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## Executive Summary

The Smallholder Horticulture Program (SHP) IV is a joint USAID-MASHAV-MoANR Ethiopia program mainly implemented in six *woredas*, namely Mecha, Basona Worena, Guto Gida, Meskan, Boloso Sore and Raya Alamata *woredas* in four main regions of Ethiopia- Amhara, Tigray Oromia and SNNPR. The program was designed to be implemented between May 2016 and Septemembr 2019. The project's goal is to promote economic growth in rural areas through strengthening commercialization of small farmers in horticulture production in areas with recognized market potential. The 4<sup>th</sup> phase of SHP's purpose is to develop a competitive and sustainable fruit development sector focusing on establishing a base for avocado export for Ethiopian farmers.

The project has performed intensive capacity building activities where an inception seminar was organized for about two weeks in Bahir Dar in May 2016. The participants were extension promoter, nursery managers, Heads of *woreda's* Agriculture and Natural Resource Office in the project intervention areas and the focal persons from Amhara, Oromia, Tigray and SNNP regions.

In August 2016, the project has managed to collect about 12.4 tons of fruits from smallholder farmers and project's nursery centers from Amharara and SNNP regions. Finally, 9.8 metric tons of avocado fruits were sorted out, packed and exported to European market through Koka Veg Fru Plc in August 2016. Net income generated from the export was Euro 18,382.44 estimated at US\$ 20,605.77.

Furthermore, a lot of works has been done to build up the capacity of the nursery and extension promoters to adopt GAP requirements so as to be ready for certification. To achieve its target, trainings were also provided on harvesting and post-harvesting techniques so as to collect and export avocado fruits from Amhara and SNNP regions in Ethiopia in August 2016. In addition, a total of 6 training days were organized for smallholder farmers between May and July 2016. About 322 smallholder farmers have been trained on improve orchard management, fruits collection and post-harvest techniques where above the targets were achieved.

In order to strengthen extension activities, the following key activities were also performed between May and September 2016:

- About 48,367 grafted avocado seedlings were made ready for planting while 96% of the targets were achieved. Altogether, a total of 44,805 (93% achievement) grafted avocado seedlings were distributed to the farmers in the project intervention areas. Majority (about 45%) of the seedlings were provided to the farmers by the Picolo nursery center, and followed by Butajira (34%) nursery center.
- About 1,680 smallholder households were reported to benefit directly from the project and they were assisted to apply improved technologies or management practices for fruit production, collection, post-harvest handlings and so.
- A total of 39 smallholder farmers and youth clusters were established for improved avocado and deciduous fruits production and marketing purposes, whereby about 91 hectares of lands were put under improved avocado and deciduous fruit production in the targeted areas.

- About 1,548 (86% achievement) smallholder farmers were assisted to grow 29,386 grafted avocado seedlings. On average, a farmer planted 19 seedlings. Out of the total, about 78% of the farmers who have planted grafted seedling were from Mecha *woreda*, followed by Meskan *woreda* (10%).

In general, the project has been focusing on avocado and deciduous fruit production and marketing, particularly targeting to improve the quality and volume of avocado fruits export from Ethiopia. Therefore, both the number of farmers growing HASS avocado variety and the area of land allocated for this crop are expected to increase along with fulfilling the Global GAP requirements and certification issues.



## 1. Introduction

The Smallholder Horticulture Program (SHP) IV is a three year Joint Technical Cooperation Program of USAID-MASHAV- MoANR Ethiopia program that was launched on the 30<sup>th</sup> of May 2016. This SHP IV is mainly implemented in six *woredas*, namely in Mecha, Maskan, Boloso Sore, Guto Gida, Raya Alamata and Basona Worena *woredas* in Ethiopia. The SHP is designed to access new domestic and avocado export markets, as well as provide technical support to improve phytosanitary regulation for Ethiopian horticultural crops. By building a stronger, more productive commercial horticulture sector, SHP aims to increase smallholder farmers' income and foreign currency earnings while making these nutritious crops more available to Ethiopian consumers. This 2016 fiscal year report (May – September 2016) provides summary of achievements by the six project operational *woredas* and nursery centers.

## 2. Program Performance M&E Plan and website design

Program Performance Monitoring and Evaluation Plan is designed for the period of May 2016 to September 2019. Based on approved Smallholder Horticulture Program IV proposal, the result framework is developed which is used for planning, monitoring, evaluation and communication for this program (see Annex 1). In consultation with USAID, six of FTF indicators were identified and included into SHP's Indicators, and finally Program Performance Monitoring and Evaluation Plan was developed (see Annex 2) as well as supportive document- Indicators Reference Sheet- was Prepared. Altogether, the program Performance Monitoring and Evaluation Plan aims to monitor the activities implemented, and services delivered as well as evaluate outcomes achieved. Based on this, quarter reports were produced.

Furthermore, a website has been under development for the Smallholder Horticulture Program for better communication, ease information dissemination and so on among project staff and partners.

## 3. Capacity Building and related activities

### 3.1 Seminar

The project has conducted a seminar mainly on agricultural extension method-planning and implementation and so on, 16- 27 May 2016 in Bahir Dar. In the first week, training was provided to the project's extension promoters and nursery managers gathered from six intervention areas well as to the participants from Bahir Dar University by the Israeli experts. In the second week, the team was joined by the six operational *woredas* Head of Agriculture and Nature Resource and regional focal persons. Field visits were also undertaken and avocado plantations of youth clusters were demonstrated to the participants in Mecha *woreda* whereby.



Seminar participants on field visit in Mecha woreda

Furthermore, the participants informed and discussion was held on GAP requirement and so on for avocado exporting purpose. The presentation covered introduction of avocado nursery and MCG quality inspection protocol and methodology of its implementation to build up the capacity of the nursery and extension promoters to adopt GAP requirements and be ready for certification which is precondition to be involved in the

sector. Besides, an exercise has been conducted in order to be sure of the understandings obtained by the project staff at grass root level during the seminar. Therefore, this issue is very important and due attention is given to it for the success of sustainable export of avocado fruits from Ethiopia.

### 3.2 Farmers training

Farmers’ trainings were organized in Mecha, Basona Worena and Meskan *woredas*. A total of 12 training days were conducted for smallholder farmers where about 86% of the target was achieved since May 2016. The trainings were provided to the farmers in Mecha, Meskan and Boloso Sore operational *woredas* on avocado fruits production, collection and post-harvest handling techniques. Furthermore, training was organized on the preparation of Bokashi Fertilizer production for 58 farmers at Debre Berhan Nursery Center. The training was given by an expert from Japan International Cooperation Agency (JICA) to introduce proper method of identifying white rot disease in the apple nursery field. The use of Bokashi Fertilizer production was explained and preparation was demonstrated step by step at the nursery. Between May and September 2016, in total 322 smallholder farmers were trained in the project’s intervention *woredas* where the achievement at the grassroots level was far above the project’s target. About 289 and 33 of the trainees were male and female households respectively (see Table 1).

**Table 1.** Trainings of farmers undertaken in the project *woredas* during the first quarter (May - September 2016)

Variable	Target	Achieved	% Met
Number of Training Days Conducted	14	12	86
Male smallholder farmers trained	160	289	181
Female smallholder households trained	40	33	83
Total number of smallholder farmers who have received training on orchard management, fruit harvesting and handling	200	322	161



Farmers on practicing avocado fruits harvesting activities in Mecha *woreda*





Application and preparation of Bokashi Fertilizer is demonstrated to the farmers in Debre Berhan



Members of youth clusters on practical training session in Raya Alamata woreda

## 4. Avocado export and other activities

### 4.1 Global GAP requirements

The project introduces export avocado development activities starting from this season. For this reasons, frequent visits were made to all the five project areas aimed at evaluation of avocado nursery, extension service activities (mainly 2016 plantation and land preparation) and recording system of both activities with an aim to ensure implementation of Global GAP requirements as well as to support the project staff at grass root level with technical and administrative advices.

Furthermore, with a target to prepare export fruit and vegetable development project for the year 2020-2024, important information was gathered from different sources like MoANR, EIAR, MoST, Regions and so on, Therefore, a concept is now structured and will be submitted to the project staff in the next quarter for comment and transferred to the preparation of the project proposal document.

### 4.2 Avocado export activities in 2016

The project has targeted to export around 10 metric tons of avocado fruits- HASS variety from Ethiopia to Europe markets in 2016. In July 2016, the project has undertaken facilitation works for exporting avocado fruits. Trainings were organized for the famers on fruits harvesting and handling in Mecha and Meskan woredas.



Avocado fruit harvesting and export were undertaken in August 2016. About 6 and 5.3 tons of avocado fruits- HASS variety- were collected from Amhara (Mecha, Jabi Tana and Bure) and Meskan *woredas* respectively. Similarly about 1.1 tons of fruits were collected from Hosaena zone in SNNP region for the same purposes. In general, a total of 12.4 tons of fruits were collected from smallholder farmers and project's nursery centers. Finally, 9.8 metric tons of avocado fruits were sorted out, packed and exported to European market through Koka Veg Fru Plc in August 2016- around 98% of the project target was achieved. Net income generated from the export of 9.8 tons of avocado fruits was Euro 18,382.44 estimated at US\$ 20,604.77). With this, around 129% of the targeted income was gained from avocado export in 2016.

With this achievement, furthermore the project started working with or collaborating with various private and development organizations in the country like GIZ and the respective regional offices in order to promote the sector.



Collecting avocado fruits from fields in Amhara region



Fruits sorting out and packing activities at Koka Veg Fru Plc



## 5. Nursery centers performance

### 5.1 Planting materials production

A total of five nursery centers have started focusing on production and supply of avocado seedlings particularly that of Hass (90%) and Ettinger (10%) varieties particularly since May 2016 so as to achieve the SHP targets. Since May 2016 the performance of seedlings grafted and raised was 99% for avocado and 50 for deciduous seedling (table 2). More than 27,000 avocado seedlings and 2000 deciduous fruit tree seedlings were grafted and raised.

Between May and September 2016, about 48,367 grafted avocado seedlings were made ready for planting, while it was 2000 seedling in case of apple. The achievement was 99 and 100% for avocado and apple seedlings respectively (see Table 2). More than 24,000 and 15,000 grafted avocado seedlings were availed by Picolo and Butajira nursery centers respectively.

Furthermore, the project assists the sector in providing scions and supports the production sector at the same time particularly working on avocado plantation in Bishoftu, Kelamino in Tigray and Chagni in Amhara region and so on.



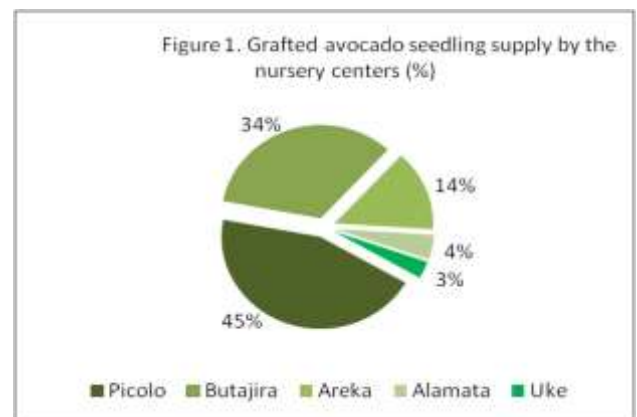
Avocado seedling production at Picolo nursery center

**Table 2.** Planting materials production and supply between May and September 2016

Indicators	Target	Achieved	% met
<b>Grafted seedling production (number)</b>			
Grafted avocado seedlings	27,550	27,159	99
Grafted apple or deciduous seedlings	4,000	2,000	50
<b>Seedlings ready for planting (number)</b>			
Grafted avocado seedlings ready for planting	50,500	48,367	96
Grafted apple seedlings ready for planting	2,000	2,000	100

### 5.2 Seedling distribution

About 44,805 grafted avocado seedlings were distributed to the growers by the five nursery centers and with the help of the project in the intervention areas between May and September 2016 (Table 3). Altogether, about 93% of the target was achieved. Majority (about 45%) of the seedlings were provided by the Picolo nursery center followed by Butajira (34%) and Areka (14%) - see Figure 1.



**Table 3.** Grafted avocado seedling distributed by the nursery centers from May to September 2016

Month	Picolo	Alamata	Areka	Butajira	Uke	Total
May-July	16,500	1,900	4,875	11,061	1,350	35,686
August-September	3,500	30	1,503	4,086	0	9,119
Total	20,000	1,930	6,378	15,147	1,350	44,805



Distribution of grafted avocado seedlings to the smallholder farmers in Mecha woreda, Amhara National Regional State

## 6. Extension activity report

### 6.1 Extension services

A total of 1,666 (more than the targets) smallholder households were reported to benefit directly from the project and applied improved technologies or management practices for fruit production from May to September 2016. In this period, about 39 clusters of smallholder farmers and youths were involved in fruit production. About 209 hectares of land were put under improved fruit production- avocado and deciduous fruits even though only 52% of the target was achieved (see Table 4). Furthermore, three field days were organized for smallholder farmers in Basona Worena and Mecha woredas.

**Table 4.** Overall extension services and related activities between May and September 2016

Indicators	Target	Achieved	%Met
Number of hectares of land put under avocado and deciduous fruits production	400	209	52
Number of smallholder farmers who have applied improved technologies or management practices for fruits production	1060	1666	157
Number of smallholder farmers and youth clusters involved in fruit production	25	39	156
Number of rural households benefiting directly from SHP interventions	1060	1680	158

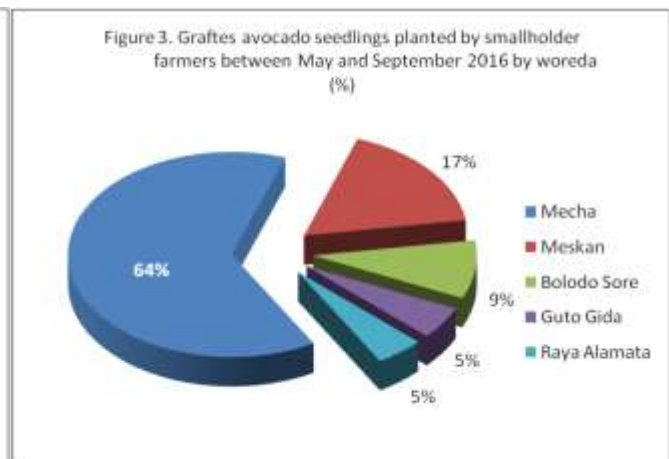
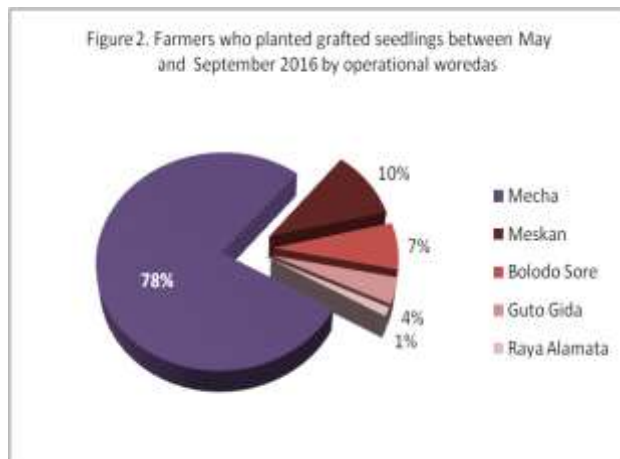
## 6.2 Expansion of marketable avocado plantation

Since May 2016, about 1,548 farmers were supported to plant grafted avocado seedlings; 86% of the target was achieved (Table 5). Out of the total, about 78% of the farmers who have planted grafted seedling were from Mecha *woreda*, followed by Meskan *woreda* (10%). Likewise, more than 64% of the grafted seedlings were planted in Mecha *woreda* (see Figure 2 and 3). On average, a farmer planted about 19 grafted avocado seedlings. Altogether, 29,386 (80% achievement) grafted seedlings were planted by the smallholder farmers between May and September 2016. More than 15,000 grafted avocado seedling were also provided to the farmers in non-project operational *woredas* such as Dangila and others by the nursery centers.

The poor purchasing power of majority the farmers were the limitation to expand improved avocado seedlings. For instance, the El Nino induced drought in 2015 and 2016 has significantly reduced the purchasing power of the farmers in Raya Alamata *woreda*. In response to this, credit service was in place to improve the capacity of the farmers to access grafted avocado seedlings in Raya Alamata *woreda*. Similarly, many of the pits were left unplanted during the reporting period, specifically in Guto Gida *woreda*.

**Table 5.** Number of planted grafted seedlings by smallholder farmers from May to September 2016

Indicator	Mecha	Meskan	Boloso Sore	Guto Gida	Raya Alamata	Total
Number of farmers with grafted avocado seedlings	1,200	160	108	60	20	1,548
Number of planted grafted avocado seedlings	18,700	5,083	2,703	1,500	1,400	29,386



A visit was undertaken in Sidama zone/SNNPR to discuss with the local agriculture experts on how to develop corporation with SHP project





Youth cluster on management of avocado seedlings in Mecha



A farmer in his well established avocado seedlings in Guto Gida

### 6.3 Other adopted technologies for avocado sector improvement

Top working of the old avocado trees and pruning are among the key management practices to improve the productivity of local fruit trees. Therefore 107 smallholder farmers were assisted on avocado top-working practices, whereby 355 trees were top-worked (73% of the target was achieved) since May 2016 (Table 6). Likewise, around 305 avocado trees were pruned during the reporting period. Besides, about 324 of the participating farmers were involved in compost preparation between May and September 2016. Altogether about 2,770 metric cub of compost was prepared while 324 of the farmers have applied compost on their fruit fields in this quarter (Table 7).

**Table 6.** Other management activities between May and September 2016

Indicators	Target	Achieved	%Met
<b>Top-working</b>			
Number of farmers with top-worked avocado trees	162	107	66
Number of top-worked avocado trees	489	355	73
<b>Pruning</b>			
Number of farmers with pruned avocado trees	64	60	94
Number of pruned avocado trees	340	305	90

**Table 7.** Other management activities between May and September 2016

Indicator	Target	Achieved	%met
Number of farmers involved in compost preparation	449	324	72
Volume of compost prepared (metric cub)	3,533	2,770	78
Number of farmers who have applied compost	445	324	73
Area of land covered by compost for fruit production (ha)	56	39	70
Area of fruit tree plantation irrigated (ha)	78	29	37

## 7. Challenges encountered

Common challenges and limitations that were encountered since May 2016 are listed below;

- Poor access to internet has affected and delayed communications with the extension promoters and nursery managers in some of the project's operational *woredas*;
- Shortage of scions of *HASS* avocado variety for grafting purposes was encountered in some of the project nursery centers, namely in Alamata, Areka and Uke;
- The 2015 and 2016 El Nino induce drought had resulted in reduced purchasing power of the smallholder farmers that had in turn limited financial access to grafted avocado seedlings in Raya Alamata *woreda*;
- Inadequate implementation of the recommended nursery and mother clone garden (MCG) quality standards protocol and recording of the activities as per the dispatched formats and checklists necessary to cope up with GAP requirements for certificate;
- Disease problem- the case apple around Debre Berhan; and
- Shortages of nursery equipment and materials in some of the nursery centers such as Areka, Uke, Debre Berhan and Alamata

## 8. Future activity

- The project will continue building up of the capacity of the nursery and extension promoters to adopt GAP requirements and be ready for certification
- Capacity building activities: Farmers trainings will be conducted on improved orchard management in the project's operational *woredas*. Besides, field visits will be organized to demonstrate improved orchard management practices to the smallholder farmers and youth clusters in the intervention areas.
- Scion supply (purchases from inland and imports from Israel), seeding root stocks and transplanting, grafting, raising grafted seedling and supply to the smallholder farmers
- Distribution as well as planting of improved grafted seedlings by the smallholder farmers in the project *woredas*.
- The project will work out to develop quality mother clone garden (MCG) and assist the sector in providing seeding root stocks and scions to the nursery centers as well as production of grafted seedling mainly *HASS* avocado variety.
- Working to increase the number of beneficiary households and area of land allocated for avocado and deciduous fruits production specifically in the operational areas.
- The involvement of private sectors and development partners for the improvement of this sector as well as export of avocado fruits from Ethiopia.

## 9. Conclusions

The project has exported avocado fruits from Amhara and SNNP regions in Ethiopia in August 2016. Around 9.8 tons of avocado fruits were exported to Europe market where an estimated income of US\$ 20,604.77 was generated.

Furthermore, the project worked out to build up the capacity of the nursery and extension promoters to adopt GAP requirements. Trainings were provided to improve skills of smallholder farmers and youths on orchard management specifically on avocado fruits production, harvesting and post-harvest techniques. In general, 322 smallholder farmers were trained from May to September 2016.

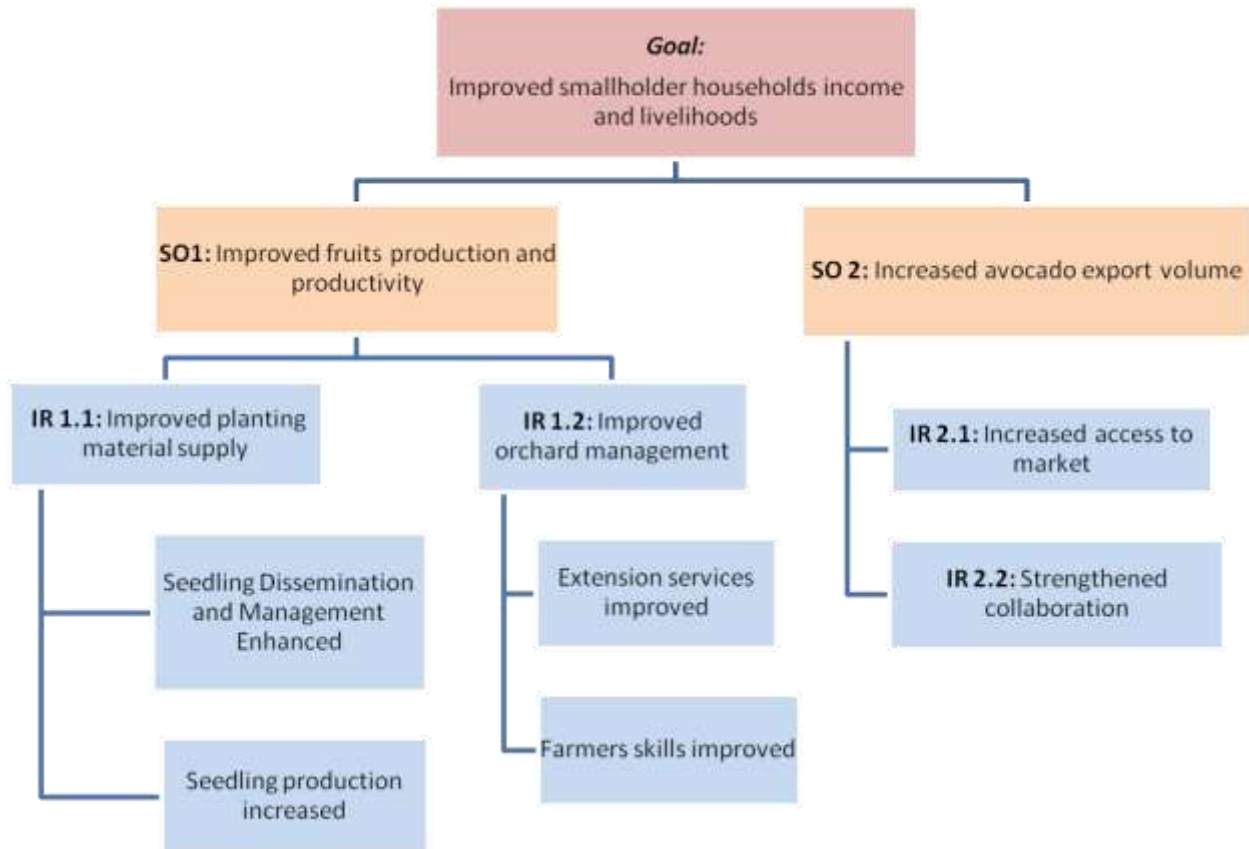
The project has performed on supplying grafted seedlings and provision of technical supports to the smallholder farmers since May 2016. Around 44,805 grafted planting materials were distributed by the project's nursery centers. Furthermore, a total of 29,386 grafted avocado seedlings were planted by smallholder farmers and youth clusters in the project's operational *woredas*. In general, 1,548 smallholder households were assisted to plant grafted avocado seedlings where altogether more than 200 hectares of land were covered by avocado plantation.

Even though the demand was high, many of the farmers were reported to be financially unable to purchase adequate grafted avocado seedlings in some of the project *woredas*, namely in Raya Alamata and Guto Gida *woredas*. Thus, the project supported nursery centers should work hard to supply adequate grafted avocado seedlings at reasonable prices to the farmers in the project's operational areas.



**Annex**

**Annex I.** Result Framework for SHP (May 2016 – September 2019)





**Annex 2.** USAID – MASHAV - MoANR Ethiopia - Performance Management Plan (PMP) Table

No.	Indicators title	Indicator Level	Data Source	Method of Data Collection	Frequency of Data Collection	Responsible Person	Data Analysis Technique	FtF Indicator
	<b>Goal:</b> Improved smallholder households income and livelihoods							
1	Percent of SHP supported smallholder households with improved livelihoods as a result of SHP assistance	Impact	HH survey	HH survey	Annually	SHP	Descriptive analysis	
2	Percent of SHP supported smallholder households who have reported change in income or expenditure as a result of SHP assistance	Impact	HH survey	HH survey	Annually	SHP	Descriptive analysis	
<b>SO1</b>	<b>Improved fruits production and productivity</b>							
1.1	Volume of avocado fruits produced as a result of SHP (metric tons)	Outcome	Records	Reports	Annually	SHP	Descriptive analysis	
1.2	Volume of deciduous fruits produced as a result of SHP (metric tons)	Outcome	Records	Reports	Annually	SHP	Descriptive analysis	
1.3	Percent of smallholder households who have reported improved dietary diversity as a result of SHP assistance	Outcome	HH survey	HH survey	Annually	SHP	Descriptive analysis	
4.5.2(2)	Number of hectares of land under improved technologies or management practices as a result of USG assistance	Outcome	Records	Records	Quarterly	SHP	Descriptive analysis	√
4.5.2(5)	Number of farmers and others who have applied improved technologies or management practices as a result of USG assistance	Outcome	Records	Records	Quarterly	SHP	Descriptive analysis	√
4.5.2(7)	Number of individuals who have received USG supported short-term agricultural sector productivity or food security training	Output	Records	Reports	Quarterly	SHP	Descriptive analysis	√
4.5.2(11)	Number of food security private enterprises (for profit), producers organizations, water users associations, women’s groups, trade and business associations, and community-based organizations (CBOs) receiving USG assistance	Outcome	Records	Reports	Quarterly	SHP	Descriptive analysis	√
4.5.2(13)	Number of rural households benefiting directly from USG interventions	Output	Records	Records	Quarterly	SHP	Descriptive analysis	√
<b>IR 1.1</b>	<b>Improved planting materials supply</b>							
1.1.1	Number of grafted seedlings being produced and ready for planting by the nursery centers	Output	Nursery records	Reports	Quarterly	Nursery Centers	Descriptive analysis	

**Annex 2. Continued**

No.	Indicators title	Indicator Level	Data Source	Method of Data Collection	Frequency of Data Collection	Responsible Person	Data Analysis Technique	FtF Indicator
<b>IR 1.2</b>	<b>Improved orchard management</b>							
1.2.1	Number of grafted fruit seedlings planted by the smallholder farmers and youths	Output	Records	Records	Quarterly	SHP	Descriptive analysis	
1.2.2	Number of field days organized for raising awareness on fruits production and marketing	Output	Records	Reports	Quarterly	SHP	Descriptive analysis	
1.2.3	Number of top-worked trees	Output	Records	Reports	Quarterly	SHP	Descriptive analysis	
<b>SO2</b>	<b>Increased avocado export volume</b>							
4.5.2(36)	Value of exports of targeted agricultural commodities as a result of USG assistance (USD)	Outcome	Records	Records	Annually	SHP	Descriptive analysis	√
2.1	Average income generated from the sale of fruits per household, receiving SHP assistance (USD)	Outcome	HH survey	HH survey	Annually	SHP	Descriptive analysis	
<b>IR 2.1</b>	<b>Increased access to market</b>							
2.1.1	Total volume of avocado export (metric tons)	Output	Records	Reports	Annually	SHP	Descriptive analysis	
2.1.2	Percent of smallholder farmers linked with avocado exports	Output	Records	Reports	Quarterly	SHP	Descriptive analysis	
<b>IR 2.2</b>	<b>Strengthened collaboration</b>							
2.2.1	Number of alliances formed by SHP on avocado production and exports at local and national levels	Output	Records	Reports	Quarterly	SHP	Descriptive analysis	
2.2.2	Number of evidence-based documents or others generated and disseminated among project staff and key stakeholders	Output	Records	Reports	Annually	SHP	Descriptive analysis	