



Terms of Reference (ToR) for

Mid-Term Evaluation

Project/Programme Title:

EU Green Agriculture Initiative in Armenia

Country: Armenia

Project Number: EU contract number: ENI/2019/408-058
ADA reference: 6546-00-2019

Partner Organisations: Austrian Development Agency and United Nations Development Programme with funding from EU and Austria.

1. Introduction/Background

The EU Green Agriculture Initiative in Armenia (EU-GAIA) project, is a project focusing on development of Green Agriculture in Armenia. It is funded by the European Union (EU) and co-funded by the Austrian Development Cooperation (ADC). The project is implemented by the Austrian Development Agency (ADA), the operational unit of ADC and co-implemented by the United Nations Development Programme (UNDP). The EU-GAIA project worth is 11.7 Million Euros and the implementation period of the project is 42 months with the start date of 1 October 2019.

The *Overall Objective* of EU GAIA is

To contribute to the realization of shared and balanced inclusive growth in the Northern regions of Armenia through boosting green agriculture and enhancing local value added

The Action foresees to achieve 4 Specific Objectives (SOs)¹ through accomplishment of the relevant, below listed outputs (R):

SO 1: The policy, legal and institutional environment is conducive to green, inclusive and rights-based agriculture development.

R 1.1 Sector-wide and specific policies, regulations and instruments for green agriculture have been developed or enhanced.

R 1.2 Increased capacities of the public sector and non-state actors in green agriculture.

SO 2: Selected agribusinesses have better access to infrastructure, green technologies, good agricultural practices and markets creating also better employment conditions.

R 2.1. Preconditions for a pipeline of investable and high added value agribusinesses were set

R 2.2 Agribusinesses have increased capacities to apply green technologies and good agricultural practices

¹ See Annex 1: logframe of the EU-GAIA project



- R 2.3** Agribusinesses have improved access to post-harvest and quality infrastructure.
- R 2.4** Agribusinesses have improved access to local, national and international markets.

SO 3: Selected agribusinesses are more competitive through access to inputs, equipment, infrastructures and services, considering a rights-based approach (to be partially implemented by UNDP).

- R 3.1** Pipeline of investable and high added value green agribusinesses created.
- R 3.2** Agribusinesses have improved productivity through access to inputs, equipment, infrastructures and services.
- R 3.3** Increased productivity in selected value chains through application of resource efficient and resilient farming practices
- R 3.4** Agribusinesses have improved access to local, national and international markets

SO 4: Selected organic agribusinesses are more competitive through access to inputs, equipment, infrastructures and services, considering a rights-based approach.

- R 4.1** Pipeline of investable and high added value organic agribusinesses created.
- R 4.2** Organic agribusinesses have improved access to inputs, services, equipment, and quality infrastructure.
- R 4.3** Organic agribusinesses improved access to local, national and international markets.

The EU-GAIA project supports five value chains (SO3) in the three Northern Marzes, Shirak, Lori and Tavush. These value chains are selected through a Value Chain Assessment and endorsed during the first advisory board. The agribusiness support to two of the five value chains is implemented by ADA: 1) Fruit & berries and 2) vegetables, whereas, UNDP implements the value chain support for the other three value chains: 3) legumes, 4) herbs and 5) sheep. The agribusiness support for organic production (SO4) covers the whole of the Republic and covers all value chains. The support to green and organic agribusinesses is supported with promotion of good agricultural practices and application of green technologies (SO2), complemented with access to infrastructure and support services (SO2). Facilitation of a favourable policy, legal and institutional environment and capacity development measures across the value chains (SO1) will assure their sustainable functioning.

The EU-GAIA project will undertake several activities to facilitate a favourable policy, legal and institutional environment, promotion of selected value chains in green and organic agriculture as well as different support services and infrastructures in order to boost green agriculture and to enhance local value added, thus creating new income and livelihood opportunities for the population in Northern Armenia. ADA and UNDP will act as a facilitator, while national/local partners and beneficiaries (public, private and civil society organisations) will be the owners of all activities.

2. Purpose of the Evaluation

According to the Description of Action of the EU-GAIA Project, ADA intends to undertake an external mid-term evaluation in the fourth quarter of 2021 (as mentioned in the Description of Action: “*approximately 18 months after the start of implementation*”).

The purpose of the mid-term evaluation is to provide the donors, the Armenian Ministry of Economy and the EU-GAIA project team stakeholders with an account concerning the use of funds and results achieved at the time of reporting, and to guide them for the remaining period of the project.

3. Objective

The main objective of the mid-term evaluation is

- (a) To assess the relevance, effectiveness and (prospects for) sustainability of the EU-GAIA from its start in October 2019 to the time of this mid-term evaluation
- (b) To review and if needed suggest revision of the Theory of Change behind the project and
- (c) To identify lessons learned during implementation so far and provide actionable recommendations for the remainder of the project and beyond.

4. Subject and Focus

The scope of the mid-term evaluation will cover all activities undertaken in the framework of the EU-GAIA project from project start in October 2019 until the start of the midterm evaluation in November 2021. It is expected that the evaluation will compare planned outputs/outcomes of the Project to actual outputs/outcomes and assess the actual results to determine their contribution to the attainment of the project objectives. The mid-term evaluation will extract lessons learned, diagnose and analyse issues and formulate a concrete and viable set of recommendations to be implemented until the end of the project by March 2023.

The evaluation will be undertaken in Armenia. Field visits, especially to the Northern Marzes of Shirak, Lori and Tavush will be conducted as part of this evaluation. The field visits will take place in the EU-GAIA project's target area and coordinated with the stakeholders and EU-GAIA project team. Communications and exchange of information should be established with the ADA Coordination Office in Yerevan and ADA Headquarters in Vienna. The project staff will assist the evaluators in identifying relevant contact persons in these organisations mentioned above if requested.

The Mid-term evaluation will focus on the OECD DAC evaluation criteria relevance, effectiveness and sustainability. This mid-term evaluation will apply the **OECD Development Assistance Committee (DAC) evaluation framework as well as ADA's guidelines for programme and project evaluations²**.

5. Specific Evaluation Questions

Relevance

1. To what extent are the objectives of the EU-GAIA project still valid for the partner country, the partner organization and the beneficiaries? (especially considering the latest development and impact of COVID-19 and the 2020 war over Artsakh)

² https://www.entwicklung.at/fileadmin/user_upload/Dokumente/Evaluierung/Evaluierungs_Leitfaeden/Guidelines_for_Programme_and_Project_Evaluations_ADA_2020.pdf

2. How relevant is the support provided and planned to the beneficiaries, agribusinesses, demonstration sites, post-harvest facilities in promoting green agriculture?

Effectiveness

3. To what extent has the EU-GAIA project already achieved its outcome(s) or will be likely to achieve it/them within the foreseen project period? In this context, it should be considered to what extent have the outcomes contributed to results in environmental, gender and social inclusion?
4. What were the major factors influencing the achievement or non-achievement of the outcome(s)/outputs? (Also consider any factors which were possibly beyond the control of the EU-GAIA project) and to which extent have these factors been addressed by the project, i.e. in terms of steering measures?
5. How has the project contributed to capacity development of all stakeholders as planned and contributed to the advancement of agricultural innovations?

Sustainability

6. How does the project ensure sustainability of its planned results and what can be done to improve sustainability in the remainder of the project period?

6. Approach and Methods

The consultant should propose the methodology to be used to carry out the evaluation. The proposed methodology should address sufficiently the preliminary issues and questions outlined within the ToR, specifying the specific evaluation issues, list suggestive questions, methods of data collection and analysis that will be undertaken to achieve a comprehensive evaluation. It should base its analysis on triangulation of qualitative and quantitative methods and data. The exact method and data to be used should be described in detail in the technical offer.

It should also allow to include the collection of qualitative information from all interested partners and stakeholders via interviews, focus groups or other methods. Such consultations/ The format of qualitative data collection will be dependent on current COVID 19 rules and regulations applicable in Armenia at the time of travel. It is suggested that the methodology should include, but not be limited to the following, but consultants must propose their own methodology and justify and explain that proposal.

The evaluation consists of several phases:

i. INCEPTION PHASE (9 working days)

Contract and Kick-off meeting: Contract is signed, and a discussion of the assignment takes place. First documents, including available data, are provided to the evaluation team.

Desk Study: The evaluation team studies all necessary project documents; re-construct and analyse the intervention logic theory and theory of change and its assumptions. Existing data need to be analysed and interpreted. Inception report is provided by evaluation team.

Inception-Report: In the inception report the evaluators will describe the detailed design of the evaluation and will elaborate on how information will be obtained and analysed. The use of a data collection planning worksheet or a similar tool is required, evaluation matrix³ is prepared, first interviews with ADA, UNDP, EU and MoEc take place.⁴

Data triangulation and quality control are very important and need to be discussed in the inception report.

The field trip will only take place upon official approval of the inception report by the contractor.

ii. DATA COLLECTION PHASE (14 working days)

Field-phase: Data need to be gathered. This phase will also include interviews with beneficiaries, partners and other stakeholders. Possible restrictions of travel due to COVID 19 will be taken into consideration while planning interview sessions.

iii. ANALYSIS PHASE (4 working days)

Preliminary analysis: Data gathered during field-phase, data obtained from GAIA team (reports, documentation...), as well as data from other sources (studies, statistical information, etc.) are analysed and synthesised by the evaluation team.

Consultation with EU-GAIA team members and presentation of preliminary results. Collection of feedback, comments and possible open questions.

iv. REPORTING PHASE (9 working days)

Evaluation Report: Submission and presentation of final draft report, inclusion of comments from partners and contractor.⁵

Final Report: Submission of final report, see reporting requirements under point 9.

For the different phases, it is expected that data and information will be obtained through a variety of methods such as: analysis of documents, structured interviews, semi-structured interviews face-to-face or by telephone, group discussions, online-survey (if applicable), others.

All data collected need to be disaggregated by sex, age and residence geographical location/Marz.

The Guidelines for Project and Programme Evaluations developed by the Austrian Development Agency need to be considered throughout the entire evaluation process.⁶

³ https://www.entwicklung.at/fileadmin/user_upload/Dokumente/Evaluierung/Evaluierung_Templates/Annex7_EvaluationMatrix_Template.xlsx

⁴ The interim report needs to correspond to the standards and structure laid down in the PP EVAL Guidelines, Annex 5, p. 46

⁵ The final report needs to correspond to the relevant checklist in the PP EVAL Guidelines, annex 6, pp. 48-50.

⁶ https://www.entwicklung.at/fileadmin/user_upload/Dokumente/Evaluierung/Evaluierungs_Leitfaeden/Guidelines_for_Programme_and_Project_Evaluations_ADA_2020.pdf

7. Timetable

Optional: A total of 36 working days is currently estimated for this assignment.

Action	Responsible	Date
• Submission of bid (electronically)	Consultant	9/2021
• Contract signed and documents provided	Consultant / ADA	10/2021
• Kick-Off meeting	Consultant / Contractor	10/2021
• Desk Study	Consultant	11/2021
• Interviews in Yerevan and Marzes	Consultant	11/2021
• Submission of draft inception report	Consultant	11/2021
• Inclusion of comments in inception report	Consultant	11/2021
• Submission of final inception report	Consultant	12/2021
• Field Visit, interviews etc. and feedback workshop	Consultant / Contractor	12/2021 - 01/2022
• Presentation and submission of final draft report	Consultant	1/2022
• Inclusion of feedback in final draft report	Consultant	1/2022
• Submission of final evaluation report (hard copy and electronic copy) to contractor	Consultant	2/2022

8. The Evaluation Team

The mid-term evaluation team is expected to include two team members, one of them being the designated team leader. At least one team member should be female. The team will have the following competencies and/or experience:

- Relevant academic degree (master level) in agriculture. Other relevant education will be considered. In-depth knowledge on organic and sustainable agriculture is considered an asset.
- Minimum of five years' experience and expertise in the above-mentioned sectors and 10 years' experience in project management
- Team leader has conducted and led at least three reviews or evaluations of multi donor funded projects in the last five years, ideally in the relevant field
- Team member has participated in at least three reviews or evaluations of multi donor funded projects ideally in the relevant field
- Knowledge of the South Caucasus with focus on sustainable agriculture, working experience in Armenia is a plus
- Experience with EU or ADC funded projects is a plus
- Experience and expertise in gender equality, environmental sustainability and social inclusion
- Experience in social science methods
- Excellent skills in oral and written English. At least one team member must be fluent in Armenian
- Excellent presentation skills / sound MS Office and IT skills

The consultants must not have been involved in the design, implementation or monitoring of the EU-GAIA project.

Computer equipment and software must be provided by the consultants.

9. Deliverables

The consultants will submit the following reports:

- An inception report by 20.12.2021 (10-15 pages without annexes),
- A final draft evaluation report by 31.01.2022 (about 25-30 pages without annexes), including a draft executive summary **and the results-assessment**
- And the final evaluation report by 11.02.2022 (30-35 pages without annexes), the final executive summary **and the results-assessment form**

All reports are to be written in English.

The quality of the reports will be judged according to the criteria listed in Annex 5 and Annex 6 of ADA's Guideline for Programme and Project Evaluations (July 2020)⁷.

10. Technical and Financial Offer:

The applicant is requested to submit, by 20 September 2021, a technical and financial offer:

- a. Letter of interest, stating why you consider being suitable for the assignment
- b. Technical offer of max. 8 pages, including
 - Understanding of the assignment
 - Presentation of the overall approach and including appropriate measures for stakeholder / beneficiary participation (health, safety considerations).
 - Work plan, including estimated working days per expert, including local experts
- c. CVs of members of the evaluation team
 - Financial offer⁸
 - Fees per expert incl. estimated number of working days
 - Travel expenses
 - Other expenses
 - Indicate whether VAT applies, and if so which rate
- d. Work references (fact sheet) i.e. companies for whom you've produced similar assignments
- e. Extract from the Register of Companies (not older than three months) or equivalent certificate issued by a court or an administrative authority of the firm's country of origin

The estimated budget foreseen for this assignment is projected between 26,000 and 30,000 euro.

11. Payment schedule

Payment shall be effected in a lump-sum payment as per the payment schedule below, comprising 3 instalments, based on the key deliverables with EU-GAIA's feedback and acceptance. The last instalment will be paid upon delivery of the final evaluation report.

• Inception Report	30% of the contract sum
• Final draft evaluation, including an executive summary and result-assessment form	30% of the contract sum

⁷ https://www.entwicklung.at/fileadmin/user_upload/Dokumente/Evaluierung/Evaluierungs_Leitfaeden/Guidelines_for_Programme_and_Project_Evaluations_ADA_2020.pdf

⁸ ADA will score the bids based on the technical offer (70%) and financial offer (30%).



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- Final evaluation report, final executive summary and the result-assessment form 40% of the contract sum
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12. Publication

The Contractor agrees that the following information will be made public as required by the General Conditions to the European Community Delegation Agreement: title and type of the contract name, address and nationality of the contractor, and amount of the contract.

13. Coordination/Responsibility

Mr. Pascal Bokkers (EU-GAIA Team Leader) is the contact person for this evaluation. Contact data: email: paschalis.bokkers@ada.gv.at. +374 (0) 93 144 615

14. Submission of the proposal/application

ADA invites eligible and qualified interested experts to submit their non-binding proposal/applications free of charge in the English language via Email to GAIA@ada.gv.at before: **21 September, 2021 - 18:00 (Yerevan Time)**. Please indicated **“Mid-Term Evaluation”** in the subject line.

Please note that only electronically submitted applications will be considered.

15. Evaluation of proposals/applications

ADA will, according to its internal procurement guidelines, invite several service providers to submit an offer. The qualifications of the applicant/Contractor will be evaluated per the below-mentioned scoring and criteria. The Applicant/Contractor offering the best quality and value for money will be selected.

- Experience in programme evaluations and consultancies (*maximum 20 points*),
- Involvement of team leader for this task with proven high-quality evaluation experience, and team member - of which at least one woman - with relevant master's degree (or equivalent) and experience (*maximum 30 points*).
- Well elaborated evaluation plan meeting the training criteria described above (*maximum 30 points*).
- Financial criteria/value for money (maximum 20 points);

16. Processing of personal data

During initiation and performance of contracts, ADA may process personal data of natural persons that are collected by ADA or transferred or disclosed to ADA by prospective contractors or third parties under their instruction, e.g., personal data of employees, legal representatives, agents or other partners of the prospective contractors or such third parties.

By submitting information to ADA, you, as a prospective contractor, acknowledge:

- to have taken note of ADA's Privacy Notice ('ADA Privacy Notice')⁹

⁹ <https://www.entwicklung.at/en/media-centre/privacy-notice>;



- to ensure that each direct or indirect transfer or disclosure of personal data to ADA during the initiation or performance of a contract is lawful pursuant to applicable data protection law;
- to ensure that all persons, whose personal data are transferred or disclosed to ADA, were promptly and demonstrably provided the ADA Privacy Notice; and
- that if a contract is concluded and in accordance with its terms, ADA publishes, in particular on the ADA website, information about the contract and the contracting parties.

17. Annexes

1. Results-Assessment Form, to be filled in by the evaluation team;
2. EU-GAIA logical framework.



Annex 1: Results-Assessment Form (RAF) for Mid-Term Project Evaluations

This form must be filled in electronically by the evaluator/reviewer. No evaluation report will be accepted without this form. The form must be included at the beginning of the evaluation/review report. The RAF template (Excel format) can be downloaded from the ADA website:

www.entwicklung.at/fileadmin/user_upload/Dokumente/Evaluierung/Evaluierung_Templates/Annex9_Results_AssessmentForm_Template.xlsx



Annex 2:

Impact (Overall Objective)		Indicators	Target	Means of verification	Assumptions / Risks
To contribute to the realization of shared and balanced inclusive growth in the Northern regions of Armenia through boosting green agriculture and enhancing local value added. <i>(with reference to the specific objectives 1 and 3 in the EU's Action Document for EU4Armenia – Regional Development)</i> SDG 2, 5, 8, 12, 13, 15 (SDG indicators: 2.3.2; 2.4.1., 5.5.2; 8.5.1; 12.3.1.;15.3.1)		Gross agricultural output increased in the selected value chains in the target region	3% (2022) Baseline 2018	National statistics Project reports via M&E system	The overall security, political and economic situation in Armenia remains conducive to inclusive growth; In the framework of climate change agricultural risks are manageable (no major draught, frost, hail, flooding, other).
Specific Objectives	Indicators	Target	Means of verification	Assumptions	
Specific Objective 1: The policy, legal and institutional environment is conducive to green, inclusive and right-based agriculture development	Policy documents and regulatory instruments developed/ enhanced Public and private sector, non-state actors have increased capacities to implement and monitor green agri-interventions	5 300 women and men trained/educated	Policy documents, regulations Capacity needs assessment, training participants list, evaluation sheets, new curricula	The overall political and legislative environment remains conducive and stable for regulatory and legal improvements; Public sector and non-state actors are interested and actively participate in reforms / innovations.	
Specific Objective 2: Selected agribusinesses have better access to infrastructure, green technologies, good agricultural practices and markets creating also better employment conditions	Number of agribusinesses having access to/ applying green technologies and practices Income of supported agribusinesses raised	120 (30% owned/managed by women) 15% by project end	Photo documentation, hand-over certificates, grant reports, sub-contracts Beneficiary survey, project report	Security situation especially in bordering communities of Tavush region. Can affect the access of agribusinesses to orchards/ farms, destroy their assets and affect their incomes. Additionally, access to demo sites and post-harvest infrastructure may be complicated; Market risks, price stabilities.	
Specific Objective 3: Selected agribusinesses are more competitive through improved efficiency and access to inputs, equipment, infrastructures and services (to be partially implemented by UNDP)	Number of agribusinesses efficiently utilizing the inputs, equipment, infrastructures and services Increased production by agribusinesses Increased productivity Land under sustainable use	(30% women) 15% by the end of project 15% by the end of project 200 ha	Agribusiness records, project reports, photos Agribusiness records Agribusiness records Photo documentation, project report	Enough qualified agribusinesses willing or able to participate in the project; Good coordination / cooperation amongst actors along the value chains; Inclusive and sustainable value chains.	
Specific Objective 4: Selected organic agribusinesses are more competitive through access to inputs, equipment, infrastructures and services	Number of organic/in transition agribusinesses Increased sales volume of organic agribusinesses Improved accessibility and affordability of organic certification	80 15% by the end of the project At least two certification bodies	Register of local certification bodies Reported company records, after-care reports from trade fairs Website, product offer, register of certification bodies in Armenia	Production risks related to pests, diseases, natural disasters do not decrease yields and thus also incomes of agribusinesses, especially smallholder farmers are affected; Soil contamination, land degradation, other pollution etc. do not limit agricultural production and productivity and allow the transition to Organic.	



Specific Objective 1: The policy, legal and institutional environment is conducive to green, inclusive, rights and right-based agriculture development			
Results	Indicator	Means of verification	Assumptions
1.1. Sector-wide policies, regulations and instruments for green agriculture have been developed / enhanced	At least 5 relevant policy documents regulations and instruments developed / enhanced	Project reports, draft policy documents, draft legislation, regulatory documents	
1.2. Increased capacities of the public sector and non-state actors in green agriculture	Increased awareness and sound understanding of green agriculture policies, legislation and regulations among the stakeholders (including CEPA) Enhanced capabilities of public and private sector (e.g. training, extension services) and non-state actors to implement and monitor green agriculture interventions At least 5 training and education curricula and materials improved or introduced (incl. educational institutions, e.g. agricultural colleges and ANAU)	Project reports Self-evaluations of trainees, pre- and post-test for trainees, surveys Curricula and training material, project reports	
Specific Objective 2: Selected agribusinesses have better access to infrastructure, green technologies, good agricultural practices and markets creating also better employment conditions.			
Result 2	Indicators	Means of verification	Assumptions
2.1. Preconditions for a pipeline of investable and high added value agribusinesses were set	At least 5 high-value chains selected	Market and feasibility study available	
2.2. Agribusinesses have increased capacities to apply green technologies and effective agricultural practices	At least 120 agribusinesses apply green technologies/ good agricultural practices, of which at least 30% are owned or managed by women	Demo sites' reports, photos, project reports	
2.3. Agribusinesses have improved access to post-harvest (PH) and quality infrastructure	At least 12 post-harvest infrastructure units are functional and sustainable, used by agribusinesses supported by the project More efficient and accessible quality infrastructure ensuring quality of products and services	Data from PH infrastructure operators, project reports, photos & surveys Quality infrastructure service providers' reports, project reports, surveys, photos	
2.4. Agribusinesses have improved access to local, national and international markets	At least 5% increase of sales' volume per agribusiness per year on average Public awareness on green/organic products increased by 30%	Project reports and evaluations Awareness-raising survey	
Specific Objective 3: Selected agribusinesses are more competitive through improved efficiency and access to inputs, equipment, infrastructures and services (to be partially implemented by UNDP)			
Result 3	Indicators	Means of verification	Assumptions
3.1. Pipeline of investable and high added value green agribusinesses created	At least 120 qualified green agribusinesses have been selected, of which at least 20% owned or managed by women	Project reports, grant and support scheme, selection process documentation	
3.2. Agribusinesses have improved productivity through access to inputs, equipment, infrastructures and services	120 selected agribusinesses have access to required inputs, equipment, infrastructures and services and utilise them efficiently Increased production of agribusinesses by 15% by the end of the project	Project reports and evaluation, procurement reports, infrastructure & service providers' reports	
3.3 Increased productivity in selected VCs through application of resource efficient and resilient farming practices	10% increase in productivity per year At least 200 ha of land under sustainable use practices	Project reports and evaluation Monitoring reports Regional statistics	
Specific Objective 4: Selected organic agribusinesses are more competitive through access to inputs, equipment, infrastructures and services			
Result 4	Indicators	Means of verification	Assumptions
4.1. Pipeline of investable and high added value organic agribusinesses created	At least 80 qualified organic / in transition agribusinesses have been selected, of which at least 20% owned or managed by women	Armenian register of organic / in transition agribusinesses	



		Project reports	
4.2. Organic agribusinesses have improved access to inputs, services, equipment, and quality infrastructure	80 selected agribusiness have access to required inputs, equipment, infra-structures and services and utilise them efficiently Improved accessibility and affordability of organic certification for agribusinesses	Project reports and evaluation List of operators, surveys Price list of the certifiers Number of certifiers and labels applied in Armenia	
4.3. Organic agribusinesses have improved access to local, national and international markets	Increased production of selected organic agribusinesses by 15% Increased sales volumes by 5% per selected agribusinesses per year on average Increased incomes of selected organic agribusinesses by 20 %	Project reports and evaluation Project reports and evaluation Household survey with baseline study	
Specific Objective 1: The policy, legal and institutional environment is conducive to green, inclusive and right-based agriculture development			
Key Activities		Indicators	Means of verification
Result 1.1. Sector-wide and specific policies, regulations and instruments for green agriculture have been developed / enhanced 1.1.1. Facilitate a “policy dialogue forum” on green agriculture and the nexus with environmental protection/climate change, gender equality and social inclusion 1.1.2. Support the GoA to develop, enhance and harmonise the policy, legislation and regulatory framework and instruments for green agriculture related sectors (in line with CEPA) 1.1.3. Organise one regional conference on priority issues of green agriculture in the South Caucasus		At least 2 meetings / year of key stakeholders Working group meetings, technical advisory / inputs provided for relevant ministries 1 regional conference organised (end of 2021) Conference report prepared and disseminated	Meeting reports/minutes Meeting reports / minutes, draft policy documents, legislation, regulatory documents Conference report
Result 1.2. Increased capacities of the public sector and non-state actors in green agriculture 1.2.1. Raise awareness and develop capacities of relevant stakeholders on the development of policies, legislation and regulations for green agriculture 1.2.2. Enhance capacities of the educational sector in green agriculture (curricula development) 1.2.3. Promote linkages between education, science, extension and agribusinesses (practice-oriented-learning) 1.2.4. Develop capacities of relevant farmers/agribusinesses associations through trainings and organizational support		At least 250 public sector and non-state actors trained (at central and local level, at least 30% women, extension below) At least 5 curricula, including training material developed/improved 3-5 partnerships between education-science-extension and agribusinesses established At least 50 private and public extension workers trained (at least 20% women) At least 3 training / institutional support measures provided for agricultural associations	Self-evaluations of trainees, pre- and post- test for trainees, surveys MoUs Evaluation of trainees Participants lists
Specific Objective 2: Selected agribusinesses have better access to infrastructure, green technologies, good agricultural practices and markets creating also better employment conditions.			
Key Activities		Indicators	Means of verification
Result 2.1 Preconditions for a pipeline of investable and high added value agribusinesses were set 2.1.1. Conduct a baseline survey 2.1.2. Conduct market and feasibility study to select value chains		Baseline survey conducted At least 5 high-value chains selected Best suited green technologies and GAPs selected and adapted, including capacity needs assessment of agribusinesses	Baseline study Market and feasibility study available List of selected green technologies and GAPs Capacity needs assessment and training plan



2.1.3. Select and adapt best-suited green technologies and GAPs, including capacity needs assessment 2.1.4. Develop guidelines for grant/support schemes 2.1.5. Provide ongoing business development services to agribusinesses for the development of investable projects	Business development services and information/trainings provided	List of business development services and participants
Result 2.2 Agribusinesses have increased capacities to apply green technologies and effective agricultural practices (through demo sites) 2.2.1. Promote adoption of good agricultural practices and green technologies 2.2.2. Facilitate access to green technologies, inputs and services 2.2.3. Increase awareness and capacities of agribusinesses enabling them to comply with international quality requirements, food safety regulations and other standards	15 demo projects (minimum 3 per Marz in the 3 Northern Marzes) established, out of which 2 are organic, closed-cycle farms At least 500 study visit participants to the demo sites by agribusinesses 40 capacity development measures conducted, with at least 1,000 participants	Project reports, demo site records Project reports, demo site records Self-evaluations of trainees, pre- and post- test for trainees, surveys
Result 2.3 Agribusinesses have improved access to post-harvest (PH) and quality infrastructure 2.3.1. Promote PPPs and other appropriate schemes for improving access of agribusinesses to post-harvest infrastructures 2.3.2. Improve access to quality infrastructure for green agriculture (e.g. certification services, food safety, lab tests)	At least 60 of selected agribusinesses use PH units At least 100 agribusinesses use quality infrastructure services One soil report issued with focus on three Northern provinces	Data from infrastructure operators Project reports, data from infrastructure operators/service providers Soil report
Result 2.4 Agribusinesses have improved access to local, national and international markets 2.4.1. Coordinate joint (ADA/UNDP) marketing activities 2.4.2. Conduct awareness campaigns to increase public awareness on the value of green/organic products	At least 4 awareness campaigns conducted	Meeting reports, project reports Project reports, campaign material
Specific Objective 3: Selected agribusinesses are more competitive through improved efficiency and access to inputs, equipment, infrastructures and services (to be partially implemented by UNDP)		
Key Activities	Indicators	Means of verification
Result 3.1. Pipeline of investable and high added value agribusinesses created 3.1.1. Define criteria and select beneficiaries / agribusinesses in the selected value chains through competitive process 3.1.2. Conduct training needs assessment and corresponding capacity development for selected beneficiaries 3.1.3. Develop individual farm concept for each participant including support scheme	120 agribusinesses selected and individual farm concepts/business plans elaborated At least 250 farmers are trained on production and farm-finance	Individual farm concepts available Selection process documentation Training evaluation sheet
Result 3.2. Agribusinesses have improved productivity through access to inputs, equipment, infrastructures and services 3.2.1. Invest into the necessary inputs, equipment and services on a cost-sharing basis 3.2.2. Facilitate availability, accessibility and sustainable utilisation of inputs, services, equipment and infrastructure by agribusinesses	Required inputs, services, equipment and procured, delivered and put in use Selected agribusinesses trained on maintenance and management	Project reports, procurement reports, infrastructure & service providers' reports Self-evaluations of trainees, pre- and post- test for trainees, surveys
Result 3.3 Increased productivity in selected VCs through application of resource efficient and resilient farming practices 3.3.1. Demonstration of innovative resource efficient and climate-smart practices	Number of introduced and applied resource efficient and climate resilient practices	Project reports, surveys Regional statistics



3.3.2 Assist agribusinesses to gather their specific farm data and do gross margin calculations (up-dated) twice a year	System for farm data collection and semi-annual update in place	
Result 3.4. Agribusinesses have improved access to local, national and international markets	Market linkages are established At least 40 agribusinesses improved branding, packages and labelling 10% more product sold per agribusiness per year Participation in 3 (2 local and 1 international) trade fairs	Project reports, surveys Project reports, labels, photos Project reports, Trade fair aftercare reports, project reports and evaluation
3.4.1 Facilitate market linkages between agribusinesses and other actors along the value chain at national level		
3.4.2 Support agribusinesses through branding, packaging and labelling		
3.4.3 Facilitate agribusinesses' access to local, European and other international markets		
Specific Objective 4: Selected organic agribusinesses are more competitive through access to inputs, equipment, infrastructures and services		
Key Activities	Indicators	Means of verification
Result 4.1. Pipeline of investable and high added value organic agribusinesses created		
4.1.1. Design the grant/ support scheme for organic agribusinesses	Grant/support scheme defined	Grant and support scheme available
4.1.2. Select beneficiaries / organic agribusinesses in the selected value chains through a competitive process	80 organic agribusinesses selected	Selection process documentation
Result 4.2. Organic agribusinesses have improved access to inputs, services, equipment and quality infrastructure	Required inputs, services, equipment and procured and delivered Agribusinesses trained on maintenance and management	Project reports, procurement reports, infrastructure & service providers' reports Self-evaluations of trainees, pre- and post- test for trainees, surveys
4.2.1. Procure necessary inputs, services and equipment		
4.2.2. Facilitate availability, accessibility and sustainable utilisation of inputs, services, equipment and infrastructure by organic agribusinesses		
4.2.3. Facilitate improved accessibility and affordability of organic agribusinesses to certification services		
Result 4.3. Organic agribusinesses have improved access to local, national and international markets	Market linkages are established 30 organic agribusinesses have better branding, packages and labelling Participation in 6 (3 local and 3 international) trade fairs	Project reports, surveys Project reports, labels, photos Project reports, Trade fair aftercare reports, project reports and evaluation
4.3.1. Facilitate market linkages between organic agribusinesses and other actors along the value chain at national level		
4.3.2. Support organic agribusinesses through branding, packaging and labelling		
4.3.3. Facilitate organic agribusinesses' access to European and other international markets		