

# FAST FACTS

United Nations  
Development Programme



## Wider Europe: Aid for Trade for Central Asia, South Caucasus, and Western CIS - Tajikistan

*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 Tajikistan

The activities of the Wider Europe: Aid for Trade project in Khujand focus on expanding trade and trade promotion capacities from a human development perspective both at the administrative and business level. In Khujand, 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;
- Expanding SME's access to financial services;
- Promotion of environmentally friendly technologies and green commodity production.

All the activities are implemented jointly so that beneficiaries can develop a **comprehensive set of skills**

### MATTERS OF FACT

Over **45 trainings** were held reaching 364 beneficiaries.

An integral **market price information system** was established.

A **Trade and Export Promotion Center** was established to support the entrepreneur community.

**11 microfinance loans** for a total of 139 959.43 US\$ were implemented.

The project reached a total of **4554 beneficiaries**.

**Higher yields in cotton production** using environmentally friendly production technologies were demonstrated.

Budget phase I (2009 -2011): 280 000 Euro  
Budget phase II (2011 -2013): 280 000 Euro  
Donor: Government of Finland

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:* the project conducted **eight trainings** for local public servants, entrepreneurs and members of the civil society. In total **170 beneficiaries** participated in trainings such as export market entry strategy, marketing channels, etc. **12 training modules were conducted for farmers and SMEs**, targeting **210 farmers**. These trainings covered business, marketing and trade capacities.

The *Trade and Export Promotion Center* (TEPC) was established to provide advisory services to the entrepreneur community in the Sughd region.

*Access to market information:* in order to facilitate access to market price information, the AIMS system was established which provides information on market prices, agro products and other related information to the agricultural sector. The AIMS system is comprised of an **SMS information system**, an online price information **database**, three **electronic information boards**, a **mapping of agricultural production** and regular **heralds**.

Since July 2010, **3 157 users** have accessed the online database, over **15 640 heralds** were distributed free of charge and **9794** sold.

*Access to financial services:* the microfinance activity in Tajikistan developed a **new microfinance product** that **specifically targeted business development and trade activities**. The project identified a real need of small and medium enterprises to access financial services. As a result, 11 dekhan farms have received loans for a total amount of 139 959.43US\$, benefiting about 378 individuals.

#### Eco-friendly, business sense and clay ...

The project's microfinance activity supported the construction of one eco-friendly greenhouse built with one clay wall, which stores the inner heat as a natural insulant and **does not require any heating system**. The activity also introduced water saving technologies by installing a drip-irrigation system. In addition, the farmer is only using organic fertilizers.

Since its first harvest, more than 900kg of cucumbers (end of February 2011) were produced and were sold at average price of 8-9 TJS (1.8-2 USD) which is 3-5TJS (0.7-1.1 USD) cheaper than imported ones.



*Promotion of environmentally friendly technologies:* the project supported the establishment of a demo plot for **organic cotton** and **proved that yields can be higher using environmentally friendly production methods**: yields for the organic cotton were 2.50 tons/ha, against 2.17 tons/ha using mineral fertilizers. A **guidebook** on organic cotton production has been elaborated and distributed.

The project works also hand in hand with its **sister project in Batken**, Kyrgyzstan participating jointly in the agricultural fair in Batken, As result of this activity; a beneficiary cooperative of the Kyrgyz Aid for Trade project will provide mineral fertilizers to beneficiaries of the Tajik project. In addition, first agreements have been made to provide apricots from Kyrgyzstan to processors in Tajikistan. The project also managed to open up new trade channels in Yekaterinburg during a study tour with some of the beneficiary Dekhan farms.

The project has also developed a **guidebook on export procedures**, detailing the different steps and forms necessary to export products.

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 has an **integrative approach** in that it endeavours to develop capacities along the entire business

process. Furthermore, the different activities are strongly inter-linked in that, for example, microfinance beneficiaries receive the necessary trainings so to ensure the best possible outcomes of the projects and their investments.

Finally, the project has also developed an **Aid for Trade Needs Assessment for Tajikistan**. This Needs Assessment is part of a wider initiative covering SPECA countries (Azerbaijan, Kazakhstan, Kyrgyzstan, Tajikistan, Turkmenistan, and Uzbekistan). The findings of these Needs Assessments were presented during the SPECA Aid for Trade Ministerial Meeting in Baku, 2-3 December 2010 in Baku.



Aid for Trade training © UNDP Tajikistan

#### The future

The project will continue to work in Khujand focusing on the development of the Oblast Trade Development Strategy and the further strengthening of the Trade and Export Promotion Center (TEPC). It is also expected that the TEPC will be able to ensure that capacity development activities the project implemented in the beginning of the project.

The funds invested in the microfinance activity are revolving and new Aid for Trade microfinance loans are expected to be launched in the following months.

*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, as well as by RBEC's regional specialists.*

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