



**AGRIBUSINESS
SUPPORT FUND
(ASF)**

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Solar Driers Introduced by ASF Gaining Popularity and Demand Amongst Farmers in Gilgit- Baltistan

ASF announced its support for establishment of solar driers in Gilgit Baltistan during 2009- 2010. 19



solar driers were successfully established by the farmers in the area and are operational. Farmers of the area as well as government departments like agriculture department Skardu and other development agencies like AKRSP,

IUCN, BEDAR etc. have appreciated these solar driers as a great leap forward for local farming communities in proc-



essing of produce and value addition. Looking at the success of these solar driers in terms of produce quality improvement and greater efficiency, large number of farmers are approaching ASF seeking similar

support for themselves. Taking into consideration the demand of solar driers from the area and their utility to



the farmers, ASF plans to extend further support for establishment of more similar units in the area and also provide support to replicate this model in other areas of the country under its future programs.

ASF Awarded GlobalG.A.P Membership

ASF has been awarded membership by M/s FoodPlus gmbh, the official secretariat of GlobalG.A.P in Germany. This is the first time a Pakistani company has been awarded membership by GlobalG.A.P in any category. ASF has played an instrumental role in introducing and promoting GlobalG.A.P in

Pakistan in recent years. Starting with organizing first-ever training program in 2007 wherein 31 local professionals were trained in GlobalG.A.P protocols, ASF has also extended considerable financial support to a number of citrus and mango growers/exporters for acquiring GlobalG.A.P certification in Sindh and Punjab.



Off-Season Vegetables in Greenhouse



Mrs. Naseema Bibi belongs to Village Khona Khoe, Tehsil Gupis, District Ghizer, Gilgit Baltistan, Pakistan. She is the president of Chambalee Farmers Group Ghizer. Her husband has a small business of gas refilling center from where he earns his living but is hardly able to make both ends meet. Mrs. Naseema Bibi was very concerned about the impoverished condition of her family and assessed the options available to her. She then took the initiative of estab-

lishing a small-scale agribusiness. To achieve this she approached AKRSP and formed Chambalee Group along with 9 other women of the village. The group got financial assistance from ASF for the establishment of a greenhouse for production of off-season vegetables. The group successfully raised the leadership of Mrs. Naseema Bibi and is now producing and selling off-season vegetables to local hotels and restaurants.

Because of her hard work and high spirit of achieving her set target, Naseema Bibi was able to repay the loan her husband had acquired from a relative for starting his gas refilling business. She also invested her savings by establishing a home based shop of daily consumable items and thus she also facilitates local households by making available daily consumable items.

Mrs. Naseema Bibi has become a role model for all the women interested in initiating work to raise income for their families.

"Register your profile in our pool of consultants by emailing at info@asf.org.pk, if you can provide advisory & consultancy services to the agribusiness sector, e.g. : product design production, marketing, skills development, financial, legal, technical, general business strategy or any other services that would lead to outputs for a new, specifically identified market or that would develop new product(s) or would add value to existing products"

Need More Information About ASF Grant Products? Contact Us

ASF has recently completed a 5-year matching-grants program wherein it provided matching grants to farmers & agribusiness entities including start-ups in the horticulture, livestock & dairy sectors for the purchase of Business Development Services (BDS). A broad range of BDS includes: product design, feasibility study & business plans, marketing, policy making &

planning, skills development, finance, business promotion visits & participation in exhibitions, acquisition of quality certifications like HACCP, ISO, GlobalG.A.P, Organic, BRC etc; legal advice and general business strategy, provided that it can be demonstrated that the purchase of such services will lead to clear improvements in enterprise productivity, market penetration

or product diversity that in turn lead to increased profitability. ASF also supported BDS providers, research & development and private-sector extension services initiatives.

For further updates on upcoming grant schemes, please visit our website www.asf.org.pk or email us at info@asf.org.pk.

ASF's Support for Promotion of High Efficiency Irrigation Systems (HEIS) Amongst Horticulture Farming Communities



ASF launched its support for the promotion of efficient irrigation systems to impede the decline of per capita water availability and enhance the productivity of water resources available to farmers. Under the current program, four manufacturers of efficient irrigation systems were provided support for

promotion of High Efficiency Irrigation Systems (HEIS) & related Agriculture Extension Services for quality fruit production in selected areas and pockets of KPK, Punjab and Sindh. A local sales agent of Italian travelling Irrigation Systems was also provided support for importing a demonstration unit of such equipment

and for promotion of this and related soil moisture monitoring systems.

The supported HEIS are proven to be 30–70% more efficient than traditional flood irrigation mechanism and when combined with micro nutrients application, can increase the yield of crops including horticultural crops by 20-90%.

Corporate Affairs

- ASF has been awarded membership by M/s FoodPlus gmbh, the official secretariat of GlobalG.A.P in Germany. This is the first time that a Pakistani company has been awarded membership by GlobalG.A.P in any category for playing an instrumental role in introducing and promoting GlobalG.A.P in the country.
- During the quarter, Ministry of Food & Agriculture nominated Mr. Khizar Hayat Khan to represent the Ministry on ASF Board. Mr. Khan joined the Ministry as Additional Secretary-I. The Ministry was later devolved from federal government in to provincial governments.
- Working for upcoming external audit assignment for the year 2010-11 was initiated by ASF's auditors M/s Anjum Asim Shahid Rehman and Co. Chartered Accountants. ASF expects to receive the audited accounts within statutory time-frame.
- ASF published a document, "Success Stories" highlighting it's main projects and their achievements over the last five years. "Success Stories" is also available for download at ASF's website.

ASF Grants Portfolio - 5,328 Nationwide Projects Worth Rs. 1.145 billion

The total number of approved projects under all categories till date is 5,328 for a total value of Rs. 1.145 billion.

ASF grants portfolio to-date includes support to 471 Existing Agribusiness Enterprises, 115 Start-up Agribusiness Enterprises, 712 Business Development Service (BDS) providers & consultants, 11 Research & Development projects, 70 Private Sector Agriculture Extension Services projects, Formation of 2,000 Farmer Enterprise

Groups (FEGs) and BDS support to 1,949 FEGs on nationwide basis. Geographic distribution of projects is as follows:

- Punjab 1,433 projects
- Sindh 897 projects
- Baluchistan 834 projects
- Khyber Pakhtoonkhwa 1,451 projects
- Gilgit Baltistan 568 projects
- FATA 60 projects
- AJK 85 projects

In addition, to ensure appropriate implementation of its Grants components, ASF has formed strategic partnerships with leading Universities, Research Institutions, NGOs and RSPs, Certifying Bodies, Government Departments, Associations, and National and International Organizations.

"Visit www.asf.org.pk and learn more about ASF and its grant products"

What the Grant Recipients Say...

Based upon my personal observations and experience I found Agribusiness Support Fund extremely cooperative and friendly. I will highly appreciate the selection methodology and procedure of ASF in identification of different target groups and community for different interventions. Among other organizations we found ASF extremely helpful in enterprise development and capacity building programs. We hope that ASF will continue its efforts for development of these sectors.

Dr. Shawkat
Director
Livestock Trainers and Consultants KPK

I am really obliged to ASF for providing us a tailor made processing facility for on farm washing, grading and packing of mangoes. Due to the utilization of this innovative, simply structured and economical facility, I was able to increase the price of my produce by almost 80% and due to ASF's help the option of direct export to even more lucrative international markets has also opened up.

Mr. Anwar Bachani
Bachani Agriculture Farm
Tando Allahyar, Sindh

I used to dry apricots through traditional open sun drying method and was trying to export my dried apricots but in vain. Last year I installed solar drier with the technical and financial assistance of ASF and I am proud to announce here that this year I got an order of 6,000 kg of dried apricots from Italy. My buyer has visited my solar drier and is satisfied with its performance and quality. All the credit of this success goes to ASF who assisted me at every step and made my dream of exporting dried apricot come true.

Mr. Rozi Ali,
Owner, Siachen Dry Fruits
Skardu, Gilgit Baltistan



Lateral view of Mr. Rozi Ali's solar drier in Skardu.



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Agribusiness Support Fund (ASF) is a “Not-for-Profit” company registered with Securities & Exchange Commission of Pakistan (SECP) under Section 42 of Companies Ordinance 1984. The company was established by Ministry of Food, Agriculture & Livestock (MINFAL) with the support of Asian Development Bank (ADB). It provides financial support to farmers, farmer groups and entrepreneurs for hiring demand-driven technical and managerial services on a matching grant basis to improve their productivity, competitiveness and credit-worthiness to access financing for their enterprises. The company is governed by a private-sector led independent Board of Directors.

Some Success Stories & Milestones

- Project for Fruit Plant Nursery production in Screen Houses under insect-free environment on nationwide basis. (FIRST IN PAKISTAN)
- Provision of Solar Dryers for drying of fruits & vegetables on nationwide basis. (FIRST IN PAKISTAN)
- Extension services project for farmer communities of D.I.Khan & Zhob for value-addition and marketing of Pine Nuts (FIRST IN PAKISTAN)
- Support for establishment of on-farm mango washing, drying, grading and packing facilities in mango growing districts in Punjab & Sindh (FIRST IN PAKISTAN)
- Support for establishment of Plant Tissue Culture Laboratory for Bananas in Tando Allahyar Sindh (FIRST IN PAKISTAN)
- GlobalG.A.P Certification projects for Citrus & Mango in Bhalwal, Sargodha, Multan & Tando Allahyar (FIRST IN PAKISTAN)
- GlobalG.A.P Train-the-Trainer workshop in Pakistan conducted by M/s FoodPlus, Germany (FIRST IN PAKISTAN)
- Training program on “British Retail Consortium 3rd Party Auditors” in collaboration with Pakistan Standards & Quality Control Authority (PSQCA), Karachi (FIRST IN PAKISTAN)
- Training programs on Off-Season Farming in collaboration with University of Agriculture Faisalabad & Arid Agriculture University Rawalpindi (FIRST IN PAKISTAN)
- British Retail Consortium (BRC) UK trained professionals (FIRST IN PAKISTAN)
- Technical expertise for establishment of fresh fruit & vegetable processing unit in Karachi (FIRST IN PAKISTAN)
- Launch of Private-sector Agriculture Extension Services Projects (FIRST IN PAKISTAN)
- Gladiolus production & marketing in Baluchistan (FIRST IN PAKISTAN)
- Sustainable Apricot drying, processing and marketing in FANA (FIRST IN PAKISTAN)
- Training program on “Value Chain Development” in collaboration with ACIDI / VOCA, USA (FIRST IN PAKISTAN)
- Extension services project for date sector in Punjab, Sindh, Balochistan and Khyber Pakhtoonkhwa.
- Training program on “Controlled Atmosphere Storage of Fruits & Vegetables” in collaboration with University of Agriculture Faisalabad
- Training program for Dairy Farm Managers / Owners in collaboration with COMSATS Institute, Lahore
- Training programs on Dairy Farm Management in collaboration with Nestle Pakistan Ltd
- Support for Business Plan Competition (Agribusinesses) at Lahore University of Management Sciences, Lahore
- Support for technical expertise for Rs. 100 million Controlled Atmosphere Multipurpose unit in Karachi
- Support to fruit & vegetable processors in obtaining HACCP certification (Nationwide)
- Establishment of off-season floriculture farm in Loralai, Baluchistan
- Capacity building support to All Pakistan Fruit & Vegetable (Importers/Exporters) Association
- Support to more than 150 farmers in setting up apricot dehydration units in Gilgit, Baluchistan.
- Establishment of certified fruit nurseries at KPK, FANA and AJK
- Support in preparation of feasibility reports & business plans for various projects (Nationwide).
- Support to farmers of Baluchistan for participation in Floricultural Training Program in India
- Support in establishment of Floral Nursery by a woman-owned business (Lahore)
- Support for introduction of a new Tomato variety (KPK, FATA, & Sindh)
- Off-season vegetables production (Nationwide)
- Improvement in packing of grapes & apples and access to new markets (Baluchistan)
- Support in Strawberry Cultivation, Packing & Market access (Punjab & KP)
- Support in pickles preparation, packing and marketing (KPK)
- Support in production, packing and marketing of cut-flowers (Nationwide)
- Support in setting up a Cattle Breeding & Extension Services Center (Gilgit Balistan)
- Mushroom production & marketing projects (KPK & FANA)
- Onion seed production & Seed potato production projects (Sindh & KP)
- Milk collection, chilling and value-addition projects (Nationwide)
- Establishment of common facility centre for apple growers (KP)
- Solar Dryer Units for Chillies at District Umerkot (Sindh)