 3001: Trade Fair Support/Tourism Festivals/Events Support)	
	exists. Zrda was promised to get final confirmation about holding the Anaklioba festival in 2018 and its potential new location by early March 2018.
Next Steps:	• To work closely with local government for planning the festival, if confirmed. • To hold PPD meetings to improve the format and sustainability of the festival such as sponsorships, stand rentals, and service fees for utilities.

Activity 3001D: Tourism Trade Fair Support for Regional Promotion Activities	
Results/Updates:	• Zrda, in coordination with GNTA and tour operators, has shortlisted 5-8 international trade fairs for consideration to support regional attendance. A final decision of the exact fair and modaility of attendance will be finalized in Q2, FY 2018 in consultation with GNTA. • Zrda began recruitment of an international expert who will share best practices about new product development and marketing with tour operators and regional working group (DMO) representatives, in order to prepare for presentation of the new regional products at the selected fair in 2018..
Challenges:	• Tour operators have not developed and are not ready to market and promote regional touristic products at the international trade fairs. • Lack of experience to participate in the fairs as a region is a challenge. Training regarding trade fair preparation is necessary for the local municipality representatives.
Next Steps:	• Zrda is targeting fall 2018 for the first trade fair at which regional participation (Samegrelo and Samtskhe-Javakheti) will be supported. • Zrda will finalize recruitment of the international expert in Q1, FY 2018 and schedule the STTA program to work with tour operators and regional municipality representatives (DMO working group members) on the development of new touristic products, learn marketing tools, and jointly plan for fair attendance in the fall.

3002A: Digital Marketing Development (under 3002: Product/Service Market Support)	
Results/Updates:	• A total of 308 small hotels and guesthouses, as well as 23 restaurants have registered in international reservation portals such as: booking.com, airbnb.com, and tripadvisor.com in Samegrelo, Shida Kartli, Pankisi, and Samtskhe-Javakheti as of the end of Q1, FY 2018 with Zrda assistance. • With support from Zrda, five partner guesthouses in both Samegrelo and Samtskhe-Javakheti (ten in total), have been awarded grant financing from Enterprise Georgia during Q1, resulting in total leverage generated of GEL 261,000 when grant financing is combined with additional private investments. • Through Q1, Zrda's work with guesthouses (both digital market and other support activities), has supported the creation of 309 full-time job opportunities. • Eight new restaurants were registered and supported with professional photography services during Q1. • In order to ensure sustainability, Zrda launched a competitive RFA to select and support one or more local organizations to continue the

3002A: Digital Marketing Development (under 3002: Product/Service Market Support)	
	training program in the regions and support an additional 200 guesthouses to improve their digital marketing capacities. • Zrda also launched an RFQ in Q1 to procure services to lead the development and printing of the digital marketing curriculum, developed by Zrda, that will be distributed to Zrda beneficiaries, tourism stakeholders and GNTA. GNTA has agreed to take ownership of the manual and update it on an annual basis.
Challenges:	• Activity is on track with no material challenges.
Next Steps:	• Prepare Zrda supported guesthouses for the fourth module of the digital marketing curriculum, which is divided in two steps: (1) development of online and offline promotional materials; and (2) support targeted guesthouses to utilize social media sales boosters for promotional campaigns. • Finalize sub-award with the selected local implementing organization for further implementation of the training activity. • Conduct ToT with selected implementing partner for the digital marketing curriculum. • Work with GNTA to finalize the digital marketing manual and print copies for distribution to key stakeholders. GITA has also indicated their interest to pay for printing of manuals.

3002B: Tour Operator & Media Info Tours for Product Development Activity	
Results/Updates:	• The activity aims to create and promote new marketable products that meet the wide variety of tourist demand across multiple market segments. Zrda has already conducted two info tours for 15 inbound tour operators in Samegrelo and Samtskhe-Javakheti regions. • By the end of tourist season, in mid-October 2018, the intervention in Samegrelo generated GEL 800,000 in revenue in its first year. • The result for the Samtskhe-Javakheti tour, which occurred in late Summer 2017, will be collected after the tourist season is resumed in 2018.
Challenges:	• Activity on track/no major challenges.
Next Steps:	• Zrda will organize new info tours for the Kvemo Kartli and Akhmeta municipalities beginning in spring and early summer 2018.

3002C: Chachkari Ethno-Village Development Activity	
Results/Updates:	• Zrda, Georgian House, and Chachkari Development Fund (CDF) signed an MOU to support Chachkari village to become a premier tourism destination together with the Vardzia cave city in the Samtskhe-Javakheti region. • Zrda, Georgian House, and CDF conducted two working meetings with Gogasheni village residents (originally from Chachkari) to motivate and help plan their engagement in commercial activities, both in agriculture and tourism. • Design of a small grants program for Gogasheni is underway and will be finalized in during Q2. The grant program intends to incentivize Gogosheni residents to begin economic activity in Chachkari as part of the revitalization efforts, while also encouraging residents to invest time and effort to begin village clean up activities.

3002C: Chachkari Ethno-Village Development Activity	
Challenges:	• Due to changes in the Ministry of Economy, the procurement of services for Chachkari Master Plan Development continues to be delayed.
Next Steps:	• Finalize Chachkari Project Marketing brochure for use in fundraising and awareness raising amongst key stakeholders and partners. • Support CDF to develop an Action Plan for the next 3 years, including the village development plan. • Finalize and launch the Chachkari/Gogosheni small grant program.

3002D: Adventure Tourism Product/Routes Development in Zrda Target Regions	
Results/Updates:	• To seek partnership opportunities and to avoid overlap, Zrda hosted a roundtable meeting with all stakeholders operating in adventure tourism during Q1, FY 2018. The meeting revealed that there is abundance of natural resources for adventure activities in Zrda target regions that are commercially viable, but experience significant skills and resource gaps. • To respond to the shortage of labor market skills, Zrda developed an RFA during Q1 to identify and support eligible and qualified organizations to develop and deliver theoretical and practical training courses for outdoor adventure guides, including hiking, trekking, camping, spelunking, diving, rafting, and canyoning guides and equip them with appropriate equipment and apparel. The RFA will be released in Q2, and implementation begin upon selection of the implementing partner(s).
Challenges:	• Activity on track/no major challenges.
Next Steps:	• RFA will be released in Q2 and partners identified for implementation of the guide training program. • Training program will begin upon selection of the implementing partners.

3002F: Samtskhe-Javakheti Cookbook Development	
Results/Updates:	• Zrda has engaged Georgian Culinary academy to support recipe collection, testing and design (in-kind contribution) for the Meskhetian Cookbook Development, the first joint activity of the Samtskhe-Javakheti tourism stakeholder working group (future DMO). • Samtskhe-Javakheti working group collected all the recipes from different parts of the region and prepared for use in the book. • Zrda hired a professional photographer who will shoot the photos for the book and work with the culinary academy experts on the book layout design.
Challenges:	• Activity is on track/no major challenges.
Next Steps:	• Finalize the recipes in both English and Georgian languages, including testing. • Conduct photo shoot of the recipes for inclusion in the book. • Finalize layout design and prepare for printing, procure printing services • Book launch scheduled for April 2018.

3002G: Family-Friendly Tourism Services Promotion Activity	
Results/Updates:	• AMP was approved and activity is under implementation.

3002G: Family-Friendly Tourism Services Promotion Activity

	• Zrda began recruitment in Q1 of a short-term consultant on family-friendly services to work closely with hospitality industry beneficiaries • Zrda began to collect data in Q1 on existing hotels and restaurants to work with and is in process of developing an action plan.
Challenges:	• Family-friendly services are practiced worldwide, but are less known in Georgia. Being a novelty, it may take time and effort to create clear picture of how the new service will help attract new customers and boost sales. Furthermore, Zrda may not be able to find the requisite expertise in-country and need to look at other options, including international STTA.
Next Steps:	• Finalize STTA recruitment and launch training and capacity building activities in Zrda regions.

3004: Handicrafts and Artisan Sales and Marketing Support Activity

Results/Updates:	• Research and design of the new activity began in Q1 and the AMP is currently under development. • During Q1, FY 2018, women entrepreneurs from Pankisi participated in the 2017 US Embassy Farmers' Day and presented their products. In total eight women participated in the fair and generated sales of GEL 4,600. • Zrda visited the Pankisi Valley, Zemo and Kvemo Alvani, met with artisans, different tourism stakeholders/hotels, restaurants, NGOs, and international organizations working in this region. at the visit's purpose was to assess the potential of local handmade products, and identified new tourism stakeholders such as retail outlets, guesthouses, restaurants, hotels to plan new product development and marketing activities, support artisans with trainings and product design, and facilitate market linkages with other players of this industry. • The meeting with Georgian Arts and Culture Centre was held in December to discuss potential collaboration in handicarft product development. *Pankisi women entrepreneurs present their products at the US Embassy Farmers' Fair (Photo Credit: Chemonics International Inc.)*
Challenges:	• Activity is on track, no material challenges.
Next Steps:	• Follow-up meetings with Georgian Arts and Culture Centre are planned for Q2 to discuss the challenges facing handicraft businesses in Zrda target regions. • AMP will be finalized and activities will start based on the finalized design.

ZRDA SUB-PURPOSE 4: PROMOTE LOCAL ECONOMIC DEVELOPMENT BY ESTABLISHING NETWORKS

Creating networks will magnify the effect of all Zrda activities by lowering costs, creating better information flows and exchanges, spreading technological innovations, and bridging gaps in existing value chains. Activities under Sub-Purpose 4 promote improvements of existing networks and the establishment of new networks in the public and private sectors. Sub-purpose level 4 indicators and progress made as of FY 2017 are provided in Table 6 below.

Table 6: Zrda Sub-Purpose-Level 4 Indicators

SUB-PURPOSE LEVEL 4 INDICATORS				
INDICATOR	**FY 2018 TARGET**	**YTD 2018 ACTUAL (% OF TARGET)**	**LOP TARGET**	**CUM. (%) OF LOP TARGET**
4.1.1 Number of local/regional markets or market infrastructure (e.g. storage/cold storage, packing/sorting facilities) facilitated with USG assistance (S)	20	4 (20%)	60	8 (13%)
4.2.1 Percentage change in perception of inclusiveness in decision-making processes (S)	N/A	N/A	60%	N/A

4001: Promote Public Economic/Market & Disaster Mitigation Infrastructure Advocacy Planning with Communities

Results/Updates:

- During Q1, FY 2018, Zrda continued working with partner municipalities to follow up on the signed MOUs with the Akhaltsikhe, Aspindza, Zugdidi and Tsalenjikha municipalities on developing the following infrastructure project designs:
  - Rehabilitation of rural road in the Atskuri village, Akhaltsikhe municipality;
  - Rehabilitation of potable water supply system in the Khizabavra village, Aspindza municipality;
  - Rehabilitation of potable water supply system in the Chkhoria village, Zugdidi municipality;
  - Installation of river bank reinforcement gabions in the Pakhulani village, Tsalenjikha municipality.
- Zrda contractor LTD Acharkapmshen provided four completed design packages to Zrda's engineer for review. Atskuri and Khizabavra design packages are approved and Pakhulani and Chkhoria design packages are in the final review process. All packages will be handed over to municipalities to start procurement process for rehabilitation services and execution in calendar year 2018.
- During Q1, FY 2018 the Zrda engineer and environmental specialist conducted assessments of the priority infrastructure projects and received written confirmation from partner municipalities on implementing rehabilitation works in 2018. Selected priority projects are as follows:
  - Rehabilitation of drainage channel in the Ali village, Khashuri municipality;
  - Rehabilitation of Drainage channels in the Guliaantkari and Chvrinisi villages, and irrigation channel in the Bredza village, Kareli municipality;
  - Rehabilitation of Kindergarten in the Kodistskaro village, Kaspi municipality.
- Zrda met with the newly elected local officials in Shida Kartli and discussed potential cooperation with OSCE to implement joint infrastructure projects along the Administrative Boundary Line (ABL). Zrda also provided

4001: Promote Public Economic/Market & Disaster Mitigation Infrastructure Advocacy Planning with Communities	
	information on infrastructure projects in Kaspi, Gori, and Kareli municipalities to OSCE for consideration. Additionally, Zrda continued cooperation with the Municipal Development Fund (MDF), providing design documents from partner municipalities to review and discuss possible co-financing of those projects. • Zrda together with target community representatives provided prioritized infrastructure projects to IFAD/AMMAR for funding. IFAD approved rehabilitation of a 5-kilometer rural road of Bredza community, Kareli municipality to improve access to arable land , benefiting up to 150 local households. Currently the cost-benefit analysis of the project has been completed and RFP announced for design works. During the next quarter, the design company will be contracted to develop the design package within 2.5 months.
Challenges:	• Handover of the project designs to the municipalities is delayed due to the increase of the rehabilitation costs of the projects in Atskuri and Khizabavra. The significant cost increase is caused by including additional works to meet required standards, increase in costs of materials, labor, and machinery. Zrda has finalized the review process and will make payment to the design company and hand over design documents to municipalities during Q2, FY 2018.
Next Steps:	• Zrda will work with new municipalities and communities to develop PIPs. • Zrda will continue to cooperate with OSCE to identify new infrastructure projects for potential financing of projects along the ABL. • Zrda will define priority projects in the Dusheti and Marneuli municipalities, sign MOU for selected projects with partner municipalities and start preparation of the project designs accordingly.

4004A: Beekeeping Cooperative Development (under 4004: Cooperative Development)	
Results/Updates:	• *Equipment for Beekeepers' Cooperatives* – During Q1, FY 2018 Zrda procured and distributed subsidized bee queen and royal jelly production equipment and honey processing mini-lines to six beekeeper cooperatives in the Shida Kartli, Samtskhe-Javakheti, and Samegrelo regions. The equipment will help cooperative members to diversify production of honey products and increase their overall productivity and sales. • *Marketing grants* – During Q1, FY 2018, Zrda carried out grant competition for beekeeping cooperatives and individual honey producers operating in Zrda's target regions. As a result of the competition, seven agricultural cooperatives from the Akhmeta municipality, Samtskhe-Javaekhti and Samegrelo regions will benefit from the Zrda-subsidized marketing support including: registration of product logo and trademark, improvement of product packaging design, development of slogans and tag-lines for successful marketing of the products, package label, etc.
Challenges:	• Delivery of trailers for transportation of bee hives has been cancelled due to problems with the Ukrainian supplier. Zrda is in the process of finding other suppliers.
Next Steps:	• Zrda will continue marketing support activity to its beneficiary cooperatives. • Zrda plans to re-announce an RFA for beekeeper cooperatives to subsidize equipment for more cooperatives that will facilitate honey product diversification and production increase.

4005: Samtskhe-Javakheti Regional Tourism Development Activity	
Results/Updates:	• Zrda provided support to GNTA with legal consulting to determine the most appropriate legal structure and recommendations to ensure financing to regional DMOs via public sector channels (central government and/or municipal budgets). • Developed a presentation regarding DMO structure and plans for implementation in partnership with GNTA for presentation to the Ministry of Economy (MOE) in order to secure public financing of the DMO upon establishment. • Preliminary DMO budget was prepared together with DMO working group
Challenges:	• Activity on track/no major challenges.
Next Steps:	• Present the charter and the DMO to GNTA and the MOE • Finalize the DMO legal charter and legally establish the DMO, including staffing and office. • Support development of the new products (cookbook in process, regional events calendar to be initiated) • Finalize DMO Action Plan for 2018-19.

4007: Capacity Development of Regional Tourism Information Centers	
Results/Updates:	• Zrda follows its agenda to improve human and institutional capacity of four Tourism Information Centers (TICs) based in Gori, Borjomi, Akhaltsikhe, and Zugdidi. Zrda's tourism development expert has developed recommendations to improve the human capacity of TIC staff and designed the operations manual for TICs to upgrade their services to meet international standards. The expert's recommendations included a list of trainings to support improvement of jobs-related skills and knowledge of the TIC staff, and ways for revenue generation and commercialization of the TIC activities. • GNTA has already started application and enforcement of part of the Zrda expert's recommendations serving the advancement of the TICs daily functions. This includes introduction of communication and reporting system between the TICs and GNTA, new mail responding requirements for TICs, review of visitors' comments and provision of feedback by TICs, maintenance of visitors' statistics, etc.
Challenges:	• Activity on track/no major challenges.
Next Steps:	• Zrda international tourism development expert shall deliver the following deliverables in Q2, FY 2018: ▪ Presentation and training for GNTA, TICs and employees of regional Tourism Divisions countrywide on application and utilization of the newly-developed Operations Manual. ▪ Trainings on revenue generation and writing skills for up to 60 persons representing TICs and regional Tourism Divisions. • Develop a concept on re-decoration of Zrda target TICs through small LSGA grants (US $10,000 per TIC,) that Zrda plans to subsidize for modernization of Gori, Borjomi, Akhaltsikhe, and Zugdidi TICs.

4008: Supporting Modernization & Availability of Professional Car Repair Services (partnership with TEGETA Motors)	
Results/Updates:	• With support of TEGETA, installation of delivered equipment was completed in Pankisi and Samegrelo and required trainings delivered. Beneficiaries started operation of new equipment during Q1.

4008: Supporting Modernization & Availability of Professional Car Repair Services (partnership with TEGETA Motors)

- 90% of required construction works completed by the beneficiary in Kvemo Kartli.

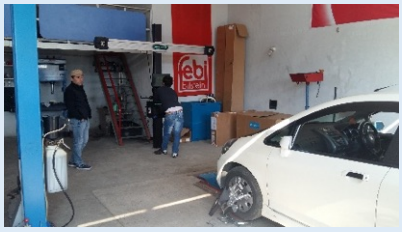


Photo: Zrda-TEGETA partnership scheme allowed GD Motors Ltd operated by Genadi Tabagua from Akhali Abasumani village (Samegrelo), to expand its car service business in Zugdidi by installation of car wheels correction equipment. During the reporting period, revenue received from the operation of new equipment was GEL 8,000.
(Photo Credit: Chemonics International Inc.)

Challenges:

- There was a delay in implementation of required construction works by the beneficiary in Kvemo Kartli. The main reason was time required for obtaining the construction permit.

Next Steps:

- Deliver equipment to beneficiary in Kvemo Kartli and implement installation works as well as trainings, after completion of construction works.
- Facilitate lubricants and spare parts distribution partnership between TEGETA and beneficiary from Pankisi.
- Monitor implemented projects in Pankisi, Samegrelo, and Kvemo Kartli.

4010: Logistics & Transportation Innovation Network Development in Zrda Regions

Results/Updates:

- Activity aimed at supporting availability of modern and quality transport/logistics systems in Zrda target areas through increasing awareness about STYX (IT-based transportation company) services in Zrda target regions. STYX is a mobile platform for shippers that provides full visibility and insurance of frreights, and enables shippers to move arround their shipments faster and proccess payments more effectively.
- Informational workshops held in four Zrda target municipal centers: Gori; Marneuli; Akhaltsikhe and Zugdidi
- A total of 62 companies interested in transport services or in delivering transport services attended the workshops: Marneuli – 21; Zugdidi – 12; Gori – 16; Akhaltsikhe – 13.

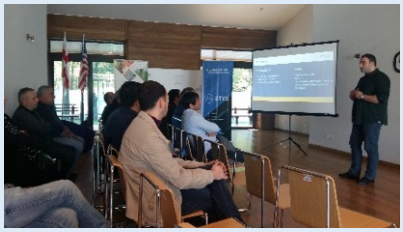


Photo: STYX workshop in Zugdidi.
(Photo Credit: Chemonics International Inc.)

Challenges:

- Activity on track/no major challenges.

4010: Logistics & Transportation Innovation Network Development in Zrda Regions	
Next Steps:	• Activity is completed; however, STYX will use Zrda's regional offices for further information dissemination and promotion regarding their services and will report sales and new platform users to Zrda on a regular basis.

CROSS-CUTTING MANAGEMENT OBJECTIVES

Cross-cutting activities focus communications, donor collaboration, and capitalizing on the entrepreneurial, educational, and creative potential of youth and both sexes in differentiated ways. Zrda through baseline, midterm, and final assessments will disaggregate data by sex, that will be later used for designing the activities accordingly.

Euro-Atlantic Integration

Zrda continues to promote Euro-Atlantic integration across all sub-purposes. The main area of focus was DCFTA and applicable international certifications and standards that are required of producers and processors that seek to target export to the European Union. As a stepping stone towards European standards, Zrda, implementing partner GFA, and the MoA are working to design a Georgia GAP system that will provide a platform to promote food safety and quality standards at an intermediate level for the domestic market and will begin the process of standards upgrading that aspire to meet EU compliance requirements.

Integrating Gender and Youth:

Gender and youth integration has been a cross-cutting focus across all Zrda activities, and additional stand-alone activities will be designed as opportunities arise in the future.

9904A: Self-Employment Opportunities for Youth in Zrda Target Regions (under 9904: Engage Youth and Build Interest and Capacity in Future Career Opportunities in Target Sectors)	
Results/Updates:	• Zrda continues monitoring of the joint youth employment program results with the insurance company Aldagi. During Q1, FY 2018, three more trained and registered online agents engaged actively and started working in their municipalities. The total number of active agents is 96. • During Q1, 27 new referrals were established by online sales agents, and the cumulative number of referrals is 712. A total of 27 policies have been sold in Zrda target regions.
Challenges:	• Increasing the number of sales remains a challenge. General skepticism towards insurance is one of the major obstacles.
Next Steps:	• Aldagi plans to introduce agro-insurance program in the regions through online sales agents which will raise the number of agents in Zrda target regions. The Activity 9904A will be completed at the end of Q1, FY 2018, but sales agents reports will be reported quarterly to Zrda.

9904B: Joint Youth-Oriented Activities in Cooperation with the Ministry of Sport and Youth Affairs of Georgia (under 9904: Engage Youth and Build Interest and Capacity in Future Career Opportunities in Target Sectors)	
Results/Updates:	• Zrda and the Ministry of Sports and Youth Affairs (MoSYA) signed an MOU to elaborate a joint approach with MSY for creating and implementing youth welfare and development measures in the Zugdidi, Tsalenjikha, Gori, Khashuri, Kareli, Kaspi, Dusheti, Marneuli, Bolnisi, Tsalka, Akhmeta (Pankisi Gorge), Akhalstikhe, Aspindza, and Ninotsminda

9904B: Joint Youth-Oriented Activities in Cooperation with the Ministry of Sport and Youth Affairs of Georgia (under 9904: Engage Youth and Build Interest and Capacity in Future Career Opportunities in Target Sectors)	
	municipalities. Two main initiatives were supported under the framework of the activity: 1. Entrepreneurship and innovation competencies capacity building for the Youth Entrepreneurship Regional School. • Twenty four groups (45 people) from Zugdidi, Gori, Pankisi, and Akhaltsikhe developed business ideas during the course. • "Demo Day" was held in Tbilisi for 24 youth groups from all four municipalities. Each group presented their business ideas at an open forum. • Zrda announced an RFA to fund the best business ideas from six Pankisi youth groups. 2. Support growth of rural youth well-being and development opportunities through empowerment of entities responsible for youth development in the local governments • The project was suspended due to local government elections. It will continue once the central government reorganization and merging of the Ministry of Youth with the Ministry of Education is completed.
Challenges:	• Joint activities by Zrda and the MoSYA are postponed due to the central government reorganization and merging of the Ministry of Youth with the Ministry of Education.
Next Steps:	• Zrda will review youth grant applications and award the winning business plan during Q2. • Zrda will meet the Ministry of Education's Youth Department to discuss joint activities in the future.

9907B: Youth Volunteers for IDP Capacity Building to Access Grants (under 9907: Internships)	
Results/ Updates:	• Under a joint project of Zrda and the IDP Livelihood Agency, Zrda supported the recruitment of interns that helped IDPs to develop 125 grant applications for Agency's small grants program. A total of 43 applications were received and 13 grants were awarded at a combined value of GEL 34,740. • For the last phase, Zrda supported 28 kindergartens in Zrda target or neighboring communities and villages in Gori, Tsalenjikha, and Zugdidi for grant application development and administrative procedures. Thirteen kindergartens in Samegrelo and Shida Kartli received funding for renovation, furniture, equipment etc. • Samegrelo: Zugdidi: 1) Chkhoria; 2) Shamgona • Tsalenjikhsa: 1) Lia; 2) Muzhava; 3) Pakhulani; 4) Chale; 5) Jgali; 6) Chkvaleri; 7) Obuji; 8) Etseri • Shida Kartli: Gori: 1) Shindisi; 2)Tirdznisi; 3) Tkviavi • Nine out of the 13 are in Zrda target villages and 4 are located in neighboring villages. • The total value of all the grants is GEL 102,766.
Challenges:	• Activity is on track/no material challenges.

9907B: Youth Volunteers for IDP Capacity Building to Access Grants (under 9907: Internships)	
Next Steps:	The activity will be closed as of the end of Q1, FY 2018 because the LEPL has also closed the program supported by FAO.

9907C – Youth Volunteer Internships for IDP Support Outreach Activity (under 9907: Internships)	
Results/Updates:	• Field work on the 2017 outreach campaign was completed during Q1, FY 2018. • The agency is working on the research for results evaluation and will finalize early in Q2, FY 2018.
Challenges:	• Activity is on track/no material challenges
Next Steps:	• Evaluation of the results of the research which will be made by LEPL by January/February 2018. • Planning for replication of the activity in 2018.

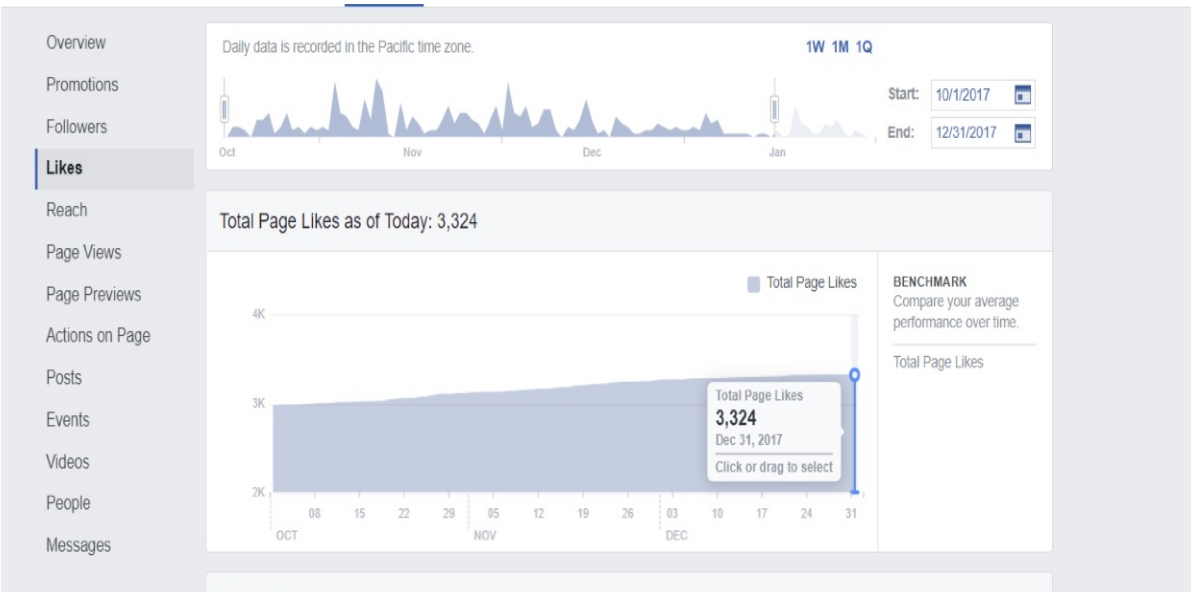
9907D – Support NFA outreach efforts regarding BMSB Activity (under 9907: Internships)	
Results/Updates:	• Zrda, in partnership with the Ministry of Agriculture - specifically with NFA, conducted information outreach and monitoring campaign regarding the BMSB. • A series of trainings and informational sessions were conducted at educational institutions, organized youth groups, and youth NGOs in the Zugdidi and Tsalenjikha municipalities for mobilizing young volunteers. A total of 105 volunteers were then selected in in the Tsalenjikha and Zugdidi municipalities to conduct the door-to-door informational campaign regarding the BMSB. • NFA and USAID REAP representatives provided volunteers for the door-to-door campaign and handed them useful publications for distribution. The volunteers conducted the campaign in the defined geographic areas to disseminate information and give recommendation messages to the beneficiaries via verbal communication; and to help the beneficiaries complete the NFA questionnaire for monitoring the progress of the ongoing activities against BMSB. • Ninety five volunteers completed their duties during the campaign. • Volunteers covered 37 villages in Zugdidi and Tsalenjikha. • Volunteers conducted visits to 8,288 households in Zrda target communities. • A total of 716 questionnaires were completed and sent to REAP for evaluation.
Challenges:	• Activity is on track/no material challenges
Next Steps:	• USAID REAP shared the evaluation results with NFA. NFA will plan activities based on the results. • The activity is completed.

Telling Our Story/Communications:

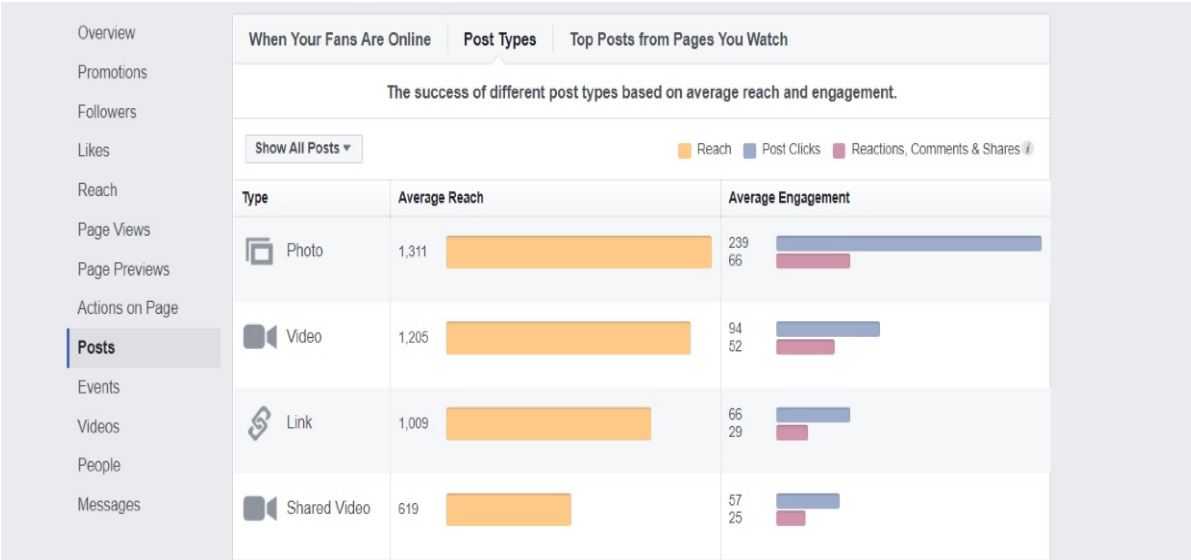
Zrda's communications objectives are focused on raising awareness and understanding of the project throughout its implementation to ensure favorable public and stakeholder perceptions of Zrda's accomplishments and agenda. In the reporting period, Zrda has designed its communications tools to maximize development impact, project outcomes, and the visibility of the project and project partners.

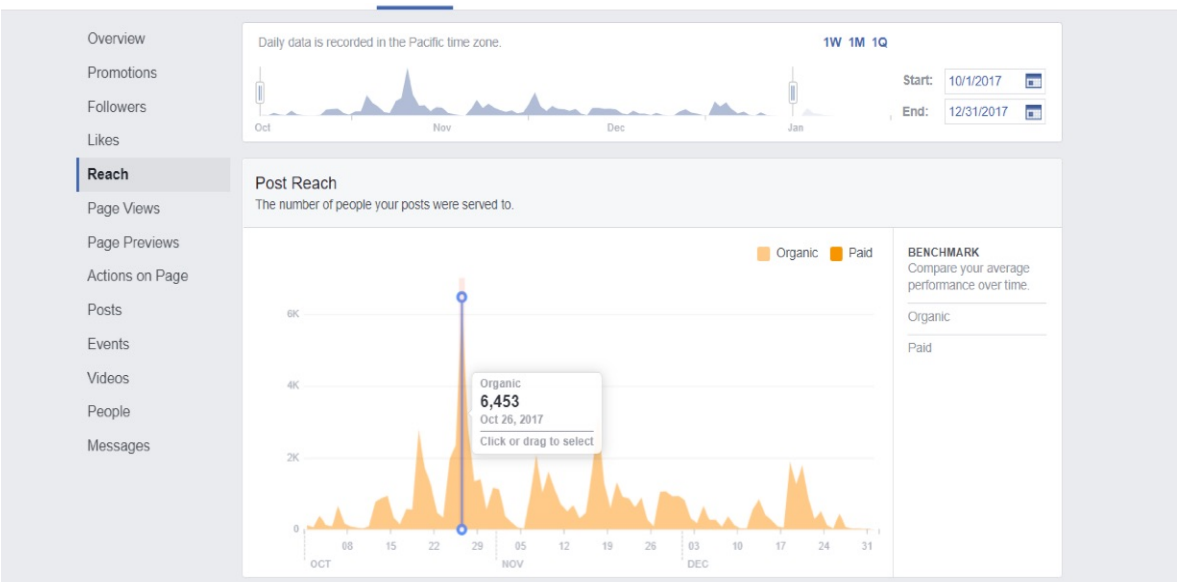
Social Media Platform: The USAID Zrda Activity in Georgia Facebook has been actively promoting the project and publicizing its current initiatives, announcements, and accomplishments to wide audiences of beneficiaries, stakeholders, partners, and the Georgian public. The communication team's overall objective is to deliver information that helps to make social media responses and engagement better. We regularly review and analyze the Facebook built-in analytics that provide a snapshot of our page's performance, particularly focusing on different core areas including page likes; post reach; engagement and others.

Increase of Total Zrda Page Likes in October - December 2017: The Zrda Facebook page continues to increase its audience from about 2,900 in October 2017 up to 3,324 at the end of December 2017. The graphic below shows audience increase by month, total participants at the start of the period, and monthly totals and period-ending totals.

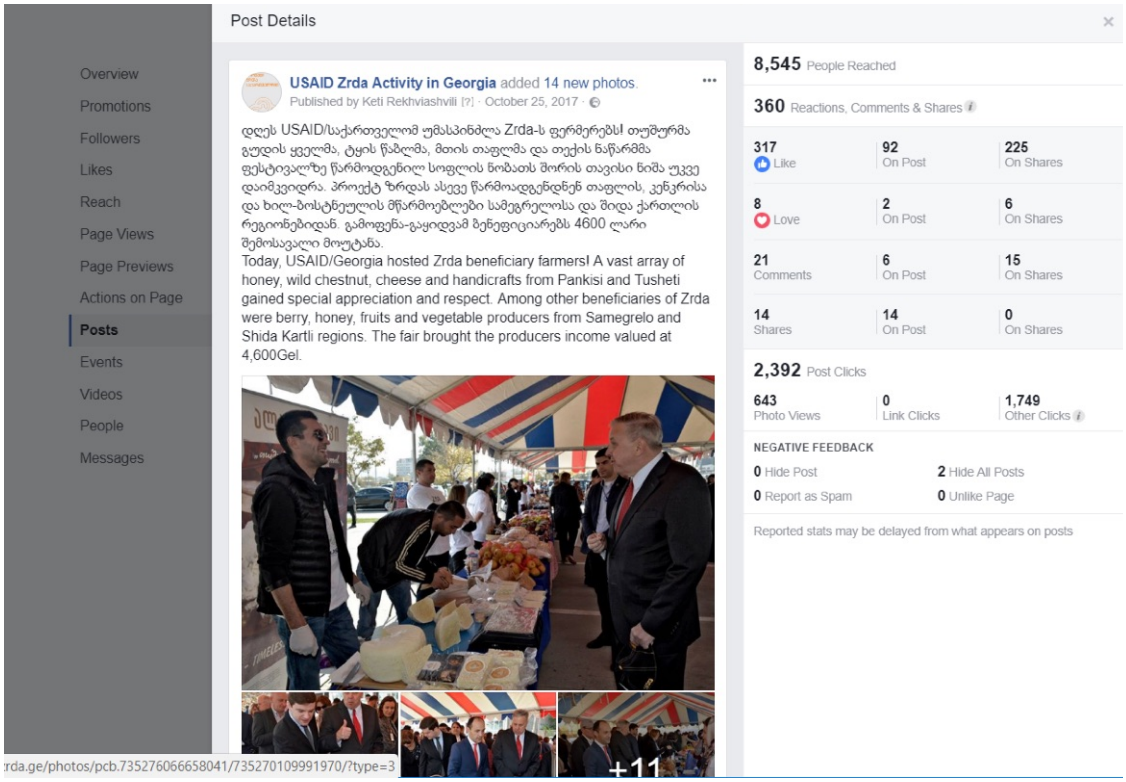


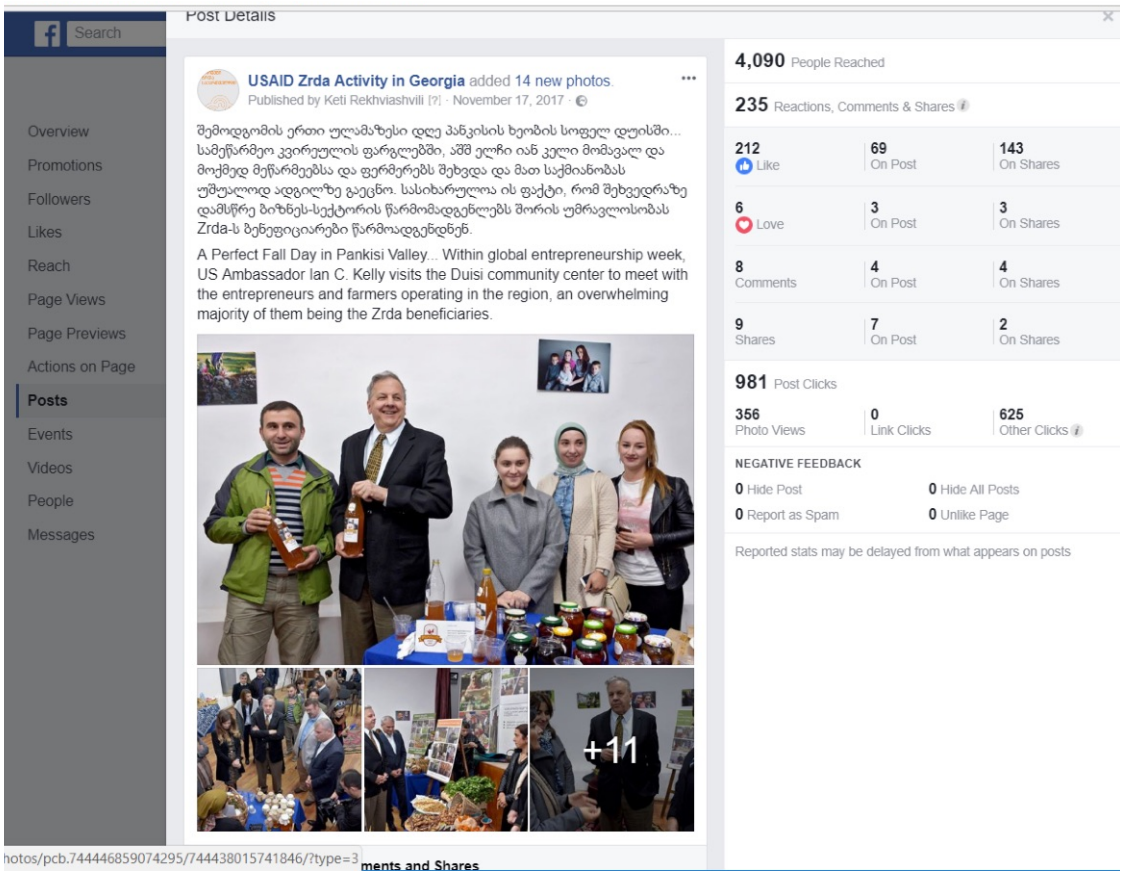
Average Post Reach/Engagement from October – December 2017: The Reach Graph shows the number of people Zrda's post reached and the positive engagement that helps the page reach more people. People continue to gravitate toward visual content because pictures, videos, and graphics are often easier to absorb and share. Based on the below analytics, we can say that with more Facebook users than ever using mobile devices to scan their news feeds, visual posts continue to be increasingly important to sharing Zrda's stories and impact:





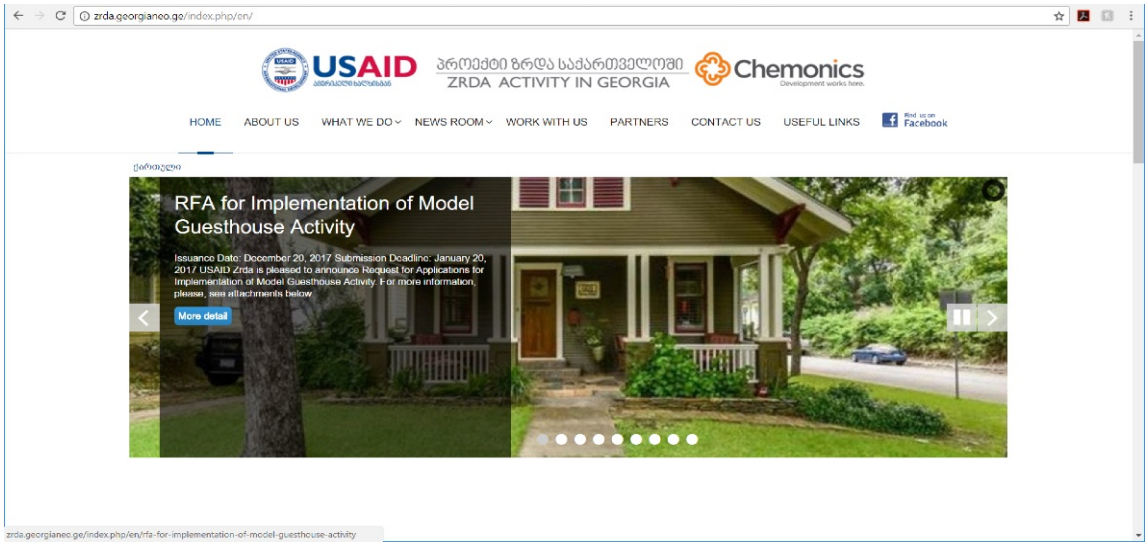
<u>The posts types below generated most engagement from Zrda audiences:</u> Throughout Q1, FY 2018, the Zrda communications team has regularly reviewed its post types to see what resonates most with Zrda's audience. Analyzing the success of different post types based on average reach and engagement, posts on Zrda's tourism and agriculture development interventions, entrepreneurship and youth-oriented initiatives generated most engagement, as the topics of outmost importance for our audiences. Of note, during the reporting period Zrda hosted a number of high-profile events with the U.S. Ambassador's participation with two of them - meeting with the Zrda-supported farmers and visit to/meeting with the Pankisi Valley entrepreneurs -being of highest priority and interest to Zrda's audiences. Please, see examples below:





Website: The communications team continued to regularly update the Zrda website that serves as a repository of project information and public documents; structures project achievements and evaluation; and communicates transparency by supplying reliable and accurate information about

challenges, successes, lessons learned, calls for grant applications, and other information. It is worth mentioning that in FY 2018 the Zrda communications team has initaited a "content refresh" of the website, i.e. update the existing content. This includes adding, updating, and even removing pages that aren't offering value. We will reshape content based on the website analytics and clear understanding of what is and isn't working to make informed decisions about where our time and effort is best spent.



Telling our Story: The communications team continues to seek opportunities to share the personal stories of project results with key stakeholders, including USAID/Georgia, GoG, private sector companies, associations and cooperatives, educational institutions, other local entities, and the media. When appropriate, the project develops success stories with a focus on the positive impact of Zrda activities, whether it be on a Zrda-supported access to finance opportunities or a farmer using new agricultural techniques. These stories are also being shared through the project's social media channels with the partners and media to generate positive press on the project and its key partners.

<u>*Events*</u>**:** Zrda organized the following high-profile events with the USAID and GoG participation:

- ✓ Entrepreneurship Day in Pankisi Valley with the U.S. Ambassador's participation
- ✓ USAID visit to/meeting with the Zrda-supported ABL farmers in Shida Kartli region
- ✓ MOU signing with BP Exploration (Caspian Sea) Limited
- ✓ Laboratory equipment handover to ICCs and FSCs across Zrda target regions
- ✓ Young Regional Entrepreneurs Fair within the joint Zrda and Ministry of Sports and Youth "Regional School of Entrepreneurship" Project.

All events were publicized through online media including Facebook and Zrda partner ministry/agency websites and national television and local broadcasters - Public Channel, TV Pirveli, Imedi, Rustavi 2, Palitra TV; Trialeti TV and DIA TV in Shida Kartli; Odishi TV and Radio Atinati in Samegrelo-Zemo Svaneti; and online media channels.

Activities/Events planned for Q2 of FY2018:

In the second quarter of FY 2018, Zrda will host a number of public events, as well as field-based trainings. Of particular note are the following:

- ✓ Launch of the Akhmeta Small Grants Program (Early February 2018)
- ✓ Launch of the Community Economic Development Program with Anaklia Consortium/MOU Signing coupled with the Site Visits to the Zrda beneficiaries in Rukhi village (Samegrelo) located in close proximity to the ABL with the occupied territory of Abkhazia - Tegeta Motors service center, greenhouse and no-interest loan program beneficiaries (February 2018)
- ✓ Site visits to the Zrda-supported ABL greenhouse farmers in Shida Kartli (February 2018)
- ✓ Launch of agriculture portal Kalo.ge with Credo and Rural Development for Future Georgia (March 2018)

PARTNERSHIP & COORDINATION UPDATES:

Zrda has prioritized donor and GoG coordination throughout all proposed activities. Zrda sees collaboration as key to reducing duplication of efforts between partners as well as generating leverage that will increase and expand Zrda's intended development impact as much as possible. Zrda leverages partnerships with stakeholders across government, civil society, and other donor projects to achieve transformative and sustainable impact in target communities. Zrda has designed its strategic approach to seek partnership and leverage both financial and non-financial resources as the best option to achieve intended project outcomes, with Zrda financial investments used to incentivize and multiply the efforts of Zrda partners for greater impact. During the Q1, FY 2018 Zrda made progress on several critical partnerships that will dramatically shape the remaining implementation period. Ongoing partnerships are not highlighted below, rather new and exciting partnership opportunities are summarized.

Partnership with Georgian Harvest

During Q1, FY 2018, Zrda began partnership negotiations with the Georgian Harvest Company (which has investment from the Georgian Co-Investment Fund) to focus on both production and distribution of high-quality agriculture produce for the domestic modern retail market and a small amount of exports. Georgian Harvest has invested in a large industrial greenhouse in the Gardabani municipality and is planning to build a new refridgerated packaging facility to increase volume of packaged produce. In order to meet increasing demand, Georgian Harvest is seeking to expand its supply chain dramatically over the coming year. Zrda has already introduced Georgian Harvest to several greenhouse beneficiaries from Tsaishi and Bolnisi, and tentative sale-purchase agreements are in place for when produce will be ready for harvest. Based on this successful initial work together,

Zrda and Georgian Harvest have agreed to sign an MOU to formalize the partnership and continue working together to link Zrda beneficiary farmers into Georgian Harvest's supply chain, with a focus on greens, cucumbers, tomatoes, eggplants, and a pilot scheme on cold weather crops. Georgian Harvest will provide access to seeds and seedlings from their nurseries as well as training for farmers in their greenhouses and their fields. Zrda will support farmers with subsidized irrigation, greenhouse packages, and consultation packages through our ongoing agricultural support activities. We expect to conclude the MOU in Q2, FY 2018.

Partnership with APMA/IFAD (AMMAR & DANIDA Programs)

Zrda began negotiations with APMA, and the IFAD-managed AMMAR and DANIDA Youth Agribusiness projects, to leverage Zrda financial support into new financing from these two grant programs that are implemented via APMA. An agreement was made in principle with APMA that they would recognize Zrda financial investments in farm and agribusiness enterprises toward meeting the beneficiary co-financing requirement of these two grant programs. Such support would allow for greater outreach and increase the number of qualified applicants for these two programs, which have relatively stringent co-financing requirements. An MOU was drafted during Q1, FY 2018 and is expected to be executed in Q2. The main challenge facing this partnership is the resignation of the APMA director and his replacement with a new management team, expected in Q2. Zrda expects that the MOU may require renegotiation with APMA's new management so signing and partnership may be delayed.

Partnership with Rijks Zwaan/Noblex, Ltd.

Zrda initiated partnership negotiations with Rijks Zwaan, a large and well-known Dutch seed company, and their Georgian partner, Noblex, Ltd. During FY 2017 and during Q1, FY 2018, agreement was reached to move forward with a partnership to develop improved sweet bell pepper production in Kvemo Kartli. GFA and their distribution company, GFDC, are also engaged in the project to pilot improved production of sweet peppers, primarily by serve as the off-taker of all production from the pilot and further sale into export and domestic markets. Rijks Zwaan/Noblex will provide access to improved seed varieties and technical assistance to the pilot farmers selected by Zrda. Zrda will subsidize new technologies, including the implementation of shade netting for the first time in Georgia. Rijks Zwaan is furthermore assisting GFDC with access to export market contacts in Commonwealth of Independent States (CIS) countries, while GFDC is also exploring potential market opportunities in Gulf States. An RFA for farmers was released in Q1 and selection will be finalized in Q2 so that implementation can move forward as soon as the new agriculutural season begins in early spring.

Partnership with Anaklia Development Consortium (ADC)

During Q1, FY 2018, Zrda continued to make progress towards finalizing a partnership with ADC for the proposed jointly designed and implemented Anaklia Community Economic Development Project. A concept note was developed and share with ADC management describing the proposed design and partnership development process, including the facilitation of a two day design workshop to be held in Tbilisi with all relevant USAID, Zrda and ADC team members involved. The concept was well received and, in principle, an agreement was made to host the workshop in February 2018. In early Q2, Zrda and ADC expect to sign an MOU stating our mutual commitment to design the joint development program and negotiate the partnership agreement together in good faith.

Partnership with British Petroleum (BP)

During Q1, FY 2018, the partnership agreement between Zrda and BP was finalized and the MOU signed at USAID office in the U.S. Embassy in Tbilisi on December 18, 2017. The MOU commits Zrda to contribute up to $300,000 to jointly finance activities with BP in 41 villages of Shida Kartli, Kvemo Kartli, and Samtskhe-Javakheti. The joint program will launch in June/July 2018, upon BP's finalization of the selection process for implementing partner(s).

ENVIRONMENTAL COMPLIANCE ACTIVITIES:

Zrda's Environmental Specialist performed environmental assessments of all service providers and sub-awardees with new activities or sub-awards initiated during Q1, FY 2018 including:

- For Activity 4001"Promote Public Economic/Market & Disaster Mitigation Infrastructure Advocacy Planning with Communities", seven infrastructure projects were assessed and the relevant documentation ERC/EMMP was approved by USAID during Q1 for preparing infrastructure project designs, including:
  - Rehabilitation and installation of water supply systems in the Khizabavra village, Aspindza municipality, and the Chkhoria village, Zugdidi municipality;
  - Rehabilitation of the road in the Atskuri village, Akhaltsikhe municipality;
  - Installation of gabions in the Pakhulani village, Tsalenjikha municipality;
  - Rehabilitation of drainage channels in the Guliiantkari and Chvrinisi villages, Kareli municipality;
  - Rehabilitation of irrigation channels in the Bredza village, Kareli municipality.
- For Activity 2002 "Train Farmers in Market Driven Production Practice", the specialists of 17 FSCs completed the training program on how to better use mobile laboratory equipment while providing consultations to farmers in the field.
- For Activity 4008 "Supporting Modernization and Availability of Professional Car Repair Services" in partnership with Tegeta Motors, prepared the appropriate environmental documentation and EMMP, in compliance with the approved initial environmental examination. The recommendations on environmental standards were developed and delivered to participating companies. The construction works for the Marneuli Car Repair Service center, based on recommended environmental standards is underway and will be completed in Q2, FY 2018.
- For Activity 2005 "Greenhouse Technology Promotion & Training": 11 selected applicants of the greenhouse activity (partnership with GARA) were assessed, the environmental assessment reports and relevant recommendations prepared and disseminated among the selected applicants;
- On Activity 2001 "Nursery Establishment Activity", seven applicants were assessed against environmental compliance, relevant recommendations prepared and delivered to them for action.
- The information from USAID's Pesticide Evaluation Report and Safe Use Action Plan (PERSUAP) 2015/ DCN: 2015-GEO-033 was delivered to all beneficiaries using plant protection means, or engaged by Zrda in training on plant protection. The beneficiaries received brochures and leaflets during their trainings . Personal protection equipment will be provided to all grantees.

MONITORING AND EVALUATION:

During Q1, FY 2018, Zrda's survey implementing partner, ACT, completed field work for the baseline household survey of all eleven new Zrda target communities as well as the second round of Zrda Resiliency Index (ZRI) data collection in the original 70 target communities. The analytical report and initial indications on the directional movement in community resilience, via the ZRI, will be finalized in Q2 and subsequently shared with USAID.

See Annex A for the Zrda indicator tracking matrix that provides results against Purpose and Sub-Purpose level indicators as of the end of Q1, FY 2018.

ANNEX A. ZRDA INDICATOR TRACKING MATRIX

NO.	INDICATOR NAME	FY 2016		FY 2017		FY 2018		FY 2019		FY 2020		FY 2021		LOP	
		TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL
PURPOSE-LEVEL INDICATORS & ILLUSTRATIVE TARGETS															
1	Value of sales generated by MSMEs over life of project (P/F[2])	$0	$0	$6,000,000	$1,667,484	$10,000,000	$844,612	$10,000,000	$0	$6,000,000	$0	$4,000,000	$0	$36,000,000	$2,512,096
2	Number of MSMEs generating new sales over life of project (P)	0	0	170	189	300	80	220	0	90	0	20	0	800	269
3	Number of new jobs created (P)	0	0	400	375	600	123	700	0	500	0	200	0	2,400	498
4	Number of households increasing income by at least 25 percent (P)													11,000	0
5	Percentage change in Zrda Resiliency Index measuring capacity of beneficiary communities to cope with shocks to livelihoods (P)													-10%	0%
6	Number of stakeholders implementing risk-reducing practices/actions to improve resilience to livelihood shocks as a result of USG assistance (P/S)													750	0

[2] FtF Indicator: "Value of incremental sales (collected at farm-level) attributed to FTF implementation (4.5.2-23)" is included herein but also called out separately as a FTF indicator in the table.

NO.	INDICATOR NAME	FY 2016		FY 2017		FY 2018		FY 2019		FY 2020		FY 2021		LOP	
		TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL
7	Total value of funding leveraged from GOG and other sources for infrastructure and non-infrastructure projects (P/F[3])	$27,556	$27,556	$800,000	$977.441	$1,400,000	$238,832	$900,000	$0	$350,000	$0	122.444	$0	$3,600,000	$1,243,829
8	Number of beneficiaries using improved infrastructure services (P)	0	0	1,800	77	2,500	0	2,500	0	2,200	0	600	0	9,600	77
SUB-PURPOSE 1 LEVEL INDICATORS & TARGETS/ACTUALS															
1.1.1	Number of business plans supported as a result of USG assistance (C)	0	0	50	62	130	51	80	0	30	0	10	0	300	113
1.2.1	Number of MSME-s accessing evidence based market research through associations/BSOs (C)	0	0	600	1,245	1,000	586	1,000	0	700	0	300	0	3,600	1,831
1.3.1	Number of assisted MSMEs that have incorporated updated standards to product development as a result of USG assistance (C)	0	0	40	56	80	17	30	0	15	0	5	0	170	73
1.4.1	Number of public-private dialogues facilitated (C)	4	4	27	29	90	9	90	0	60	0	29	0	300	42
1.5.1	Number of MSMEs operating more profitably (at or above cost) because of USG assistance (S)	0	0	50	103	100	124	100	0	100	0	50	0	400	227

[3] FtF Indicator: "Value of new private sector investment in the agriculture sector or food chain leveraged by FTF implementation (4.5.2-38)" is included herein but also called out separately as a FTF indicator in the table.

NO.	INDICATOR NAME	FY 2016		FY 2017		FY 2018		FY 2019		FY 2020		FY 2021		LOP	
		TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL
SUB-PURPOSE 2 LEVEL INDICATORS & TARGETS/ACTUALS															
2.1.1	Number of households accessing market data through USG-supported communication channels (C)	0	0	1,570	12,074	30,000	2,000	20,000	0	10,000	0	3,000	0	64,570	14,074
2.2.1	Number of households and others who have applied new technologies or management practices as a result of USG assistance (C/F)	0	0	950	590	1,100	2,086	1,100	0	900	0	750	0	4,800	2,676
2.3.1	Number of individuals who received USG supported short-term agricultural sector productivity training (C)	138	138	650	526	1,000	172	800	0	600	0	412	0	3,600	836
2.4.1	Number of hectares under improved technologies or management practices as a result of USG project (F)	0	0	1,002	347	2,000	440	1,700	0	900	0	398	0	6,000	787
SUB-PURPOSE 3 LEVEL INDICATORS & TARGETS/ACTUALS															
3.1.1	Number of new market referrals established through USG assistance (C)	4	4	153	4,136	500	99	350	0	200	0	93	0	1,300	4,239
3.2.1	Number of market linkages facilitated trough USG Assistance (C)	0	0	138	1,174	300	50	180	0	80	0	22	0	720	1,224

NO.	INDICATOR NAME	FY 2016		FY 2017		FY 2018		FY 2019		FY 2020		FY 2021		LOP	
		TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL
SUB-PURPOSE 4 LEVEL INDICATORS & TARGETS/ACTUALS															
4.1.1	Number of local/regional markets or market infrastructure (e.g. storage/cold storage, packing/ processing/sorting facilities) facilitated with USG assistance (S)	0	0	5	4	20	4	17	0	10	0	8	0	60	8
4.2.1	Percentage change in perception of inclusiveness in decision-making processes (S)													60%	0
FTF INDICATORS & TARGETS/ACTUALS															
4.5.2-13	Number of rural households benefiting directly from USG interventions (F)	258	258	6,000	14,235	30,000	2,509	22,000	0	11,000	0	3,200	0	72,458	17,002
4.5.2-11	Number of food security private enterprises (for profit), producer organizations, water users associations, women's groups, trade and business associations, and community based organizations (CBOs), receiving USG-assistance (F)	0	0	40	90	100	6	60	0	30	0	10	0	240	96
4.5.2-23	Value of incremental sales (collected at farm-level) attributed	$0	$0	$3,000,000	$258,167	$4,700,000	$596,940	$5,000,000	$0	$3,000,000	$0	$2,300,000	$0	$18,000,000	$885,107

NO.	INDICATOR NAME	FY 2016		FY 2017		FY 2018		FY 2019		FY 2020		FY 2021		LOP	
		TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL
	to FTF implementation (F)														
4.5.2-29	Value of agricultural and rural loans (F)	$0	$0	$110,000	$193,804	$130,000	$2,915	$150,000	$0	$120,000	$0	$90,000	$0	$600,000	$196,719
4.5.2-30	Number of MSMEs, including farmers, receiving USG assistance to access loans	0	0	110	72	150	0	170	0	115	0	55	0	600	72
4.5.2-38	Value of new private sector investment in the agriculture sector or food chain leveraged by FTF implementation (F)	$0	$0	$175,000	$225,961	$250,000	$10,431	$250,000	$0	$140,000	$0	$25,000	$0	$840,000	$236,392
4.5.2-42	Number of private enterprises, producer organizations, water users associations, women's groups, trade and business associations, and community based organizations (CBOs) that applied new technologies or management practices. (F)	0	0	35	49	80	13	45	0	20	0	5	0	185	62
4.6.3-2	Number of People gaining employment as a result of participation in USG-funded workforce development programs	0	0	80	257	300	96	250	0	50	0	20	0	700	353

NO.	INDICATOR NAME	FY 2016		FY 2017		FY 2018		FY 2019		FY 2020		FY 2021		LOP	
		TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL	TARGET	ACTUAL
4.6.3-4	Number of persons completing USG-funded workforce development programs	0	0	140	1,066	850	28	700	0	495	0	15	0	2,200	1,094
CROSSCUTTING INDICATORS & TARGETS/ACTUALS															
GNDR2	Percentage of female participants in USG-assisted programs designed to increase access to productive economic resources (assets, credit, income or employment)													35%	0%

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