

**RESEARCH IN ALTERNATIVE LIVELIHOODS FUND (RALF)
RESEARCH PROJECT PROPOSAL**

RALF Project Number	RALF01-03
---------------------	-----------

SECTION A: ADMINISTRATIVE INFORMATION

1. Project Title	Village Decision Driven Research Project
2. Start and Finish Dates	June 1, 2004 to December 31, 2006
3. Target areas in Afghanistan	Alingar district in the Laghman Province

<p>4. Principal Investigator Christopher David Pannkuk Washington State University International Programs Pullman, Washington 99164 509-335-2985 208-883-3770 pannkuk@wsu.edu</p>	
<p>5. Lead (Applicant) Institution <i>(registered office)</i> Office of Grant & Research Development Neill 423, PO Box 643140 Pullman, WA 99164-3140 USA</p>	
<p>6. Contracts / Finance Manager Daniel Nordquist Neill 423, PO Box 643140 Pullman, WA 99164-3140 USA</p>	
<p>7. Collaborating Institutions <i>Name, address, e-mail, tel and fax details</i></p>	
(1)	<p>Danish Committee for Aid to Afghan Refugees Paikob-e-Naswar Wazirabad PO Box 208, Kabul Afghanistan Phone: (+93)(020) 220 15 20/220 03 30 Mobile (+93)(0) 70 28 82 32 E-mail: dacaar1@get2net.dk Web site: www.dacaar.org</p>
(2)	<p>M. Sharif P.A. to the Minister Ministry of Agriculture and Animal Husbandry Kabul, Afghanistan 070286677 sharif_moal_afg@yahoo.com</p>

SECTION B: PROJECT PROFILE

8. Project Summary (600 words)

The Research in Alternative Livelihoods Fund (RALF) is a unique opportunity that promotes economically viable alternatives to poppy production and restores food security to Afghanistan. Working together, Washington State University (WSU) and the Danish Committee for Aid to Afghan Refugees (DACAAR) complement each other in their strengths to implement both research and development issues pertaining to the livelihoods of rural farmers in Afghanistan. WSU is a major research university with recent experience in agricultural development in Afghanistan. DACAAR is one of the largest NGOs in Afghanistan with a strong agricultural program working at the village and farmer level. Both are committed to support sustainable economic and social development in Afghanistan.

Where Afghanistan has again become the world's largest supplier of opium, in 2003 supplying approximately 75% of global production, and poppy production has increased in terms of both quantities and geographical spread. The Afghan Transitional Administration is committed to reducing poppy cultivation, but recognises that the development of alternative livelihood opportunities should go hand in hand with efficient law and order enforcement in the target areas.

Alternative livelihoods should not just be considered experiments, but that initiatives are informed by an understanding of both the local situation and the ability to turn local produce into marketable products. There are three important aspects to this approach: To establish a thorough understanding of how the poppy economy is integrated in livelihood strategies in the target area; to analyse and identify the opportunities existing within the specific agro ecological zone in a dialogue with the local farmers, and build up the capacity to carry out these analyses; to examine the opportunities for marketing the products identified.

The purpose of the proposed work is to create an approach that will solicit ideas from farmers for alternatives to poppy production, which can be addressed through research and development. Then to develop a structure that integrates needs and opportunities defined by village organizations (VOs) with the research capacity of the Ministry of Agriculture and Animal Husbandry (MAAH) and the implementation ability of The Danish Committee for Aid to Afghan Refugees (DACAAR). And then finally to examine in which ways the natural resource base can be turned into marketable commodities.

These will be carried out in four general activities:

1. Village level participatory livelihood analysis that serves to establish how poppy production is integrated in local household strategies, and how the local asset base for the pursuit of alternative livelihood opportunities.
2. Needs assessment and improved capacity of an MAAH agricultural research station to respond to village organization requests
3. Analysis of the potential for marketing the products identified during the survey.
4. Implemented pilot activities where the data from outputs 1 and 3 are used to initiate marketing of products.

DACAAR is well-established in the district of Alingar in the Eastern part of Laghman province since 1997 where 60 active VOs have been established. Over the past 3 years opium production has increased considerably in Alingar, as well as the rest of Laghman, and by 2003 most landowners in the district were cultivating poppies.

Laghman is an area, which is agro ecologically different from the rest of Afghanistan. As such it could be assumed that the province has a comparative advantage, as it is possible to produce crops, which either are different from those produced in the rest of the country, or can be

marketed in a different season. Located relatively near urban markets, it seems a reasonable assumption that farm products from Laghman can compete favourably with, and perhaps even substitute, imports from Pakistan.

The project intends to train DACAAR staff and MAAH personnel on survey construction, administration and analysis which, along with the participation of VOs will identify alternative livelihoods for farmers. The project will then use this output to identify the needs of the MAAH's research facilities to address the needs of the farmers. The project will procure and train researchers at the MAAH guiding them through the process of the development of the alternative enterprise.

SECTION C: BACKGROUND/PURPOSE

11. Background / Literature Review

BACKGROUND

The Research in Alternative Livelihoods Fund (RALF) is a unique opportunity that not only promotes economically viable alternatives to poppy production but will assist in restoring food security to Afghanistan. Working together Washington State University (WSU) and the Danish Committee for Aid to Afghan Refugees (DACAAR) complement each other in their strengths to implement both research and development issues pertaining to the livelihoods of rural farmers in Afghanistan. WSU is a major research university with recent experience in agricultural development in Afghanistan. DACAAR is one of the largest NGOs in Afghanistan with a strong agricultural program working at the village and farmer level. Together they have a commitment to support sustainable economic and social development in Afghanistan.

Afghanistan has again become the world's largest supplier of opium, in 2003 supplying approx. 75% of global production. Whereas the Afghan Transitional Administration (ATA) in its '5-year strategy for tackling illicit drug problems in Afghanistan' is committed to reducing poppy cultivation by 70% by 2008, developments over the past year have been discouraging. Poppy production has increased in terms of both quantities and geographical spread. An overall production of 8% in 2003 – according to the "Afghanistan Opium Survey 2003" published by UNODC – covers an overall development that would seem even more problematic. Whereas production has fallen in some of the largest poppy cultivating provinces – eg. Nangarhar and Hilmand – it would seem more worrying, and significantly more difficult to contain, that cultivation during the last year spread to a number of provinces especially in the northern part of the country that were previously not planted to poppies. Opium poppies last year were grown in 28 of 32 provinces, and although it has been estimated that the total area under poppy cultivation amounts to less than 3% of the irrigated arable land in Afghanistan, the profits from production serve to reinforce the position of local warlords and thus destabilize nation building efforts.

At the local level, opium production constitutes an attractive income source, especially in a situation where the asset base of the rural population has been depleted due to a prolonged drought and periods of political instability. Furthermore, it should be recognised that the 'profit motive' cannot be seen in isolation. Local power structures and patron-client relations may influence and determine the decision making process of the farmer, and in other instances opium production is the only way to access rural credit. Often there are no alternatives.

That is why there is an urgent need for external agencies to help the farmer identify alternative livelihood opportunities, which are based on the local resource base, but also have the potential to become sources of cash income. It is important to emphasize that alternative livelihoods should not just be considered experiments, but that initiatives are informed by an understanding of both the local situation and the ability to turn local produce into marketable products. There are three important aspects to this approach:

1. To establish an understanding of how poppy cultivation is integrated in local livelihood strategies, both in terms of household economics, access to credit, and local power structures.
2. To analyse and identify the opportunities existing within a specific agro ecological zone in a dialogue with the local farmers, and build up the capacity to carry out these analyses.
3. To examine the opportunities for marketing the products identified.

It is very important that these three aspects go hand in hand; Interventions have to build on a thorough understanding of the local situation. and if there are no outlets for the identified

alternatives, the farmer is more than likely to revert into poppy cultivation, and his situation might be even worse than before the 'experiment'.

There are several stakeholders in this process. The farmers have got an intimate knowledge of their own resource base, but they have often not the knowledge, the resources, or the incentives to explore the new avenues in terms of products and markets; the NGO has been in the area for a number of years, but as opium cultivation has taken off, it has become difficult to operate, as support to agricultural development has been conditioned by the farmers refraining from poppy cultivation; The Ministry of Agriculture and Animal Husbandry (MAAH) and the Ministry of Rural Rehabilitation and Development (MRRD) are attempting to build capacity at the local level in order to engage more efficiently with the needs and opportunities of the local farmers. Apart from these stakeholders, who are directly involved in the process to identify alternative livelihoods, it should be recognised that there is a direct correlation between the successful development of alternative livelihood strategies and an improved law and order situation – a position that was reiterated at the International Counter Narcotics Conference, held in Kabul February 9th. 2004.

The NGO's of Afghanistan are best situated for eliciting information from farmers. They have established contacts locally and generally have good relationships at the local level. NGO's also have relationships with ministry officials and at times even cooperative agreements to work within the ministries. In this way NGOs are able to 'cut both ways', building long term relations with village communities while at the same time establishing linkages to government institutions that are still in the process of restructuring upon decades of instability and establishing legitimacy in the eyes of the rural population. This position, which the NGOs hold, as 'brokers' between village and state is very important in the current process of nation-building, and this process – strengthening government institutions while working towards alternative livelihoods – constitutes the larger picture, which this proposal aims to support.

WASHINGTON STATE UNIVERSITY

Washington State University (WSU) is the land grant university of the state of Washington with responsibilities for teaching, research, and extension/outreach. The University has a long and successful history of working in developing countries in a variety of settings to improve agricultural production, incomes, and the lives of the local people and their communities. The university's international development activities began with initial efforts in Islamic countries in 1975 in Pakistan. Since that time, the university's faculty and units have conducted successful projects and activities in many Islamic countries including Afghanistan (see below). These international development activities have included a wide variety of programs, disciplines, and subject matters including agriculture, marketing, business development, education, strengthening of extension, and others. A number of these activities have been conducted in environments similar to that of Afghanistan, such as Jordan and Sudan.

In addition to its successful participation in international agricultural development projects, WSU has also contributed significantly to agricultural production and profitability in the arid central part of the state of Washington. This part of the State is similar in many ways to parts of Afghanistan. WSU participation in research, training, development and extension of relevant and effective technologies has contributed much to the economic success of the region. Improved farming systems, alternative crops, effective water planning, management and use, marketing and others contributed to the success. Of paramount importance have been farmer and farmer organization participation and input. A similar approach appropriately modified and adapted to Afghanistan conditions is suggested for this project. Experiences gained from project implementation in agriculture in the west of Sudan, in Mali, and in Jordan, as examples, will also provide lessons learned that will be useful for the proposed activities in Afghanistan.

WSU is a member of the Future Harvest Consortium to Rebuild Agriculture in Afghanistan (FHCRAA). The university was involved in the Tashkent meetings in the fall of 2001

developing goals for the future of Afghanistan. In May 2002, WSU was present in Kabul at the "Code of Conduct" meeting for the FHCRAA and delivered a presentation on linking humanitarian relief to long-term food security goals. During the summer of 2003, WSU successfully implemented a project on "meteorological station installation and training in Afghanistan". The project worked closely with the Ministry of Agriculture and Animal Husbandry (MAAH) and the Ministry of Meteorological Studies and ICARDA staff. Meteorological stations were procured and installed in seven agricultural research stations of the MAAH. Personnel from both ministries were trained in the setup, maintenance, gathering and analysis of data. The project was also closely tied to the famine early warning system, facilitated by FAO and USAID. Thus, WSU has been involved in Afghanistan in a number of agricultural related activities.

College of Agricultural, Human, and Natural Resource Sciences

The College of Agricultural, Human, and Natural Resource Sciences (CAHNR) is a comprehensive teaching, research, and outreach program in agriculture. Faculty in the following academic units have international experiences in Islamic countries that are relevant to this proposal include Crop and Soil Sciences, Biological Systems Engineering (irrigation and water management), Agricultural and Resource Economics, Horticulture and Landscape Architecture, and others. All of these can provide input into the activities proposed herein as needed.

Social and Economic Sciences Research Center

The Social and Economics Sciences Research Center (SESRC) is world renowned for its extensive domestic and international survey research experiences, capabilities, and activities in a wide variety of agriculture, economic development, educational, and other dimensions. Its mission is to provide high quality survey research services to individuals, organizations, and policy makers and to educate and develop the survey capabilities of others for the design and implementation of surveys and the analysis of information and data. These extensive domestic and international experiences are directly supportive of the approach in this proposal. The SESRC works closely as a professional team with individuals and organizations on the ground whose participation is necessary for optimal results.

SESRC is the largest university survey research center in the Pacific Northwest with over 25 years of experience in survey research. It conducts approximately 50 survey projects a year in a variety of topics including agricultural development.

SESRC has staff with expertise in all aspects in the use of surveys as integral components of research. Services provided by the staff include total research design, design of samples, design and conduct of survey instruments, data collection and management, analysis, report preparation and presentation, and archive maintenance of records, data and reports. The SESRC staff input and participation for the proposed project will include design and development of survey methodologies appropriate to Afghanistan, the training of ministry staff and Afghan members of DACAAR in survey methodologies, and the training of enumerators. SESRC staff will also assist in the analysis of the survey results, interpretation of data, and will provide guidance, support and follow up activities as needed for successful identification of potentially successful alternative livelihoods to poppy production.

International Programs/Development Cooperation

The Development Cooperation Office of International Programs (IP/DC) is responsible for facilitating, supporting, implementing, and providing logistical, budgetary and other support for donor funded development projects, programs and activities in other countries. The office, established in 1978, has a cadre of well-trained and experienced staff that support

the needs of overseas projects and their staff and developing country colleagues. Paramount among the support and logistical activities carried out by the office are purchasing, travel, salary and other reimbursements, coordination of activities, liaison with other organizations and units within and outside the university, and others. These activities have been or are currently being conducted in support of projects, programs and activities in Jordan, Sudan, Uzbekistan, Pakistan, Malawi, Mali, Indonesia, and many others. The office provides the necessary record keeping, reporting and accounting required by the various donors and other funding sources.

In this proposed project, the IP/DC will provide the necessary support for the successful implementation of the project in Afghanistan as these relate to hiring and payment of staff, accounting, travel, purchasing, insurance, and salary payments. The office is established and functioning at the present time so support for project activities can be provided without delay. WSU as the prime contractor will be responsible to the donor for successful project implementation with Dr. Pannkuk having overall responsibility in the administrative chain.

DANISH COMMITTEE FOR AID TO AFGHAN REFUGEES

The Danish Committee for Aid to Afghan Refugees, DACAAR, is a humanitarian non-governmental organization which supports sustainable economic and social recovery in selected project areas in Afghanistan as well as the lasting return of refugees and internally displaced people. Established in 1984 specifically to provide support to Afghan refugees. DACAAR initially provided relief to refugees in Pakistan but since 1989, it has increasingly concentrated on rehabilitation and development work inside Afghanistan. The two main sectors of DACAAR activities are Water and Sanitation (WatSan) – where DACAAR remains the biggest supplier of improved water points in rural Afghanistan – and the Rural Development Programme (RDP).

With a field staff of approximately 350, RDP is working in four provinces in Eastern Afghanistan:

- Paktya, Laghman, Ghazni, and Vardak - and two provinces in the Western part of the country
- Herat and Badghis. By December 2003, RDP was working in 414 villages, with a total coverage of an estimated 39,228 households.

Ensuring participation

Central to RDP is a long-term, community based involvement in specific target areas. All work at community level has since 1998 been based on the establishment of community organizations – respectively Village Organizations (VOs) for men, and, since 2002, also *majlis-e-Zanha* (MZ) or women's groups. The main objective of the community organizations is to ensure high participation and thus an equitable distribution of resources. In order to ensure the inclusion of poor and vulnerable groups, all households in a village are eligible for membership, 75% of all households have to be members of the VO/MZ, and 75% of all members need to be present for the decision-making processes to be valid. As monthly meetings are held with the VO/MZ, RDP maintains a close relationship with all villages over a 4 year period. An important implication of this is that activities implemented on an experimental basis in specific target villages easily can be replicated in other villages of the project area.

Whereas RDP over the last few years have expanded beyond a purely agricultural focus, most project activities are still linked to different aspects of agricultural production, animal husbandry, and sustainable natural resource management. Most VOs also apply for a physical infrastructure project, especially irrigation structures to increase the amount of water available for irrigation of farmland. Central to these projects is the principle of community contribution – usually unskilled labour – covering 15-20% of all costs. Furthermore, maintenance committees are established in the targeted villages in order to ensure the long-term sustainability of the projects

Agriculture, applied research and farmer-based extension services

This sector focuses on the improvement of agricultural methods and inputs through a close co-operation between village organizations, the RDP agronomists and external agricultural organizations such as FAO. At the start, of activities in a village RDP staff seeks to find solutions to the problems that the farmers have in their daily work. On this basis, RDP and the farmers begin to identify, test, evaluate and disseminate new appropriate technologies within a participatory process. This sector includes a focused support for the establishment and drift of seed dispersion and nurseries on a commercial basis so that the local community is assured a sustainable access to improved cultivation methods.

Farmer-based extension services

The extension services seek to enhance the farmer's output from cultivation by facilitating farmer-led experiments and supporting farmers who show a genuine interest in experimenting. RDP agronomists have a number of tools at hand in order to achieve this:

- Demonstrations
- On-farm trials and support to local experimenters
- Farmer field days, study tours, and farmer to farmer exchange visits
- Village organization discussions
- Farmer training

Since 2001, DACAAR has been seeking to identify local, natural experimenters and to find ways of supporting them. This is expected to be a more cost-effective way of developing new agricultural practices compared to the on-farm-trials. During 2002, a total of 28 experimenters were identified and this approach will gain more momentum in 2004.

Since the objective of these activities is to change farmer's practices, DACAAR makes an annual estimation of the number of farmers that adopt new working methods. By the end of 2003, approx. 50 per cent of the farmers within RDP areas had adopted new practices.

12. Project Goal

To assist farmers in identifying alternative livelihood opportunities that would replace opium production.

13. Project Purpose

To develop research activities for alternatives to poppy production by building the capacity for the Ministry of Agriculture and Animal Husbandry from a structure that integrates needs identified by village organizations in Alingar district of Laghman province.

SECTION D: OUTPUTS/UPTAKE PATHWAYS

14. Outputs

1. Survey based on a participatory livelihood analysis at VO level in order to learn more about the social, economic and political context of current livelihoods and attitudes towards opium poppy production in order to better assess the feasibility of alternative livelihoods.
2. Needs assessment and improved capacity of an MAAH agricultural research station to respond to village organization requests
3. Analysis of the potential for marketing the products identified during the survey
4. Implemented pilot activities where the data from outputs 1 and 3 are used to initiate marketing of products.

15. Target Institutions

The Danish Committee for Aid to Afghan Refugees (DACAAR) have agreed to collaborate on the proposed tasks. The DACAAR staff has also agreed to involve the "Village Organizations" (VOs) already established in the Alingar district, Laghman province. Our "target" organizations are the VOs which will have the most to gain from the outputs proposed. The VOs will identify poppy replacement livelihoods and will be the beneficiary of research developed by the Ministry of Agriculture and Animal Husbandry.

The background information in this proposal was primarily developed by DACAAR who have well grounded information pertaining to the topic of poppy production in Afghanistan. It was DACAAR's idea to involve the VOs which they established to elicit ideas from farmers for enterprises or alternative crops to poppy production.

16. Target Areas and Stakeholders

The district of Alingar is located in the Eastern part of Laghman. DACAAR is well-established in the district, it has worked in Alingar district since 1997, and 60 active VOs have been established, covering a total 70% of the district. In addition, DACAAR has since 2003 been implementing partner in the National Solidarity Programme (NSP), carried out in over 100 villages in both Alingar and Alisheng. Accordingly, the target area for possible interventions has increased considerably.

Whereas the province of Laghman is not considered one of the main opium producing areas, production has increased considerably over the past 3 years. By 2003 most landowners in Alingar and Alisheng districts were – according to field staff and research carried out in the area – cultivating poppies on parts of their cultivable farmland. By spring 2004, the picture had changed: In parts of the province, 80-90% of all irrigated farmland were utilized for opium production, and the crop had in many cases become a mono culture.

At the same time, there is a need for extensive irrigation works in Alingar. In large parts of the districts, most of the farmland cannot be cultivated due to lack of irrigation water. Whereas DACAAR has the capacity to design conveyance systems, which allow the villages to access water from the Alingar River, this cannot happen as long as opium production is so prevalent, and no alternatives have been identified. Accordingly, DACAAR remains in a 'stand by' position in Alingar. A yearlong presence, a rich and intimate knowledge about the local context, and staff capacity in agricultural extension are all competences that cannot be utilized fully in the present situation.

Laghman is an area, which is agro ecologically different from the rest of Afghanistan. As such it could be assumed that the province has a comparative advantage, as it is possible to produce crops, which either are different from those produced in the rest of the country, or can be

marketed in a different season. Located relatively near urban markets, it seems a reasonable assumption that farm products from Laghman can compete favourably with, and perhaps even substitute, imports from Pakistan. A survey would especially look into the potential for much more extensive production of vegetables for the growing Kabul market. Furthermore, vegetable cultivation constitutes a mode of production that is in many areas part of the women's domain. Accordingly a focus on vegetable production would also target women.

In the side valleys of Laghman, forest areas constitute an important natural asset base. In order to control the otherwise unchecked exploitation of forest resources, DACAAR has, in cooperation with local villages, established a ban on the collection and sale of wood. This has been a partial success. Especially poorer households depend on incomes from wood, so they have been most badly affected from the ban, thus making them even more dependent on poppy cultivation. An alternative strategy would be to investigate the opportunities related to local processing of wood, thus increasing the incomes accruing from wood without increasing the quantities of wood that are collected or cut down.

Apart from the increasing opium production, a prominent characteristic of livelihoods in Laghman is the dependence on remittances, mainly from Pakistan. At present, the remittances are mainly 'fed' into consumption rather than invested in an upgrading of the existing asset base. It will be part of the survey to clarify how remittances successfully can be invested in local enterprises, and thus contribute to long term livelihood security rather than only a short term solution.

WSU has installed a weather station and trained personnel at the MAAH research facility, with the assistance of ICARDA. The research station in Jalalabad with its regional focus might also become a center for poppy replacement and could serve other nearby provinces where poppy production has been occurring. These other provinces include Kapisa, Kunar, Nangahar, and Nuristan where it is estimated that over 20,000 hectare have been cultivated.

17. Uptake Pathways

Capacity Building

The project intends to train DACAAR staff on survey construction, administration and analysis which, along with the participation of VOs will identify alternative livelihoods for farmers. The project will then use this output to identify the needs of the MAAH's research facilities to address the needs of the farmers. The project will procure and train researchers at the institute guiding them through the process of the development of the alternative enterprise. When the output from the MAAH is complete the project will assist in extending the information through DACAAR to the VOs.

Scaling up the findings

The methodology, by which DACAAR works with its beneficiary villages, makes it relatively simple to scale up findings from the target villages to the entire project area. Monthly meetings with VOs and MZs constitute the basis for a working relationship that includes VO conferences, on farm trials, and farmer field days as integrated parts of the well-established extension service. This makes it relatively straightforward to disperse the findings from the target villages in an efficient manner.

Replication

It should be recognised that there is no such thing as a 'magic bullet' in the struggle to find alternatives to opium poppy cultivation in Afghanistan. It is important to realize that each poppy producing area should be analysed in terms of its own socio-economic and ecological context. It is, however, strongly felt that this approach – integrating through analysis of local resource base with analyses of market potentials – is a method to identify viable alternative livelihood opportunities, which can be applied successfully in different environments.

18. Expected Impact: Livelihoods and poverty of current poppy growers

The outputs will contribute to the elimination of poppy production by assisting in the development of livelihood opportunities based on the local resource potential. The process by which information is gathered and transferred will be in place and could be used as a model in the rest of the country to elicit ideas from farmers back to government agencies. The survey of VOs may take several months to administer and analyze. In the same time period the needs assessment of the MAAH research facility could begin and training and equipment identified. The research and development by the MAAH will take at least one year. The training of DACAAR staff will coincide with the research and development and will take several months to extend to the farmers.

19. Monitoring and Evaluation

Regular monitoring and evaluation of planned activities, expected results and impacts will be an integral part of the project's management information system. The table below outlines the type of information to be collected.

Type of Information	Method of Data Collection/Analysis	Indicator	Frequency
Identification of alternative livelihoods with expressed interest in adoption	Sample survey of villages and households in target area	<ul style="list-style-type: none"> Type of livelihoods identified No. of interested villages in each No. of interested farmers in each Targeted area in ha per village and farmer for each livelihood, as applicable 	Once yearly
Extension and Training support	Sample survey of villages and households in target area Workplans/budgets of collaborating partners	<ul style="list-style-type: none"> No. of visits made by govt/NGO staff in relation to above Reports on no. of villages and farmers reached and trained 	Once yearly
Adoption of alternative livelihoods	Sample survey of villages and households in target area Satellite image analysis using GIS Land use/cover maps & attribute data	<ul style="list-style-type: none"> No. of participating villages No. of participating farmers Area in ha under new/different crops per village and farmer 	Once yearly
Improved livelihoods	Sample household surveys	<ul style="list-style-type: none"> Average income/year and change Diversified income/activities 	Once/year

Washington State University

Quarterly Status Reports: Such reports shall be submitted to the RALF program, and DFID Project Officer as identified. These Reports are meant to be concise status reporting mechanisms that summarize results/progress and identify developing issues and problems, according to an agreed upon format that can easily be updated and include the following:

- Identification of all professionals involved in rendering assistance and their respective roles and responsibilities, including who will be responsible for providing the information referred to below;
- Summary of progress on major implementation steps;
- Identification and description of implementation problems, proposed actions to address such problems;

- Impacts achieved as a result of a DFID intervention or advocacy. An impact can be considered a change in policy or a change in behavior as a result of the assistance;
- Coordination with other RALF implementers
- Updated pipeline analysis including obligations, disbursement and accruals

Annual Project Results Report: Delivered at the annual workshops.

Social Economic Science Research Center

- The SESRC will deliver a needs assessment report of DACAAR's capabilities and identification of survey tools required.
- A training manual and report will be delivered after the training of DACAAR staff is completed.
- An analysis and training report will be delivered after the survey has been completed.

Danish Committee for Aid to Afghan Refugees

- A survey report and analysis will be delivered to WSU-SESRC and the MAAH.
- Implementation plan for projects researched and developed by the MAAH.
- Quarterly reports on the implementation of village organization projects.
- Final analysis of implementation projects.

20. Appraisal Issues

None

SECTION E: ACTIVITIES

20. Activities

OUTPUT 1: Survey of farmers and village leaders to learn more about the social, economic and political context of current livelihoods and attitudes towards opium poppy production in order to better assess the feasibility of alternative livelihoods

1. Survey development and training by SESRC with DACAAR and MAAH

The SESRC will work closely with DACAAR and MAAH in the design and development of an appropriate village based survey. The survey will be designed to address the social, economic, and political context for current agricultural livelihoods in villages and will include assessment of attitudes towards opium production. In order to establish the broadest possible understanding of the project area, a participatory livelihood analysis will first be carried out with the VOs involved. Based on this, interviews at household level and with focus groups will be carried out. The survey will include both farm households and village leaders using a combination of face to face interviews and focus groups. The data collected will include both quantitative and qualitative components. The SESRC will also advise on appropriate village based sampling techniques.

The SESRC will then conduct a train-the-trainer workshop to provide training to DACAAR and MAAH staff pertaining to appropriate survey methods, survey implementation and interviewing techniques so that village enumerators can be trained and supervised by DACAAR and MAAH for survey data collection at the village level. The main goal of the train-the-trainer model is to maximize the opportunity for in-country personnel to carry out the survey implementation.

2. First village based survey

The first survey would begin within two months of the program starting and would be carried out for a period of two months. DACAAR would facilitate the survey with participants from the MAAH assisting. The results of this activity would be an exhaustive list of enterprises, research needs, alternative livelihoods and tools and equipment needed.

3. Analysis of first survey and training of DACAAR and MAAH staff on methods used

Training on the analysis of the first survey will be carried out in Kabul at the DACAAR offices no more than one month after the completion of the survey. The SESRC will direct the training with DACAAR and MAAH staff attending. The results of this training will give the participants the ability to analyze the surveys taken so that they are better able to conduct this in the future paying special attention to sample size, sampling and appropriate disaggregation.

4. Presentation of first survey results to MAAH research station in Laghman by DACAAR and SESRC

Directly following the analysis of the survey, a presentation will be given to the researchers at the MAAH Laghman agricultural research station. It is anticipated that the research identified in the survey from village organizations may include: alternative crops and cropping methods, market research, enterprises such as; small green houses for vegetable production, seed system enterprises, cooperative plowing, threshing, or credit organizations, and village improvement enterprises such as irrigation rehabilitation.

5. Second survey of village organizations

After the first survey results have been identified and the MAAH has the first round to react to the villages needs and extend the research results to the farmers, a survey will be conducted by the DACAAR with MAAH on new ideas. The results from this survey should be the same as the first but with an additional reaction to the results of the first actions by the MAAH. This will give a response back to the MAAH on how well they have carried out research and development of issues requested by the villages.

6. Analysis of second survey

A workshop will be held in Kabul at the DACAAR offices where survey results will be analyzed and response from village organization leaders and MAAH researchers will attend. The workshop will be directed by WSU and SESRC staff. The results of this workshop will be lessons learned from the first survey and research results as well as the results from the second survey.

7. Presentation of second survey results to MAAH by DACAAR and SESRC

OUTPUT 2: Needs assessment and improved capacity of an MAAH agricultural research station to respond to village organization requests

1. First needs assessment of MAAH Laghman research station for general research needs

Within the first month of the program starting a needs assessment of the Laghman MAAH agricultural research station will be carried out. An evaluation of the current conditions and capabilities for carrying out basic research will be done. It is anticipated that from this assessment an exhaustive list of needs will be determined which will include areas of building modifications or rehabilitations, training for personnel and equipment needs to carry out laboratory and field work.

2. Second needs assessment for research needs after presentation of survey results

Following the survey and presentation to the MAAH staff in Laghman, a second assessment of needs for the research station will be carried out. These results should indicate specific needs for carrying out research that the village organizations have identified. These might include specific laboratory needs, training of researchers in procedures or analysis and select alternative crop seed and production equipment. Where many of these needs may be purchase locally or professionals for training come from local organizations, there will also be a need for international consultants and purchasing of equipment from other countries.

3. Third needs assessment of research station needs after second survey results

Lessons learned from activities 1 and 2 will be used to develop a third and last assessment of the capacity at the research center. The anticipated results from this assessment will be an analysis of how well the MAAH has been able to utilize the first two procurements and training. This should be done at the completion of the second survey results and analyses have been presented.

4. First procurement of equipment and training for MAAH staff

The results of the first needs assessment will determine to what extent the research station will be able to react to the needs of the village organizations requests. This should be done before the results of the first survey have been presented. The results should enable the MAAH agricultural research station in Laghman to carry out the basic research anticipated by the village organizations. These would include: basic field testing of alternative crops; trained staff and personnel capable of doing field, laboratory and market research; equipment such as weather stations, computers and laboratory equipment and; building facilities in adequate condition.

5. First round research of needs by MAAH from village organizations

After the first survey is conducted and analyzed the MAAH agricultural research station at Laghman will be tasked with a number of research priorities that will need to be put in place. These requests will have to be addressed and specific needs, training and equipment will be necessary to procure. The anticipated needs are not as clear as the basic equipment and training list in activity 1 but may include: specific seed, laboratory equipment, field equipment and facilities. This should be accomplished shortly after the needs assessment.

6. Second round research of needs MAAH from village organizations

After the second survey is conducted and analyzed the MAAH agricultural research station at Laghman will be tasked with modified research objectives. These new requests will have to be analyzed and prioritized based on lessons learned from the first results. These anticipated needs will be further clarified at this point. This should be accomplished shortly after the second needs assessment.

OUTPUT 3: Analysis of the potential for marketing the products identified during the survey.

Depending on the results of the survey an in-depth marketing analysis will be carried out. A detailed methodology can be found in Annex 6. This will be accomplished in two activities:

1. Training on techniques in marketing analysis will be done by WSU to train MAAH and DACAAR staff.
2. Specific market analysis of products or enterprises identified from survey analysis will be carried out by WSU, MAAH and DACAAR.

OUTPUT 4: Implementing pilot activities to increase village alternative livelihoods to opium production

Establishment of a small grants initiative for village organizations to be determined by the research activities of the MAAH. Outputs 2 and 3 will identify a specific sub-set of activities to be implemented that are designed to develop, on a selected pilot basis, key demonstrations of effective local participation and partnership building to address local priority alternative livelihoods. Based on the needs assessment and research activities, DACAAR and the MAAH will identify an effective mechanism to provide support to village organizations or consortia of these groups who have appropriate, small-scale projects to address local issues of sustainable alternative livelihoods.

21. Implementation and Management

Washington State University (WSU) will be the prime contractor in partnership with DACAAR and the Ministry of Agriculture. Dr. Chris Pannkuk will be the Principal Investigator with Mr. Ole Jensen. M. Shariff will be the liaison person for the Ministry of Agriculture. A project administrative and management committee composed of these three professionals will work closely together with each individual having responsibility for liaison with his home organization.

International Programs at WSU will provide the necessary support and backstopping from the US side. The DACAAR office in Kabul will provide in-country support and will be the main communication channel between field activities and the Development Cooperation Office at WSU. The Ministry of Agriculture research station at Laghman will serve as a field office for support of field activities in the villages. Communications will be via cell phone and e-mail. The local financial arrangements will utilize those established and functioning by DACAAR.

The implementation of the project will be carried out as summarized in the following. Because of the circumstances existing in Afghanistan and the study area, "structured flexibility" will be the general operational mode. Implementation will be planned and structured, but the team and the approaches will be sufficiently flexible to address unexpected constraints, issues and/or opportunities based upon circumstances and situations in the field. The following activities will be carried out for implementation:

Year 1

- Project start-up workshop – Shortly after signing of the contract, a project start-up workshop will be held in Kabul and in the field sites. The participants will include the various

individuals who will be conducting implementation activities, including the DACAAR and Ministry field staff and WSU personnel. The purpose of the project start-up workshop will to further build an effective implementation team, identify and agree on the purpose and objectives of the activities, identify and assign roles and responsibilities, establish timeframes and support activities, and other details. As indicated, the start-up workshop will be held in Kabul as well as the field locations. The initial information necessary for the survey to identify agricultural crops and other alternatives will be collected. An initial outline and draft of the questionnaire and the necessary support, including enumerators, will be determined. A training plan for the enumerators and others collecting and analyzing the information from the surveys will be an important component of the project start-up activities.

- Survey methodology, implementation plan, training of enumerators and other survey staff will be carried out in Afghanistan by SESRC staff (Danna Moore). The necessary requirements for collecting the necessary research information and its analysis congruent with the cultural, physical, economic and other details of the study area will be identified and incorporated into the survey methodology and procedures. Initial training of those participating in the field survey activities will begin during the project start-up workshop as given above.

Training will be carried out in Afghanistan for those responsible for the field survey activities and to train Ministry staff in the use of this approach and methodologies. Such details as how many individuals and communities will be contacted, the training of both male and female enumerators necessary to obtain the spectrum of information required, and the information that will define the farming systems production in the study area as well as other details.

The survey methodology, instruments, and procedures will be finalized. Training will be carried out in country for those responsible for the field survey activities. Such details as how many individuals and communities will be contacted, the training of both male and female enumerators necessary to obtain the spectrum of information required, and the information that will define the farming systems in place in the study area as well as other details.

- Following the development of the field survey instrument(s) and survey methodologies and implementation, they will be field tested with a small number of selected individuals, households, and villages to validate the survey instruments and methodologies. Details of the individuals, households, and villages to be surveyed will be finalized. The necessary support requirements such as transportation, the cultural norms necessary for obtaining information for both males and females, and other details will be identified and put in place.

- Following the field testing of the survey instruments and methodologies, the surveys will be carried out. The results of the surveys will identify the farming/production systems in place, the perceptions of the individual producers, household and villages concerning alternative crops, and marketing and other information and details necessary to define high potential alternatives to poppy production and prevent the spread of poppy growing to areas where poppy production has not occurred or to a limited degree. Benefits, incentives, and rewards must be identified to assist in the adoption of alternatives.

- The information will be analyzed by SESRC and a result provided and examined at a second workshop in Kabul and in the field with participation of the project staff. The results will be examined and conclusions drawn concerning the identified of high potential, alternative crops and other production systems that will lead to the elimination, or at minimum, decrease the spread of additional poppy production in the study area.

Following the identification of high potential alternatives, these alternatives will be examined in detail concerning their feasibility and requirements for their successful adoption by producers and villages within the context of their farming systems. It should be emphasized that the participation by farmers, villages, and local governing organizations are essential and will be prominent in all aspects of the project. Such input is especially important when examining the

feasibility for successful alternatives to poppy production. Local participation will be based on the experiences and successes of DACAAR in their community, village, and individual farmer activities in the study area.

Based upon the above, a set of recommendations for production alternatives that can decrease poppy production or decrease the spread of such production will be identified.

- A conference will be held in Kabul to share the information and recommendations with interested Afghan, donor, and other appropriate organizations and provide an opportunity for input. A report of the Year 1 results will be provided. Progress and results will be monitored and evaluated.

Year 2

The information collected and analyzed and the identification of potential alternatives will likely identify gaps of information and knowledge requiring additional research by Ministry, DACAAR staff, and local farmers to clarify or validate recommended technologies and approaches.

A Year 2 planning workshop will be conducted to plan Year 2 activities including plans for research and to obtain needed information.

Based upon available information and data, collection of additional survey data may be needed. Also, if sufficiently clear, field testing of alternatives will be conducted using appropriate methods such as demonstration plots, training of farmers, establishment of village committees or other methods of farmer and village participation. Thus, Year 2 activities will focus on further definition and details of alternatives, conduct of research to provide needed information and the testing of alternatives that are ready for field testing for potential adoption. Progress will be monitor and evaluated. A Year 2 report will be prepared and distributed.

Year 3

A Year 3 planning workshop will be held. Testing of alternatives will continue with the collection of additional information to continue to improve the adoption of alternatives. Progress will be monitored and evaluated. A Year 3 and a final report will be prepared and distributed. Conclusions reached as a result of the Year 3 project will be given and discussed and potential next steps identified.

Personnel

One of the significant strengths of this proposal is the integration of diverse experiences, environments, and circumstances provided by WSU, DACAAR, and the Ministry of Agriculture. Proposed personnel from WSU have a breadth of domestic, US, and international experience in agriculture, marketing, economic development, and the application of surveys to gather information for implementers and policy makers. DACAAR brings a breadth and depth of Afghan experience working in agriculture, the environment, and social structures and villages which will provide specific information on Afghanistan. Ministry representatives bring a broader Afghanistan perspective, intimate knowledge of culture, economy and environment, and a history of working with agriculturalists, villages, and Afghan organizations. In addition, they have knowledge of and experience in the current and evolving political situation. Lastly, the participation of individual farmers and communities bring an understanding of the specific needs, opportunities, and the circumstances of influencing the potential for identifying, adopting, and using alternative crops and other measure to decrease poppy production. The organization of these various members of the project team provide a powerful force for defining high potential alternatives and their implementation, adoption, use, and impact.

In addition, the WSU and DACAAR personnel proposed have a history of and experience in working in effective teams to address on the ground issues.

The following provides a brief summary of the expertise and roles of the proposed personnel. Additional details about each of the individuals are given in the appendix, entitled "**Resumes**".

The following provides some details about the capabilities of the individual personnel and their roles and responsibilities for project implementation. This information augments that given in the Management and Implementation Plan.

Dr. Chris Pannkuk of WSU will be one co-principal investigator with experience working in Afghanistan and a strong background in agriculture research and development.

The other co-principal investigator is **Dr. Ole Jensen** of DACAAR. Dr. Jensen has worked extensively in Afghanistan on that organization's agricultural development and research activities. He will provide the DACAAR field personnel who will serve as enumerators and carry out field work.

Other WSU faculty who will be participating are as follows:

- Dr. James B. Henson has over 40 years experience in the planning, implementation, monitoring, and evaluation of development projects with an emphasis in agriculture. He is also well experienced and versed in many countries in agricultural research and technology transfer and adoption by individual farmers and communities.
- Dr. Danna Moore has international development experience in agriculture in a number of countries and also has extensive capabilities and experience in the utilization of survey methodologies for research. She will be primarily responsible, working closely with Dr. Vic Getz in the design of the survey instruments, training of enumerators, evaluating the results and writing reports and recommendations from the information obtained.
- Dr. Vic Getz has development experience in developing countries and also is experienced in the preparation and conduct of research surveys. As indicated above, she will work closely with Dr. Danna Moore in conducting and evaluating surveys.
- Dr. Peter Wyeth has extensive overseas development experience in agriculture and business and is a specialist in agriculture economics and marketing. Since marketing will be significant in potentially influencing the acceptability of alternative crops and production systems, his background and knowledge will be extremely useful.
- Ms. Masumi O'Connor is an MBA with extensive experience in financial and related management of development projects. She will provide the financial and other management and support functions of the personnel and activities working in Afghanistan.
- DACAAR field staff who have worked in the study area and are primarily Afghan citizens will be trained as enumerators for application of surveys in the field. Both male and female enumerators will be utilized. These individuals have significant experience in the country and in the study area and villages and will also participate in the conduct of practical follow on research as well as transfer of the alternative technologies to villages and agricultural producers. These individuals are well versed and experienced in working in the study areas understand, appreciate, and are able to work effectively in the social, economic, and agricultural and political environments in the study areas.
- M. Shariff of the Ministry of Agriculture will provide liaison and leadership for the participation of that organization. Other Ministry personnel will participate in project implementation and will receive training in the utilization of survey methodologies in research and in farming systems research and extension techniques. These individuals, located at the Laghman experiment station during the study areas will participate in the surveys as well as the conduct of follow-on research and testing of alternatives as indicated in the management and implementation plan section.

The participation of these various personnel will enable the integration of a broad array of experiences from around the world, the utilization of high tech approaches and methodologies modified by the practical experiences of DACAAR and the overall development of alternatives that will have high potential for replacement of poppy production in Afghanistan.

Attachment 1: Logical Framework

RALF Project Number	RALF01-03
---------------------	-----------

Project Title	
Lead implementing institution	

Narrative Summary	Objectively Verifiable Indicators	Means of Verification	Assumptions and Risks
Goal: To assist farmers in identifying alternative livelihoods that would replace opium production.	<ol style="list-style-type: none"> 1. Decrease in opium poppy production dependency 2. Increase in alternative livelihoods 3. Decreased number of farmers growing poppies/increased numbers growing new/different crops 4. Decreased area under poppy production/increased area of alternatives 	<p>Crop assessments Post-evaluation Farmer/village surveys</p>	<p>Support of local government Interest & cooperation from villages in target area</p>
Purpose: To develop research activities for alternatives to poppy production by building the capacity for the Ministry of Agriculture and Animal Husbandry from a structure that integrates needs identified by village organizations in Alingar district of Laghman province.	<ol style="list-style-type: none"> 1. Identified, tested and running alternative livelihoods in village organizations 2. Capacity of agricultural research centers strengthened to respond to requests from village organizations 3. Increased response/actions by partners to assist village organizations 4. Positive attitude by villages toward initiatives to develop alternative livelihoods 	<p>RALF Reports MAAH Reports DACAAR Reports Survey results in RALF reports</p>	<p>Village organizations identify viable alternatives MAAH research alternative livelihoods</p>
Outputs: 1. Survey of farmer attitudes to opium poppy production and alternative livelihoods	<ul style="list-style-type: none"> • Survey development and training by SESRC with DACAAR and MAAH • First survey of village organizations • Analysis of first survey and training of DACAAR and MAAH staff on methods used • of first survey results to MAAH research station in Laghman by DACAAR and SESRC • Second survey of village organizations • Analysis of second survey 	<p>RALF progress reports MAAH reports on activities related to RALF</p>	

Narrative Summary	Objectively Verifiable Indicators	Means of Verification	Assumptions and Risks
	<ul style="list-style-type: none"> • Presentation of second survey results to MAAH by DACAAR and SESRC 		
<p>2. Needs assessment and improved capacity of an MAAH agricultural research station to respond to village organization requests</p> <p>3. Analysis of the potential for marketing the products identified during the survey.</p> <p>4. Implemented pilot activities where the data from outputs 1 and 3 are used to initiate marketing of products.</p>	<ul style="list-style-type: none"> • First needs assessment of MAAH Laghman research station for general research needs • Second needs assessment for research needs after presentation of survey results • Third needs assessment of research station needs after second survey results • First procurement of equipment and training for MAAH staff • First round research of needs by MAAH from village organizations • Second round research of needs MAAH from village organizations • Training on techniques in marketing analysis will be done by WSU to train MAAH and DACAAR staff. • Specific market analysis of products or enterprises identified from survey analysis will be carried out by WSU, MAAH and DACAA • Village organizations request research on alternative livelihoods by the end of 6 months • MAAH respond to VOs requests • VOs adopt livelihoods 	RALF progress reports	
<p>Activities:</p> <p>1.1 WSU and DACAAR develop survey for VOs</p>	Developed survey	Project progress reports	

Narrative Summary	Objectively Verifiable Indicators	Means of Verification	Assumptions and Risks
1.2 WSU train DACAAR staff on survey technique and analysis	Training held at DACAAR Kabul offices		
1.3 DACAAR conduct survey	Survey results analyzed and reported to MAAH	Survey published	
2.1 WSU and MAAH conduct need assessment for applied research	MAAH to determine which station to accomplish applied research in the affected region		
2.2 WSU and MAAH develop plan for training and equipment needs	Document to be approved by oversight committee		
3.1 DACAAR and WSU carry out analysis of market potential for products identified	Report on market potential	Report published	
4.1 Review and select projects requested by VOs	Projects approved after 6 month in first round and 18 months for the second round	Call for proposals	
4.2 Monitor and evaluate projects			

ANNEX 6

Market Analysis

A market analysis will be conducted in order to understand market conditions, the potential for clients and the identification of new markets. The results of this analysis will be used to develop a business plan. The size of the potential market (local or foreign) and the range of products offered will impact what products can be sold and the price that can be charged.

The analysis can be carried out using a series of checklists that will focus questions to clients, or in the market place to gain the required information. A market analysis will answer questions such as:

- What trends are occurring in the market (from local bazaar to export market)?
- What are the product and market strengths, weaknesses, opportunities and threats?
- What are the inputs required and where do they come from?
- Who are the key competitors?
- What are the potential market segments available to this product in the area?

Market Trends

Market trends signal a change in customer needs and behaviors. Factors considered in this assessment include:

- What factors motivate a selection of the product?
- Are there seasonal variations in selection?
- Are there seasonal variations in demand?
- What are the different market segments who are likely to purchase the product? E.g. home owner, small business owner, small local NGO, large NGO, village community, urban, rural etc
- What other types of the product are available?
- Is the number of this product available in the region increasing or decreasing? Why?
- What types of products that are the same/similar?
- Will increasing access to finance/capital decrease or increase the supply of the product?
- Is there anything particularly unique and/or appealing about this product?
- What pricing practices are most profitable (undercut the market, meet the market with superior product, offer superior product at higher price, combination)?
- What other products/services provide the features and benefits that this product offers?
- What are the trends in demand for these alternatives?
- How sales of the same/similar product in the region performing relative to other regions?

SWOT Analysis

The Strengths, Weaknesses, Opportunities and Threats analysis (SWOT) is commonly used to identify many of the factors that affect the marketability of a product.

The “Strengths and Weaknesses” are internal to the product or organization. For instance a strength of an apple seller may be that the apples are of high quality, but a weakness might be that he has little money so s/he can’t afford to send it to the bazaar where s/he would get the best price. Key factors to consider include: product, price, quality, production and some intangibles such as perceived quality, experience etc

Opportunities and Threats come from the external environment, so the same apple grower might find a microfinance institution sets up in her/his local area so s/he can identify an opportunity to access more capital, however the threat to this might be that so can all the other apple growers in his area so that he is threatened with a market place flooded with his product. Key factors to consider include: markets opening and closing, distribution channels difficult or easy to access, level of competition, economic situation of intended markets and so on.

Sometimes there may be overlap between for example something identified as a weaknesses may be solved by an identified opportunity. Or occasionally a factor may be a threat and an opportunity.

Input analysis

An input analysis will assess all that is required to produce the product looking at all of the inputs required – human, financial, physical and productive the following questions will be answered:

- What is the input
- Where does it come from
- What does it cost
- What affects production of that input
- Is it easy or difficult to obtain
- When is it needed

Further analysis then may be undertaken on the basis of answers to these questions.

Competition

One of the most important parts of a market analysis is the study of current and proposed competitors. Interviews with businesses that sell the same/similar products would be conducted to learn about their operations and performance. This analysis will consider primary and secondary competitors and try to gain as much information as possible about their products and/or services. This information helps to learn from their strengths and weaknesses. Again checklists would be utilized to ensure the fundamental points are covered in such an analysis.

Knowing the customer

The product should be tailored to fit the market targeted. This will analyze who will buy the product, and why, also highlighting seasonal variations. This will attempt to find the ceiling for the price the consumer will pay and identify any specific qualities that consumers look for. Detailed consumer behavior surveys to understand what motivates purchase and other information related to motivations, attitudes can also be conducted.