



Women's Entrepreneurship for Empowerment Project Tajikistan

ANNUAL REPORT:

October 1, 2016 – September 30, 2017

THIS ANNUAL REPORT IS MADE POSSIBLE BY THE SUPPORT OF THE AMERICAN PEOPLE THROUGH THE UNITED STATES AGENCY FOR INTERNATIONAL DEVELOPMENT (USAID). THE CONTENTS ARE THE SOLE RESPONSIBILITY OF NABWT AND DO NOT NECESSARILY REFLECT THE VIEWS OF USAID OR THE UNITED STATES GOVERNMENT.

Women's Entrepreneurship for Empowerment

TAJIKISTAN

ANNUAL REPORT: **October 1, 2016 – September 30, 2017**

Activity Title: **Women's Entrepreneurship for
Empowerment,
Tajikistan**

Agreement Officer: **Maychin Ho**

**Agreement Officer's
Representative:** **Mukhiddin Nurmatov**

Project Manager : **Farrukh Shoimardonov**

Sponsoring USAID Office: **Economic Development Office**

Agreement Number: **AID-176-A-14-00006 - 2**

Award Period: **October 1, 2014 through September
30, 2017**

Contractor: **NABWT (National Association of
Business Women of Tajikistan)**

Submitted **November 8, 2017**

Author: **Farrukh Shoimardonov**

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

Report Table of Contents

Abbreviations	5
Definitions	5
Project Zone of Influence – Map of where the Project works	6
SECTION I: OVERALL PROGRESS OF THE WOMEN ENTREPRENEURSHIP FOR EMPOWERMENT PROJECT ...	7
SECTION II: ACTIVITIES AND PROGRESS YEAR 2 ACTIVITIES AND PROGRESSES	7
Objective 1: To empower women who are currently economically inactive to start microenterprises, through understanding the reasons why they are not participating, and then working to overcome these barriers.	7
1.1 Conducting trainings on business startup, agriculture, vocational trainings, and legal trainings .	8
1.2 Make women interested via basic business skills/vocational trainings compiled based on results of the research	8
1.3 Work with financial institutions, with local governance, with local NGOs, donors and other relevant counterparts to facilitate access to finance / resources and registration.....	9
Objective 2: To assist economically active women with existing businesses to expand their businesses and occupy higher levels of value chains.....	10
2.1 To facilitate greater access to higher value areas of the value chain via training, inquiry workshops, networking support – connecting start-up companies with experienced mentors via meetings, individual consultations, study tours between districts	10
2.2 (2b) Assisting with access to new markets	13
Objective 3: To positively influence attitudes to and knowledge about women’s microenterprise in the society, including youth and state bodies	14
3.1 Development of co-educational business education with youth, including in cooperation with Junior Achievement	14
3.2 Establishing partnerships with government and lobbying on project results via meetings, round tables, and presentation of analyses results.	14
3.3 (3c) Farah-2016, best woman entrepreneur of the year competition	16
SECTION III: MONITORING AND EVALUATION (M&E)	17
M&E team Accomplishments	17
Indicator tracking table LOP.....	18
Comments on Indicators	25
Lesson learned	25

SECTION IV: OTHER PROJECT RELATED ACTIVITIES/ISSUES (STAFFING, ETC.).....	25
1 Key Staffing Changes	25
2 Official Communications Received from USAID.....	26
SECTION V: CHALLENGES ENCOUNTERED /PROPOSED SOLUTIONS.....	26
SECTION VII: NABWT’S CAPACITY BUILDING ACTIVITIES	26

Abbreviations

USAID – United States Agency for International Development
AOR – Agreement Officer Representative
NABWT – National Association of Business Women of Tajikistan
AMEP – Activity Monitoring and Evaluation Plan
PM – Project Manager
M&E – Monitoring and Evaluation
VC – Value Chain
VCT – Value Chain Team
FTF – Feed the Future

Definitions

Economically Active Women: Women who are conducting their own business and have ongoing sales and income. The project assumes and confirms through ongoing research that Economic empowerment combats discrimination and disadvantage. Economically active women are more likely to participate in decision-making and be advocates for their rights.

Economically Non-Active Women: Women who have not started any business or have any ongoing sales.

Dekhkan Farm – Literally “peasant farm” - A commercial farm subject to the agricultural single tax to where the members of the farm own non-land assets defined by the farm’s charter. Types include individual, family, and collective. *(source: USAID Tajikistan FAST Project documents published in 2014)*

Project Zone of Influence – Map of where the Project works



SECTION I: OVERALL PROGRESS OF THE WOMEN ENTREPRENEURSHIP FOR EMPOWERMENT PROJECT

Executive Summary

Project's key achievements in year three:

112 women started new businesses, and it is 90% of the project goal for Year 3 and 124% of the goal for the Life of the Project (LOP).

198 women improved their existing businesses through increased profits, improved products, or increased hiring. This was 99% of the goal for Year 3, and 93% of the LOP.

13 women who are the project beneficiaries officially registered their businesses during the year three, which is 33% of the target.

215 women invested in their own businesses, which was 87% of the project goal for Year 3 and the LOP.

1,853 households were able to receive US government assistance, which is 102% of the Project goal for Year Three and 96% of the LOP.



Photo 1 – A man supports his wife in making business, September, 2017 (Photo Credit: WEEP)

SECTION II: ACTIVITIES AND PROGRESS YEAR 2 ACTIVITIES AND PROGRESSES

Objective 1: To empower women who are currently economically inactive to start microenterprises, through understanding the reasons why they are not participating, and then working to overcome these barriers.

1.1 Conducting trainings on business startup, agriculture, vocational trainings, and legal trainings

During the reporting period, WEEP continued its broad set of training activities to help build women's business and vocational skills. WEEP initiated all trainings in cooperation with regional and district governments, which drew support from local government officials.

WEEP organized trainings in agricultural theme covering the topics on compost and substrate preparation, modern technology in strawberry production, and vegetable seedlings production for 305 women engaged in agriculture production.

WEEP provided vocational trainings to both women who owned businesses and women who wanted to start businesses in "master classes". Overall, 687 women were trained in "master classes" and in "new skills" to start businesses. The trainings were conducted on following topics: adras weaving, sewing, patchwork, catering and baking, and traditional weaving.

WEEP provided 73 business trainings to 987 women, 368 without businesses and 619 with existing businesses. Topics included business planning, marketing, record keeping, how to begin own business, how to sell more, and pricing and taxation in agriculture.

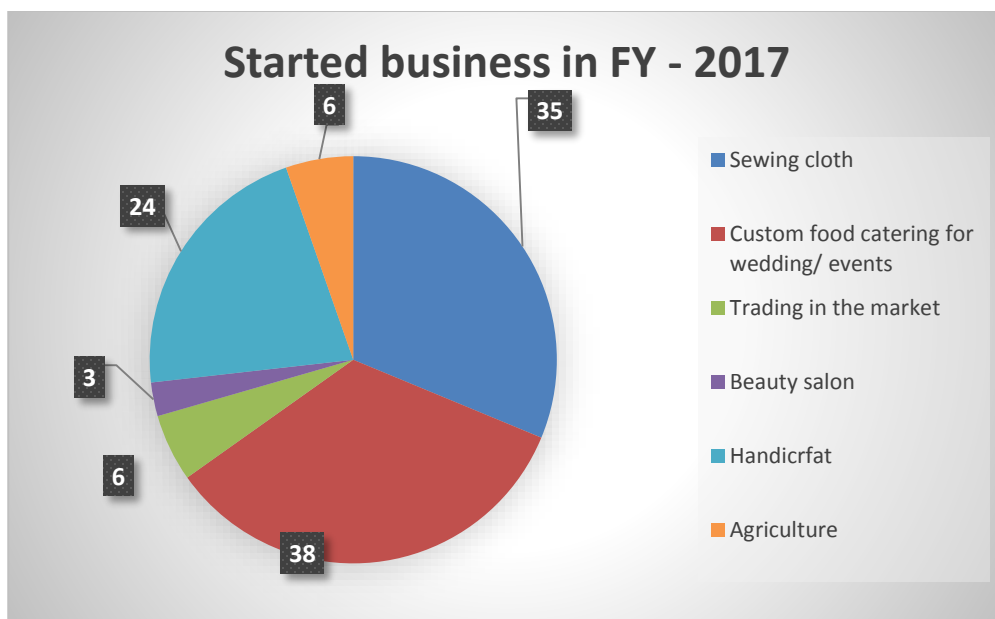
WEEP also provided trainings on handicrafts to 600 women; as a result, a new handicrafts network established across Khatlon.

WEEP initiated and organized new contest among women engaged in handicraft sector so-called "Armugon" in order to establish links between women doing handicrafts throughout the ZOI. The contest are used as a platform for business women to share their techniques and products' quality and design.

1.2 Make women interested via basic business skills/vocational trainings compiled based on results of the research

Based on the results of the conducted researches, the project compiled and provided 141 training courses with participation of 1366 women to address women business barriers and to make women interested in starting business and improving their business.

Due to the activities implemented within the given objective, via understanding and contribution of barriers to women starting microenterprises, economically inactive women increasingly became more interested in developing microenterprises and in starting new microenterprises. As a result, the women who are 90% of the project's target started 112 new enterprises.



Establishment of a Sewing Educational Center in Qubodiyon district.

The Project team worked closely with experienced entrepreneur *Ms. Jurakulova Muhabbat* to open a new sewing training center in the Qubodiyon District center, and the sewing center is currently training 25 women per month and selling products and services for approximately 2700 somoni per month. Ambassador Elisabeth Millard joined the opening ceremony, along with a contingent of local and regional government officials, drawing attention to the importance of women's entrepreneurship. WEEP promoted the event in cooperation with provincial and local government, and local media covered the event extensively

1.3 Work with financial institutions, with local governance, with local NGOs, donors and other relevant counterparts to facilitate access to finance / resources and registration

The relevant project staff has conducted series of meetings with financial institutions in ZOI such as IMON International, the First Microfinance Bank of Tajikistan, "Humo", and Agroinvestbank. The purposes of the meetings were to collect information on existing microfinance products, credit conditions, and possibility to simplify the paper procedures, especially for women. Gathered information were shared among beneficiaries during trainings, face-to-face meetings, and round tables, when it was possible.

Under the Feed the Future program, the project has signed memorandum of understanding with Tajikistan Nutrition and Health project, and based on this MOU, the WEE project organized business trainings for 900 Nutrition and Health project beneficiaries. During the trainings, women learned how to prepare business plans, how to get access to financial resources, and how to register their own business.

Objective 2: To assist economically active women with existing businesses to expand their businesses and occupy higher levels of value chains

2.1 To facilitate greater access to higher value areas of the value chain via training, inquiry workshops, networking support – connecting start-up companies with experienced mentors via meetings, individual consultations, study tours between districts

Conduct meeting and round tables with state institutions (tax, sanitary, epidemiology etc.)

Businesses often lack experience in handling ongoing inspections from various government departments. WEE project continued to support women owned businesses by organizing round tables to allow rural women entrepreneurs to learn about the new *Business Entities Inspections Law* and how and why to use the *Inspections Registration Book*. In these forums, active businesswomen were able to ask questions and get answers from local government officials. The local government officials also got the chances to appreciate the businesspersons' efforts in improving their districts well-being. In FY2017, WEEP held eight round tables with participation of 313 women. Those round tables were the first steps to build and strengthen self-confidence in rural businesswomen.

Vegetable Seedling Production/ Vegetable Production Value Chain

Assisting vegetable seedlings producing women to increase productivity through improving quality of produced seedlings.

Through the ZOI, a group of rural women is engaged in production of vegetable seedlings to sell them at district markets and to neighbors. The technology they used for this purpose was very outdated and primitive, and the produced seedling are called bare root seedlings. The seedlings produced on the ground without crop rotation for many years were infested with diseases that significantly reduced productivity of future vegetable plants. Besides, bare root seedlings had a very low survivability rate; therefore, they always experienced shocks after being transplanted in open fields. To assist those women to be competitive in highly competitive market, the project had selected twenty of them and introduced a new seedling production technology through trainings,

technical assistance, and experience sharing tours to the north of the country. The greenhouses used by women, in the past, for this activity were not suitable because they were very low (causing high humidity and women could not work standing up), without stalls (just on the ground where it is always cold), and without ventilation windows.

To introduce the new technology in seedling production, WEE project cooperated with the World Vegetable Center and signed a MOU in October 2016 to provide 20 greenhouse seedling-producing women with improved greenhouses. The construction of the greenhouses was finished in January of this reporting year

Along with new improved greenhouses, WEE project provided extensive trainings, ongoing technical and business consultation for the seedling producers. These twenty trained greenhouse seedling producers produced 300,000 high quality containerized vegetable seedlings, including hybrid varieties of tomatoes, cucumbers, sweet peppers and melons.

To disseminate the new and advanced technology in vegetable seedling production, the project organized two Open Filed Days with participation of local farmers both women and men, agricultural specialists, input suppliers, representatives of financial institutions, and local media.

By the end of the reporting period, the seedling producers had produced 300 000 vegetable and melon seedlings and they sold 117,000 seedlings for 82,924 somoni – the rest were planted in their own fields.

The next plan for coming year is to assist seedling producers to produce again 300 000 containerized vegetable seedlings using high quality hybrid seeds and sterile substrate.



Photo 2 - WEE project assisted seedling greenhouse was visited by USAID and US Embassy delegation in February 15, 2017. (Photo Credit: WEEP)

Assisting women producing strawberries in ZOI.

The smallholder farmers, most of whom are women, have been producing strawberries for the last two- three decades mostly for market in two districts (Vakhsh and Bokhtar) of ZOI. Due to primitive technology and outdated varieties used during the last 20 -30 years, the productivity of farmers' strawberry plantation was very low. Additionally, local varieties have a very short shelf life – one-two days only, and it results in a very high post-harvest losses. Besides, not using plastic or other type of mulching causes damage (decay, fruit became dirty) to fruits when they contact with soil.

Based on project's International Consultant's recommendation , WEE project imported 10000 strawberry transplants from California, USA to improve strawberry plant genetics that they will bring more yield with higher quality. Along with a new strawberry variety – Florida, the project introduced some new technologies in strawberry production such as raised beds, plastic mulch, and a drip irrigation system.

The new variety and production technologies were demonstrated on two demonstration fields established in cooperation with two local strawberry producers. Despite being planted late, the new varieties started bringing fruits two weeks earlier than local varieties, and their fruits were bigger, tastier with good flavor, and highly marketable. As it was mentioned above, late planting considerably decreased the volume of expected yield, but it did not diminish exceptional qualities of new varieties at all.

WEEP established two demonstration plots in Vakhsh district demonstrating modern strawberry production methods, and the demonstrations included the usage of modern plant stock appropriate for a local climate,, the raised beds, plastic mulching, and drip irrigation.

The project invited thirty local women - strawberry producers to join the setup of the demonstration plots. These women then had a chance for hands-on experience in using the improved techniques.



Photo 3 – The process of strawberry planting on one of the demonstration plots, November 5, 2016, Vakhsh district (Photo Credit: WEEP)



Photo 4 – Local strawberry producer are planting strawberry transplants using a new planting technique, November 5, 2016, Vakhsh district.

The project's consultant, Bob Nottelmann, (visiting project's sites from 13 through 20 March, 2017) provided intense technical assistance in planning the next steps for WEEP strawberry activities. Besides production technologies, the consultant introduced a one touch harvesting technology aimed at reducing human contacts with strawberries through harvesting and packing them directly into clam shells to be sold at markets. Clamshells with harvested fruits, in their turn, are placed into plastic box sitting on carts specifically designed for strawberry harvesting. In FY 2018, the project will expand its demonstration plots on modern strawberry production technologies in cooperation with local commercial strawberry producers interested in using these new technologies.

Organizing study tours within country and abroad

The project aims to cover all sectors of higher levels of value chains where women can be engaged. One of the project tools that effectively influences on inspiring women in business is organizing

study tours from South to North of the country and abroad Tajikistan. Women's entrepreneurship is well developed in the North, in Sughd Oblast, to compare with the South, Khatlon Oblast. The cultural, historical aspects and geographical situation of the North has created a place that is generally more economically advanced than the rest of Tajikistan.

The Project sent 41 women on four study tours to the North of Tajikistan during the Project Year 3. Forty-five women entrepreneurs were sent to five following countries: Kyrgyzstan, Turkey, Latvia, Georgia and Uzbekistan on networking and share experience.

A group comprised of two strawberry growers, two representatives from agricultural and quarantine departments of Hukumat of Khatlon Oblast, two from Tajik Agrarian University and 4 relevant project staff visited Turkey, Adana city on strawberry production. The participants of the trip were acquainted with the modern technology of strawberry and strawberry seedling production.

2.2 (2b) Assisting with access to new markets



Photo 5- Selling process of "Latofat" strawberries. (Photo Credit: WEEP)

The Project team trained the family businesses involved in strawberry production from the Vakhsh district how to pack strawberries and sell them under the brand name "Latofat" in the supermarkets.

WEEP organized a business training on "Marketing and Market functions in the Agro-Sector" by Professor Brian Coffey, a farmer to farmer volunteer from Kansas State University, for forty-four women from the Gayrat and Dusti Districts near Qurghonteppa.

As a result, the participants learned about marketing, branding, and sales into supermarkets, a new market link for them. They also learned about analyzing market demand in the agricultural sector. The result is that project beneficiaries are starting to focus on what the market needs and demands, rather than expecting to create markets for whatever they produce.

Objective 3: To positively influence attitudes to and knowledge about women's microenterprise in the society, including youth and state bodies

3.1 Development of co-educational business education with youth, including in cooperation with Junior Achievement

Organize winter camp to youth jointly with Junior Achievement

WEEN worked with the Ministry of Education and Science to organize a weeklong winter camp for 37 high school students and 2 teachers from Khatlon from January 8 to 15. Participants were competitively selected from among 1800 high school students in 11 classes. Topics during the camp included business basics, business planning, and the creation of business plans.

The camp also included a round table with the participation of the mayor of Guliston, a representative of the President's Office, law enforcement agencies, and youth affairs department of Sughd region. The theme of the round table was "Achieving a positive attitude towards the entrepreneurship of women from an early age."

Conduct dynamic events among youth (Competition, debates, etc.)

WEEN attracted 14 young people to participate in the event called "Start-Up Chohona II", which was held by the UN Volunteers Tajikistan. In a dynamic event, two WEEN beneficiaries presented their business ideas and one beneficiary from the Qubodiyon district received a referral for a three-month course at the Club of Young Entrepreneurs.

3.2 Establishing partnerships with government and lobbying on project results via meetings, round tables, and presentation of analyses results.

The project has conducted 8 roundtables in Zol's with the participation of head of executive bodies, the management of the tax inspection, the sanitary and epidemiological service, the fire service, environmental protection department, standardization and certification, the prosecutor's office, and entrepreneurs.

The results of the preliminary survey conducted by the project showed that, in fact, inspection entities are more likely creating difficulties than helping entrepreneurs. In the opinion of entrepreneurs, the most "disturbing agencies" are the State Sanitary and Epidemiological Supervision Service, the Tax Inspectorate and the Fire Services.

Therefore, the round tables were dedicated on transparency and simplification of inspections of entrepreneurs by supervisory bodies and improvement of the business environment, as well as removal of barriers to the improvement of entrepreneurship in general. Totally 313 people had been participated, where 59 from public authorities.

Based on the results of the discussion, held during the round tables, following proposals and recommendations were developed:

- Organization of meetings with entrepreneurs on rights and duties of the relevant inspection bodies (tax committee, state standard, fire service, electricity, etc.);
- Demonstration of success stories videos of women business leaders through TV channels;
- Provision business people with registration books for inspections;
- Carry out number of consultations to the entrepreneurs and inspectors on explanation of the provisions and nature of the Law of the Republic of Tajikistan "On Inspection of Economic Entities" and other relevant legal documents;
- Take appropriate measures of improving people culture who runs or inspects entrepreneurial activities.

Area/Date (district)	# of total participants	# from public authorities	# women entrepreneurs
J.Balkhi 14.02.2017	35	8	27
Qubodiyon 15.02.2017	40	9	31
A.Jomi 17.02.2017	49	4	45
Shahrituz 05.03.2017	31	8	23
Vakhsh 04.04.2017	39	8	31
Bokhtar 04.04.2017	32	6	26
Jayhun 06.04.2017	33	8	25
Qurghonteppa city 04.05.2017	54	8	46
Total:	313	59	254

3.3 (3c) Farah-2016, best woman entrepreneur of the year competition

Conference and award ceremony

Conference "Education, Innovation, Inspire Farah-2016" and Final Award Ceremony for the Contest "The Best Woman Entrepreneur of the Year Award - Farah-2016"

The Conference "Education, Innovation, Inspire Farah-2016" was held at the Hyatt Hotel in Dushanbe with the participation of more than 100 people representing the Government of the Republic of Tajikistan, various ministries and agencies, international organizations and business associations, the private sector and mass media. The issues of women's entrepreneurship, including the barriers and challenges for women successfully conducting business were discussed in the Conference. The conference became a link point between women entrepreneurs and representatives of state authorities.

The biannual contest "**Woman Entrepreneur of the Year Award - Farah**" declared the names of the best female entrepreneurs in Tajikistan. This contest aimed at searching out and acknowledging of the success achieved by women entrepreneurs of Tajikistan. The thirty-nine semifinalists of the contest "**Farah-2016**" have joined the network of women entrepreneurs of Tajikistan, which is composed of all the participants and winners of previous Farah contests and serves as a platform for study trips, and for establishing and enhancing business ties.

The "Farah-2016" contest has also identified thirty-nine new successful women entrepreneurs from different districts of the country. The NABWT published success stories from different business sectors: production, services and catering, agriculture, fashion, design and handicrafts, medical and educational services, and from new businesses in the magazine "Woman Entrepreneur of the Year Award "Farah-2016". Additionally the NABWT commissioned six films documenting the nominations and their successful businesses.

Post-Farah events:

Eight round tables (in Dushanbe, Khujand, Kulob, QT, Vahdat, Isfara, Jabbor Rasulov, Istaravshan) with a total attendance of approximately 250 participants including women-entrepreneurs, government and international agencies' representatives, and mass media;

Ten informational meetings on the results of Farah in different regions of Tajikistan with participation of about 300 people in cooperation with I IMON International local branches;

One meeting with the project staff focusing on support of women's entrepreneurship in Tajikistan regarding results of Farah-2016 (December 8, 2016);

Farah semifinalists received the chance to study in Mini-MBA courses: One in Dushanbe, (completed, October 11-November 30) for eight participants and another one in Khujand (ongoing, December 8-January 16) for eight participants.

Farah-2016 winners participated in the Women's Business Forum in Dushanbe (November 20, 2016) and presented their business in the panel discussion related to Farah-2016 competition.

Networking events within a study tour to Sughd (December 2016): a master class on Negotiation and Self-Presentation; a Networking dinner with participation of 30 women-entrepreneurs; site visits and sharing of experiences between participants.

Publication of Farah-2016 results, in particular final conference and the award ceremony in the VIP Zone, during December 2016.

The publication of the article on Farah-2016 results and interviews with Farah-2016 semifinalists in the magazine "Iktosodchi", November 2016, #3

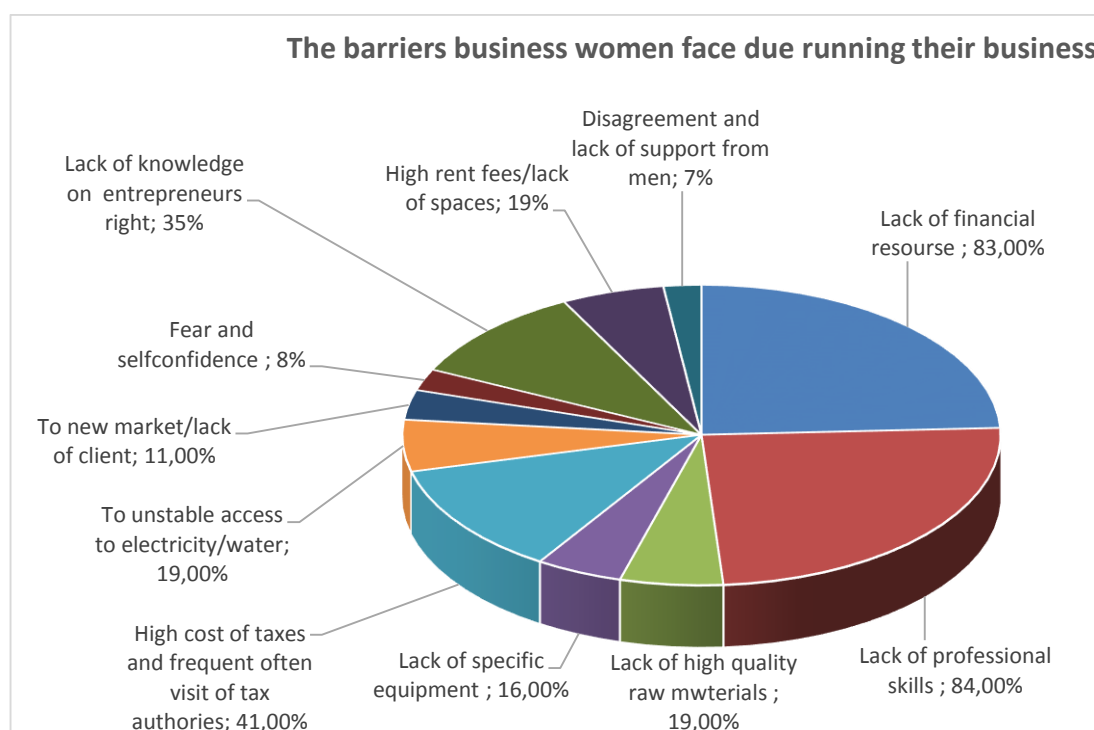
A meeting with representatives of Tax committee of Khujand with Farah-2016 semifinalists of Sughd region, December 19, 2016 with the support of NABWT Business incubator.

A meeting with representatives of Tax committee of Dushanbe with Farah-2016 semifinalists of Dushanbe, December 8, 2016 in partnership with the Center of Entrepreneurship Support of Dushanbe.

SECTION III: MONITORING AND EVALUATION (M&E)

M&E team Accomplishments

Focus group discussions were conducted among 74 economically active women in six target districts to identify barriers and challenges that women face in due improving their existing business. The results of the focus group discussions revealed that lack of professional skills and experience specific to their businesses is main barrier faced by the women who wants to start their own businesses. . Other barriers to run successfully, their business is *lack of financial resources*, high *cost of taxes and frequent/too often visits of tax authorities* to their business sites, lack of *knowledge about their legal rights* as entrepreneurs. The result is shown on diagram.



A database in Microsoft Excel for tracking beneficiaries was developed and continuously updated. All beneficiaries who attended the project activities are entered into the database. The same information on beneficiaries is entered into the online NABWT database.

In order to collect good quality information, several data collection tools were developed, including surveys and interview sheets. The M&E team uses these tools to collect information on beneficiaries, for post training evaluations and telephone interviews with women who have attended trainings and events.

The telephone interviews with women who attended trainings were conducted to follow up on their progress after the trainings. For this reporting period, the telephone interviews with “Start Up”, “Agro”, and “Vocational Skills” training participants were conducted in order to collect information on target indicators. Only 613 women out of 1109 trained women answered the interview questions. Out of these 613 women only 112 started their activities. These women started their businesses undertaking buy and sell, agricultural production, handicraft, bakery activities. Moreover, 198 entrepreneur women improved their business after participating in the trainings and events of the project.

During the reporting period, 47 women took loan in amount of \$55,173.00 USD to improve their existing business or start business.

The Activity Monitoring and Evaluation Plan was revised because the project had been extended for another year. The Monitoring and Evolution department of the project entered all training related data into USAID TraiNet System. (Annex II. The list of trainings)

Indicator tracking table LOP

Indicators per quarter for FY3

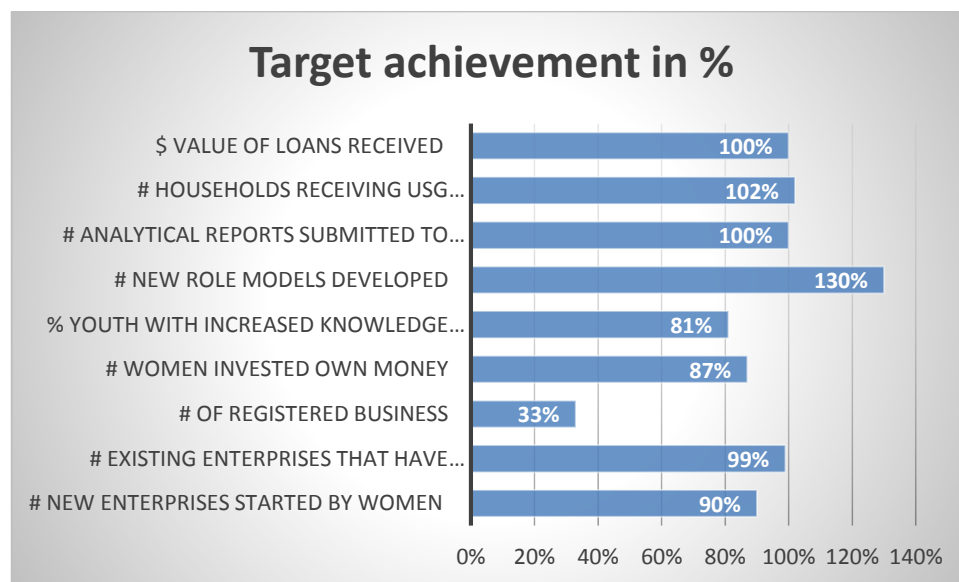
	Type of indicator					Year 3: 2016-2017						
Indicator #	Old number	New number	Indicator Title	Unit of Measure	Disaggregation	Target for 2017	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Actual	Target achievement in %
Objective 1: To empower women who are currently economically inactive to start microenterprises, through understanding the reasons why they are not participating, and then working to overcome these barriers												
1	FtF-4.5. (2)/ Outcome	EG. 3-9 Outcome	# new enterprises started by women (reported by 8 districts, both unregistered and registered)	number	Location, duration and sex,	125	34	24	41	13	112	90%
			Urban				11	8	1	1	21	
			Rural				23	16	40	12	91	
			New				34	24	41			
			Continuing									
			Women				34	24	41	13	112	
Objective 2: To assist economically active women with existing businesses to expand their businesses and occupy higher levels of value chains												
2	FtF 4.5.2-43 Outcome	EG. 3.2.-21 Outcome	# existing enterprises that have improved their work, increased profitability, started working at higher levels of value chains	number	Type of entity/ business	200	20	31	74	73	198	99%
			Firm									
			CSO									
3	FtF-4.5. (2)/ Outcome	EG. 3-9 Outcome	# unregistered existing business that have been registered	number	Location, duration and sex, Type of business	40	2	3	2	6	13	33%
			New				2	3	2			
			Continuing				2	2	5			
			Location									
			Women				2	3	2	6		
4	PPR/ Outcome	PPR/ Outcome	# women invested their own money in their businesses	number	Type of business/ funds	215	32	25	54	75	186	87%

Objective 3: To positively influence attitudes and knowledge about women's microenterprise in society, including youth and state bodies

5	FtF4.5.2-7 Output	E.G. 3.2 - 1 Output	# youth educated via co-educational programs	number	Type of individual, sex	88	1688				1688	1918%
			Female				707					
			Male				981					
			Student				1688					
6	PPR/ Outcome	PPR/ Outcome	% youth with increased knowledge and improved skills (pre-test and post-test)attitude towards women's entrepreneurship improved among youth	percent	Type of individual, sex	90			73%		73	81%
			Female									
			Male									
7	PPR/ Output	PPR/ Output	# new role models developed via Farah and shared with target women	number	Type/ topic	30	39				39	130%
8		PPR/ Output	# analytical reports submitted to the government	number	N/A	1				1	1	100%
Additional indicators related to all objectives												
9	FtF4.5.2-7, FtF 4.5.2-13 Output	E.G. 3.2-1 Output	# households receiving USG assistance	number	Duration, gendered household type	1813	411	388	645	409	1853	102%
			New				411	388	645	409		
			Continuing									
			Urban				61	49	100	50		
			Rural				350	339	545	359		
			Women				387	388	645	409		
10	FtF 4.5.2-29 Outcome	E.G.3. 2-6 Outcome	value of loans received, in \$ USD (FtF indicator)	USD	Type of business	55000	6 791	25 223,00	18 784	4375	55173	100%
			Loans-Producer				3500	25,223	18,784	4375		
			Loans-processor/wholesaler									

			Loans- trader/assembler				3291					
11	FtF 4.5.2-43 Outcome	E.G. 3.2-21 Outcome	Funds raised from private sector (for Farah and other) – for USAID to trace Private Sector Engagement and Partnership activities (no target), in \$USD	USD	N/A	20000	57558				57558	288%

Target achievement in %



The above-depicted bar chart shows that project achieved four its major indicators while it was unable to achieve other indicators as it shown above. Almost every family declared to be in some form of crisis, reducing consumer confidence in spending, and also reducing entrepreneurial confidence in the face of reduced income, high loan defaults, and in general an economic conditions that discourage risk taking. This most certainly has caused a decrease in the number of new businesses registered by women (indicator #3) in the target districts (only 13 business registered out of 100 Total Planned).

Indicator tracking table LOP

Indica tor #	Type of indicators		Indicator Title	Unit of Measur e	Disaggr egation	201 5	2015			2016			2017			LOP		
	Old numbe r	New numb er				Bas elin e	Targ et	Actua l	Targe t achie veme nt in %	Targ et	Act ual	Targ et achi eve men t in %	Tar get	Actu al	Targe t achie veme nt in %	Targe t	Actu al	Targe t achie veme nt in %
Objective 1: To empower women who are currently economically inactive to start microenterprises, through understanding the reasons why they are not participating, and then working to overcome these barriers																		
1	FtF-4.5. (2)/ Outcom e	EG. 3- 9	# new enterprises started by women (reported by 8 districts, both unregistered and registered)	number	Location, duration and sex, legal status	0	25	10	40%	100	187	187 %	125	112	90%	250	309	124%
Objective 2: To assist economically active women with existing businesses to expand their businesses and occupy higher levels of value chains																		
2	FtF 4.5.2-43 Outcom e	EG. 3.2.- 21	# existing enterprises that have improved their work, increased profitability, started working at higher levels of value chains	number	Type of entity/ business	0	20	2	10%	200	189	95%	200	198	99%	420	389	93%
3	FtF-4.5. (2)/ Outcom e	EG. 3- 9	# of unregistered existing business that have been registered	number	Location, duration and sex, type of business	0	0	0		60	18	30%	40	13	33%	100	31	31%

4	PPR/ Outcom e	PPR/ Outco me	# women invested their own money in their businesses	number	Type of business / funds	0	30	0	0%	210	210	100 %	215	186	87%	455	396	87%
Objective 3: To positively influence attitudes and knowledge about women's microenterprise in society, including youth and state bodies																		
5	FtF4.5.2 -7 Output	EG. 3.2 - 1	# youth educated via co- educational programs	number	Type of individu al, sex	0	0	0		88	0	0%	88	1688		176	168 8	959%
6	PPR/ Outcom e	PPR/ Outco me	% youth with increased knowledge and improved skills (pre-test and post-test)attitude towards women's entrepreneurshi p improved among youth	percent	Type of individu al, sex	0	0	0		90%	0	0%	90 %	73	8111 %	90%	81	81%
7	PPR/ Output	PPR/ Outpu t	# new role models developed via Farah and shared with target women	number	Type/ topic	0	0	0		30	0	0%	0	39		30	39	130%
8	PPR/ Output	PPR/ Outpu t	# analytical reports submitted to the government	number	N/A	0	2	1	50%	1	1	100 %	1	1	1	4	3	75%
Additional indicators related to all objectives																		
9	FtF4.5.2 -7, FtF 4.5.2-13 Output	E.G. 3.2-1	# households receiving USG assistance	number	Duration , gendere d househol d type	0	1230	376	31%	2103	270 7	129 %	181 3	1853	102%	5146	493 6	96%

10	FtF 4.5.2-29 Outcome	E.G.3. 2-6	\$ value of loans received (FtF indicator)	USD	Type of business	0	7 500	5 564	74%	45 000	59 849	133 %	55 000	55 173	100%	107 500	120 586	112%
11	FtF 4.5.2-43 Outcome	E.G. 3.2- 21	Funds raised from private sector (for Farah and other) – for USAID to trace Private Sector Engagement and Partnership activities (no target)	USD	N/A	0	0	0		20 000	0	0%	0	5758 8		20 000	575 88	2,8794

Comments on Indicators

- In FY2017, we monitored our project activities via site visits, meetings with, and telephone interview. The results of our interviews showed that 112 women were able to improve their existing businesses after participating in project supported trainings, and 47 women-entrepreneurs took a loan in the amount of \$ 55,173 USD to start or improve their businesses.
- In this reporting period, 73 youth with increased knowledge and improved skills (pre-test and post-test) attitude towards women's entrepreneurship improved among youth were analyzed and according to pre – test and post – test among the schoolchildren in ZOI.
- Experience shows that entrepreneurship in the Khatlon region is one of the sources of survival for citizens, both women and men alike. Individuals starting with entrepreneurship can pay all costs for business registration, but there are a number of reasons that do not contribute to the registration and registration of business:
- The wages of employees of the tax authority are low and they do not want the fact that entrepreneurs would register their business. They are up to two years (in some cases, up to a year) receive remuneration from entrepreneurs and do not make registration documents. Many support this mechanism;

Lesson learned

Study tours could help women to exchange their experience and build networks among the entrepreneurs within and outside the country. Trainings for women in business and vocational skills have proven to have immediate results in helping women start and expand their businesses. Training is not enough, however, women need assistance too with the legal tangle of registration and tax payments, and support when gender issues come up, like permission from husbands to leave the home. Open fields on seedling production and strawberry production could help farmers to use new technology in agriculture sector.

SECTION IV: OTHER PROJECT RELATED ACTIVITIES/ISSUES (STAFFING, ETC.)

1 Key Staffing Changes

1. Akhmedov Ittofik was hired as Business Development Specialist on October 24, 2016.
2. Mastura Oripova was hired as Handicraft coordinator on November 1, 2016
3. Takhmina Karimova was hired as Handicraft Coordinator on October 1, 2016
4. Jabbarova Venera left the project and Akkuziev Faizi was hired to replace her as Value Chain Project
5. Officer for the Qubodiyon and Shahrituz districts on February 13, 2017.

6. Najmiddinov Jamshed - Assistant to Business Specialist was hired short term from June 15, 2017 – August 15, 2017.

2 Official Communications Received from USAID

On January 20th, 2017, WEEP received the Initial Environmental Examination with Tajikistan Programmatic Pesticide Evaluation Report and Safer Use Action Plan (PERSUAP) approved by the Asia BEO on January 18, 2017 (DCN: Asia 17-022) in an email from Nina Kavetskaya.

On February 1, 2017, WEEP submitted a revised budget to the USAID/AOR.

On March 16, 2017, WEEP also submitted a Quarterly Accruals report to USAID/AOR.

On March 2, 2017, WEEP received a memorandum from the USAID Regional Inspector General office in Manila via the USAID/AOR regarding a management plan to implement corrective actions. Additionally, WEEP received the draft of the Project Financial Audit from RSM on March 24, 2017, which contained a set of recommendations for the plan. NABWT management is in the process of forming a management plan in response to the memorandum from RIG/Manila and USAID/CARS.

WEEP received requests to host various USAID visitors during the quarter, including speaker *Rahma Write*, USAID regional DOC *Kathryn Viguerie*, and US Ambassador *Ambassador Elisabeth Millard* along with other short-term visitors.

SECTION V: CHALLENGES ENCOUNTERED /PROPOSED SOLUTIONS

The import of strawberry plants from Turkey in cooperation with NEKSIGOL turned to be very challenging as the Tajikistan Quarantine Inspection Services complicated the procedure for obtaining permission to import transplants of strawberries from Turkey. This was due to last year problems - nematodes were found in strawberries seedlings imported from Turkey. Eventually, the contractor, as it was in last year, received a permission certificate to import the whole lot from California. As a result, total amount of imported strawberries was reduced from 100,000 to 60,000 because of transport costs. The project expects to receive the transplants in late October of 2017, in the beginning of fourth year of the project.

SECTION VII: NABWT'S CAPACITY BUILDING ACTIVITIES

According to the capacity-building plan, the WEEP staff received training on Business Communication and Training on Effective Use of Multimedia Journalism in Professional Activities.

In addition, four NABWT's staff attended in an International congress on Business Associations in Moscow, Russia.