

# FAST FACTS

United Nations  
Development Programme



## Wider Europe: Aid for Trade for Central Asia, South Caucasus, and Western CIS – Kyrgyzstan

*The Wider Europe: Aid for Trade for Central Asia, South Caucasus and Western CIS project supports countries in the region to benefit from increasing resources available from Aid for Trade (AfT) and to harvest the benefits of trade for human development. The project works both regionally and individually with eleven countries in the Western CIS region (Belarus, Moldova and Ukraine in South Caucasus (Armenia, Azerbaijan and Georgia), as well as in Central Asia (Kazakhstan, Kyrgyzstan, Tajikistan, Turkmenistan and Uzbekistan).*



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### The project in Kyrgyzstan

The activities of the Wider Europe: Aid for Trade project in Batken focused on expanding trade and trade promotion capacities from a human development perspective both at the administrative and business level. In Batken, the project implemented the following activities:

- Trade marketing baseline assessment for export promotion interventions;
- Capacity building on trade mainstreaming;
- Establishing a regional export promotion center;
- Promotion of environmentally friendly technologies and green commodity production.

In addition, to the above activities the project in Batken has also established a small grants programme from which

### MATTERS OF FACT

Over 12 **trainings** were held reaching 562 beneficiaries

An integral **market price information system** was established (visit <http://batken.agroinfo.kg/>), benefiting more than 3,000 regular customers.

More than 150 farmers started **using organic fertilizer** in their tomato production and its productivity has increased by 10 -15 %.

An intra-regional **agricultural fair** and **study tours** were organized to establish new sales channels and facilitate partnerships.

Budget phase I (2009-2011): 182 000 Euro

Budget phase II (2011 -2013): 280 000 Euro

Donor: Government of Finland

beneficiaries of the capacity development activity could benefit.

All the activities are implemented jointly so that beneficiaries can develop a **comprehensive set of skills** that will allow them to better gain from trade. That way the project develops the capacities of SME's and farmers along the entire line of the business process – from business processes (planning, management, and finance), access to finance, over processing, standards, branding and market access (**knowledge, access and productive capacities**).

### Results so far achieved:

**Capacity development:** In order to enhance trade and trade promotion capacities **204 local government officers, entrepreneurs and civil society members** received **six trainings** (trade promotion, international standardization, marketing and trade development strategy) and **22 rural trade brokers** were trained on market analysis, e-commerce, and marketing and have provided **direct assistance to 150 farmers** in finding sales channels.

Furthermore, **5 trainings** were provided for a total of **110 farmers** in two selected cooperatives. These trainings targeted business skills, productive capacities and trade related capacities.

To facilitate partnerships and open new sales channels and business contacts, several business events were organized such as study tours, roundtables and agriculture fairs. Farmers in Batken participated in the **Tajik/Kyrgyz joint agricultural fair** in Batken, Kyrgyzstan and exhibited their agricultural and food products in the World Food Exhibition Kazakhstan 2010 in Almaty, Kazakhstan. Those activities provided producers ground for establishing business contacts and facilitating partnerships. Furthermore, a **study tour to Novosibirsk** established new sales channels for the beneficiary farmers and resulted in 120 tons of onions exported to Novosibirsk in 2010.

**Access to market information:** The **Batken Market Information Center (BMIC)** was established in close collaboration with the Batken oblast administration. In addition to advisory services, the BMIC also provides market price information via its online database (<http://batken.agroinfo.kg/>), which on average has **120 users per day**, via **radio stations** located in markets and regular **heralds**, of which so far 2000 have been sold. The BMIC has directly served, since its existence, 300 clients and over **3000 farmers are regular customers** of the BMIC services with regular access to the information.

**Promotion of environmentally friendly technologies:** A series of trainings on how to use organic fertilizers for agricultural production were conducted. As a result, more than **150 farmers started using organic fertilizer** to grow tomatoes and potatoes. After using organic fertilizer, the **yield of the tomato crop increased by 10-15%**. In addition, using organic fertilizer is 25-30% cheaper than using mineral nitrous fertilizers.

In the words of a beneficiary: "(.....) Thanks to the AfT project, I learned how to grow environmentally friendly and high-quality vegetables with low initial expenditure. The most important for me is that I found new sales channels." – Anara Rahmaanberdieva, member of the cooperative Mol Tushum, Batken, Kyrgyzstan



Furthermore, grants to three environmental projects (building eco-friendly and energy efficient greenhouses, conservation of spring, and fruit nursery using alternative energy source) were also implemented.

The project has also supported the oblast administration and the entrepreneur community to develop a Trade Strategy. The **Batken Oblast Trade Strategy** was finalized in November 2010 and has been integrated in the operating oblast strategy.

Finally, the project has also developed an **Aid for Trade Needs Assessment** for Kyrgyzstan. This Needs Assessment is part of a wider initiative covering SPECA countries (Azerbaijan, Kazakhstan, Kyrgyzstan, Tajikistan, Turkmenistan and Uzbekistan). The findings of these Aid

for Trade Needs Assessment were presented during the SPECA Aid for Trade Ministerial Meeting in Baku, 2-3 December, 2010.

The success of the project is mainly due to the careful design (integration of mini-needs assessments) and the **involvement of stakeholders** in the elaboration process. The project also has an **integrative approach** in that it endeavors to develop capacities along the entire business process. Furthermore, the different activities are strongly inter-linked to ensure the best possible outcomes of the projects and their investment.



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### The future (2011 -2014)

The project will continue its activities in Batken focusing on the further strengthening of the **Batken Market Information Center**, developing **trade related capacities** building upon the experiences gained under phase one of the project. The project will also further its efforts to create synergies with other projects in the area, for example in closely collaboration with ILO's Decent Works Programme.

**UNDP's Regional Bureau for Europe and the CIS (RBEC)** serves 28 countries in Central and Eastern Europe and the former Soviet Union, including those in Central Asia. With its headquarters in New York, RBEC's outfit comprises 22 countries offices and its Regional Centre in Bratislava. The Bratislava Regional Centre (BRC) links the country offices and the RBEC headquarters in New York. The BRC supports country offices by providing policy advice and backstopping services delivered by UNDP's Bureau for Development Policy.

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