

ANNGO GAP Analysis (August, 2015)

The Afghanistan National Nursery Growers' Organization (ANNGO) has been established in 2008 with the financial support from European Commission funded Perennial Horticulture Development Projects (PHDP1 & 2). ANNGO is registered with the Ministry of Economy as a non-governmental organization (NGO). ANNGO acts as a national apex body for the fruit tree nursery growers of Afghanistan. Membership is comprised representatives of local nursery grower associations (NGAs) from all the main fruit tree nursery growing parts of the country. Up to the end of 2014, there are 25 local nursery growers associations in 22 provinces of Afghanistan.

During 2015, ANNGO undertook the first necessary steps for becoming a fully inclusive organization open to all nursery growers in Afghanistan that follows the regulatory system by reviewing its by-laws and adjusting its membership criteria. By end October 2015, the EU funded project that supports ANNGO activities is anticipated to end. However, currently EU positively considers the possibility to fund a second phase of a grant contract to continue funding ANNGO activities starting November 2015 for the next 3 years.

The present GAP Analysis focusing on ANNGO anticipated results (under the new grant contract application) and constitutes the basis of the synergic arrangements (and budgetary complementarity commitments) between other projects operating under the same framework; namely HPS (EU funded), NHLP (WB funded) and HVP (AFD funded). It was conducted during 2 days long workshop on Saturday 15th and Monday 17th August 2015.

1. ANNGO Future State

Overall Objective: The Afghan nursery industry consolidates and increases its positive contribution to Afghan rural livelihoods.

Specific Objective: The private sector nursery industry is profitably providing sufficient healthy true to type planting materials for increased orchard, vineyard and ornamentals plantation.

Future State (Anticipated Results)	Current Situation	Next Actions (Proposals)	Prerequisites/remarks
Result 1 1.1. Consolidate and improve all the key function of ANNGO in the private nursery sector.	ANNGO has shown considerable signs of progress during the past year. The review of the bylaw was a concrete step forward. However, ANNGO needs further support and mentoring to assist them progress and build up institutional capacities.	ANNGO requires TA and mentoring on organizational capacity development with the provision of recommendations for improvement.	HPS/SO1 Budget provision: SO1 Governance & Organizational Development - Int'l Consultant; and SO1 Governance & Organizational Development Officer (nat'l staff) <i>relevant staff included to HPS/SO1 budget and seconded to ANNGO</i>
Future State	Current Situation	Next Actions (Proposals)	Prerequisites/remarks

(Anticipated Results)			
1.2. Conduct a program of internal institutional capacity building in order to improve ANNGO's self-governance capacities.	Currently ANNGO reviewed its bylaw in order to become a more inclusive organization. However, the current internal institutional structure and capacities cannot be considered sufficient to practically implement the necessary membership expansion.(despite the revision of the bylaw, no concrete steps were taken by ANNGO to involve the private nurseries outside the system, yet)	ANNGO requires, TA and capacity building to develop self-governance abilities for conducting a wide range of institutional building tasks like setting inter-organizational responsibilities and developing processes.	<p>HPS/SO1 Budget: SO1 Governance & Organizational Development - Int'l Consultant.</p> <p>ANNGO 2nd Phase Grant Budget: Capacity Building Workshops relevant costs.</p>
1.3. ANNGO promote the development of the ornamental's sector among the nursery industry stakeholder.	Afghanistan ornamental sector has a great potential. None of the Afghan Organizations is currently working to develop it Currently, ANNGO has been starting exploring the ornamental's sector potential in synergy with HPS/SO1. However, we are facing a wider lack of awareness among the nursery industry stakeholders regarding ornamentals.	ANNGO requires TA support to develop and implement a long term ornamental sector development strategy. The plan should focus in the creation of a "Ornamental's Learning Center" that will be able to provide to the ornamental nursery industry: TA, training, planting material, introduce new nurseries techniques, and basic rules for the phytosanitary regulations	<p>HPS/SO1 Budget: SO1 Nursery Ornamentals Expert - Int'l Consultant; <i>and</i> SO1 Nursery Ornamentals Officer (nat'l staff); <i>and</i> Study Tour (10 part.) to Italy; <i>and</i> Visibility for awareness campaigns:</p> <ul style="list-style-type: none"> • Brochures publication • Radio Broadcasts • Ornamental's Documentary • Agfair booth costs
1.4. ANNGO develop a long term strategy and the business plan aiming to reach self-sustainability within the 5-10 years.	Currently ANNGO has developed and shared with EUD a basic business plan. However, the current internal institutional capacities can be considered as weak to permit ANNGO expand further in a more comprehensive and organized way.	ANNGO requires, TA and capacity building to develop a self-sustainable strategy including the review of business plan, long term strategy, membership fees, service fees etc.	<p>HPS/SO1 Budget: SO1 Business Development Expert - Int'l Consultant.</p> <p>ANNGO 2nd Phase Grant Budget: Capacity Building Workshops relevant costs.</p>
1.5. ANNGO continues to assist local nursery associations to ensure they can sustain their activities.	Currently, ANNGO's standard support to its members include among others the provision of true-to-type planting materials, the inspection of MSNs and CPNs, provision of regular technical assistance including IPM advice and support inputs, virus testing campaigns in cooperation with PBTL etc.	ANNGO requires to continue to provide the referred support to its members. Specifically in regards to IPM; there is a considerable lack in technical capacity as well as appropriate IPM related supplies to address sufficiently the issue.	<p>HPS/SO1 Budget provision: SO1 Plant Protection Expert (nat'l staff) <i>staff included to HPS/SO1 budget to be seconded to ANNGO;</i> <i>and</i> SO1 provision of IPM kits to NGAs:</p> <ul style="list-style-type: none"> • Pest monitoring/traps/baits • IPM Chemical Products etc.

Future State (Anticipated Results)	Current Situation	Next Actions (Proposals)	Prerequisites/remarks
1.6. ANNGO continue to provide awareness campaign to the horticulture industry in the advantages of planting certified trees and vines to stimulate sales by the nursery industry.	Currently, ANNGO's standard awareness campaigns for its members and their clients include the publication of the annual catalogue, marketing radio announcements, technical leaflets etc.	ANNGO requires to continue providing the referred support for its members.	HPS/SO1 Budget: Publication Costs to print the Annual ANNGO Catalogue (2015-2018); <i>and</i> Visibility for awareness campaigns: <ul style="list-style-type: none"> • Brochures publication • Radio Broadcasts ANNGO 2nd Phase Grant Budget: Translation cost for Catalogue; <i>and</i> Any other Study Tour; <i>and</i> Visibility for awareness campaigns: <ul style="list-style-type: none"> • Saplings Documentary • Agfair booth costs
1.7. ANNGO is able to provide professional services to the partner NGAs and the relevant nursery industry stakeholders.	Currently, ANNGO is providing a range of professional services to its members (at no extra fee) under its obligation to its members. According to the developed business plan we will produce a standard list of services and set an expected fee rate for each service.	ANNGO requires to continue providing the referred services to its members.	ANNGO 2nd Phase Grant Budget: Staff salaries, per diem, equipment, operational and other costs in support to maintaining a standard level of operational and technical capacity as per ANNGO organogram.
Result 2 2.1. All local nursery associations have provision for access to registered MSNs that meet current ANNGO standards for trueness to type, freedom from disease and vigorous of scion or cutting material.	Currently, HPS/SO1 is mobilizing 25 FMs and HVP/SO1 is mobilizing 2 FMS which are seconded to ANNGO and located in the relevant NGAs for the provision of technical services and ANNGO certification scheme support.	ANNGO requires the continuation of the provision of this support from the referred projects.	ANNGO 2nd Phase Grant Budget: Staff salaries, per diem, equipment, operational and oth. costs in support to maintaining a standard level of operational and technical capacity as per ANNGO organogram. HPS/SO1 Budget: SO1 Field Managers (X25) <i>staff seconded to ANNGO including a gradual cost sharing of salary starting mid 2016 at least 30% (NGA)</i> Motorbikes (25Xvehicles); and Motorbike O&M: by end 2017.

Future State (Anticipated Results)	Current Situation	Next Actions (Proposals)	Prerequisites/remarks
2.2. All nursery associations members are able to produce, lift, label and pack fruit trees to the standards set by ANNGO	Currently, there is a regular (quarterly) technical capacity building provision to the FMs aiming to enhance their understanding of the certification system and provide them with technical trainings on budding, IPM, grafting, nursery management etc. Training costs are being contributed by HPS/SO1 (& HVP).	ANNGO requires for the continuation of these trainings to further enhance the FMs capacities and ensure the correct application of the certification scheme.	HPS/SO1 Budget: Quarterly Technical Capacity Building Workshops relevant costs: <ul style="list-style-type: none"> • Internal Flights (Return ticket) • Local Transportation • Per diems • Consumables
2.3. ANNGO develop a long term plan to introduce required rootstock to meet internal demand.	Currently ANNGO's members are producing saplings based on a 90%-10% breakdown between seedlings and clonal rootstock. Ultimately, the certification scheme stipulates that saplings should be produced based on clonal rootstock after of course the necessary production capacity is developed. PBTL (with the SO1 Micropropagation Technician) have initiated the developed of an rootstock production which however can only be considered to be in an embryonic stage. Further support, capacities and resources will be required to achieve a commercial size clonal rootstock production level.	ANNGO (with the support of NHLP) will proceed in the next 2 years with the establishment of a new tissue culture laboratory facility (minimum annual production capacity of 240,000) on an appropriate MAIL provided building, equipped with the necessary laboratory equipment, and capacity building for the required (approx. X6) lab technicians. Currently, negotiations are underway regarding the provision of the salary costs ONLY for the first year. After that ANNGO will have the responsibility to run the lab on a self-sustainable mode.	NHLP Budget: ANNGO and NHLP are developing an MoU based on buy back scheme. NHLP will fund the establishment costs and in the future ANNGO's incomes from the sales will trigger a payback scheme to NHLP in the form of clonal rootstock supply. <i>staff costs remain unclear.</i> HPS/SO1 Budget: SO1 Micropropagation Technician <i>staff seconded to ANNGO until 2017. HPS continues to fund the current established operations under PBTL so that existing capacities enhanced and transferred to ANNGO 01Jan18.</i>
Result 3 3.1. ANNGO technical team is able to provide technical services in the ornamental sector.	Currently, ANNGO has started exploring the ornamental's sector potential in synergy with HPS/SO1. However, we are facing a wider lack of capacity and experience on the ornamental technical sector.	ANNGO needs TA and capacity building to develop necessary capacities and tech skills before providing the required services to its members. Also, 3 pilot projects will be implemented to act as demo ornamental nurseries and training ground to NGA members.	HPS/SO1 Budget: Nursery Ornamentals Expert - Int'l Consultant; <i>and</i> Nursery Ornamentals Officer (nat'l staff) <i>staff seconded to ANNGO and</i> Provision of (3X) Pilot Ornamental Nursery Demo Projects

3.2. ANNGO develop a set of phytosanitary standards for the ornamental trees and shrub production	Currently, there is no set of phytosanitary (or any other) standards developed regarding the ornamentals production.	ANNGO needs to develop the necessary standards in order to regulate the ornamentals production, train its members and control the quality of the ornamental material produced.	HPS/SO1 Budget: Nursery Ornamentals Expert - Int'l Consultant; <i>and</i> Nursery Ornamentals Officer (nat'l staff) <i>staff seconded to ANNGO</i>
3.3. At least 5 Nursery Associations are able to produce lift, and pack ornamental plants to the standards set by ANNGO	Currently, there is a very small and unregulated ornamentals' production among the ANNGO members.	ANNGO needs to support the relevant NGA members to adopt to the new ornamentals production standards as the first step for a consolidated presence in the newly born ornamentals sector.	HPS/SO1 Budget: Capacity Building relevant costs: <ul style="list-style-type: none"> • Internal Flights (Return ticket) • Local Transportation • Per diems • Consumables
Result 4 4.1. A set of regulations for planting material registration and certification is consolidated and improved and fully implemented.	Currently, there is an established set of regulations constituting the certification scheme currently successfully implemented ANNGO's mandate. Future changes may be anticipated to address evolving issues as they arise in the future.	ANNGO requires TA in the form of int'l consultant to support the evaluation of the application of the certification scheme and its future revisions.	HPS/SO1 Budget: Nursery Policy Expert - Int'l Consultant ANNGO 2nd Phase Grant Budget: Staff salaries, per diem, equipment, operational and other costs in support to maintaining a standard level of operational and technical capacity as per ANNGO organogram.
4.2. Five qualified ANNGO inspectors are conducting field inspections to monitor the application of the certification standards by the NGAs' members.	Currently, ANNGO has two (2) inspectors to conduct the necessary monitoring and control of the application of the certification scheme by its members. PHDP II Final Evaluation also stipulated that there is a need to expand ANNGO's inspection capacity.	There is a urgent need to consider expansion of the inspection capacity as a means to ensure the quality of the rapidly expanding NGA certified production, the expansion of the NGA number and the expansion of the MSN & CPNs.	ANNGO 2nd Phase Grant Budget: Staff salaries, per diem, equipment, operational and other costs in support to maintaining a standard level of operational and technical capacity as per ANNGO organogram.
4.3. New mother stock nurseries with registered varieties coming from the MAIL National Collection are established.	Currently, there are 60 registered MSNs included in the certified production capacities of our members. Also, there is an increased market demand for certified saplings production that we need to address.	We have to work with the NGAs to increase the MSNs number by at least 30 more MSNs by the next 3 years.	ANNGO 2nd Phase Grant Budget: Staff salaries, per diem, equipment, operational and other costs in support to maintaining a standard operational capacity as per ANNGO organogram

4.4. Planting materials that meet the required standards are issued with certificates/labels.	Currently, 70% of the saplings produced under the certification scheme standards are inspected and receive certification labels.	We are planning to consider the necessary label fee (as well as membership fee) increases to counterbalance the required grant 5% cost share contribution starting 01Jan16.	ANNGO 2nd Phase Grant Budget: Staff salaries, per diem, equipment, operational and other costs in support to maintaining a standard level of operational and technical capacity as per ANNGO organogram.
4.5. ANNGO work in close coordination with MAIL (SPD Seed Planting material directorate, ARIA and quarantine directorate) and EU-MAIL transition program to endorse adequate regulations on planting material on the Afghan seed law	Currently, coordination with the MAIL is ongoing to include the certification scheme under the Seed Law.	Continue the coordination with the relevant governmental department to endorse the relative regulations.	ANNGO 2nd Phase Grant Budget: Staff salaries, per diem, equipment, operational and other costs in support to maintaining a standard level of operational and technical capacity as per ANNGO organogram.

2. Further Actions

ANNGO will proceed with the drafting and signature of MoU agreements with Relief International (RI) and ANHDO (Implementing Partners for HPS/SO1) as well as NHLP to elaborate in detail the abovementioned synergic implementation by defining the specific responsibilities for each partner and the relevant budgetary complementarities.

With respect,

Confirmed by,

Supported by,

Approved by,

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