

Local Market Development Project

Helvetas Swiss Association for International Cooperation
ICCO, Dutch Cooperation Development Organisation

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The Development of cooperation between fruit and vegetable producers and processors in Kyrgyzstan and Tajikistan and trading companies from Kazakhstan and Russia Seminar

The Development of cooperation between fruit and vegetable producers and processors in Kyrgyzstan and Tajikistan and trading companies from Kazakhstan and Russia Seminar was held at the Issyk-Kul-Avrora Resort Hotel from 21st – 24th September 2009.

Organisers: The Association of Fruit and Vegetable Enterprises of Kyrgyzstan, the LMD Project, Helvetas, a Swiss Association for International Cooperation and ICCO, a Dutch cooperation Development Organisation.

Participants: Bosses, owners and directors (decision-makers) of processing and trading companies from Kazakhstan, Kyrgyzstan, Russia and Tajikistan and other countries; bosses of organisations working with farmers in Kyrgyzstan and Tajikistan; representatives of several development projects.

Aim: Processing and trading companies from Kazakhstan, Kyrgyzstan, Russia and Tajikistan can come to provisional agreement on cooperation for 2010 and develop plans for joint activities on delivering fresh and processed produce from Kyrgyzstan and Tajikistan to markets in Kazakhstan and Russia.

Background

In 2009 for example, the LMD worked with 5,500 farmers in 350 farmers' groups in Kyrgyzstan and Tajikistan, 90% of which have contracts for delivering fruit and vegetables to processing enterprises. Year on year the Project has involved more and more farmers handling ever larger volumes of produce. It is planned that all farmers' groups will produce about 25,000 tons of vegetables (mainly tomatoes, cucumbers and potatoes) and fruit (apples, apricots and lemons). In 2008, groups working with the project delivered about 70% of the planned volumes, 82% of the contracts, to processing enterprises in the south of Kyrgyzstan and this year plan to deliver about 80% of the planned volumes. Last year, the farmers working with the Project earned about USD 3.2 million dollars from selling their produce

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in the local market and to processing enterprises. The 8 processing companies producing products under the 'Taste of the Sun' brand name sold USD 1.2 million worth and in 2009 plan to increase output to USD 1.5 million. The increased volumes of fresh and processed fruit and vegetables in the domestic market means that processing and trading companies need to develop cooperation with trading companies from other countries. This seminar aimed to develop relations between businesses from other countries by building long-term trusting relations between them.



Thanks to everyone who took part in the seminar!

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Monitoring farmers' groups

Farmers' groups working with the Project on potatoes in Issyk-Kul Province were monitored from 14th – 15th September 2009 by randomly selecting forms from all those submitted by farmers in the given area.

14 villages in the Ton, Zhety-Oguz, Aksys and Tyup Areas of Issyk-Kul Province were covered and 19 farmers and two farmers' groups were questioned in the village of Shata.

In the course of the monitoring the forms were changed and amended and the information will be entered into the 2009 database.



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