Actors:
Result Chain – Cattle Sector

Enterprise Impact

(1) Increase in household income of cattle farmers
(2) Increase in self and wage employment in the cattle sector

Sector Outcome

(3) Improved competitiveness of the cattle sector

Enterprise Outcome

(4) Cattle MSEs raise cattle for business

Service Provider Outcomes

(5) APS and regional vets provide treatment to farmers with embedded services
(6) APS provide training on GAHP to cattle farmers
(7) Abattoirs / slaughterhouses sell beef according to quality standards
(8) Collectors sell required quantity and quality cattle to abattoirs / slaughterhouses
(9) Financial Institutions provide credits to MSEs in the cattle sector
(10) Campaign implementers execute campaign
(11) APS sell their services to cattle farmers
(12) IADE provides business management training to cattle MSEs and promotes entrepreneurship

Service Provider Outputs

(13) Regional vets are installed
(14) APS and their association have capacity to provide treatment and information on GAHP to cattle farmers
(15) Abattoir / slaughterhouses have capacity to operate their business professionally
(16) FIs have credit model for cattle MSEs
(17) IADE has capacity to deliver sector specific business management training and promote entrepreneurship

Activities

(18) Support MAF to improve the delivery of cattle health services
(19) Support UNTL to develop internship programme for animal health students
(20) Facilitate linkages between abattoir / slaughterhouses and collectors, and market
(21) Capacity development of abattoir / slaughterhouses
(22) Develop together with Financial Institutions (FI) credit schemes for cattle MSEs
(23) Support IADE to develop campaign strategy to foster entrepreneurship culture
(24) Support IADE to design business management training for cattle MSEs

Strategy

Productivity

Processing

Access to Finance

Entrepreneurship
Business Model -1: Increase Cattle Productivity

Actors:
Result Chain – Increase Cattle Productivity

**Enterprise Impact**
(1) Increase in household income of cattle farmers
(2) Increase in self and wage employment in the cattle sector

**Sector Outcome**
(3) Increased cattle productivity

**Enterprise Outcome**
(4) Farmers apply Good Agriculture Husbandry Practice – GAHP (including production, health, and reproduction)

**Service Provider Outcomes**
(5) APSs provide treatment with embedded services and training on GAHP to cattle farmers
(6) Regional veterinarians provide services to farmers and APS
(7) APSs have knowledge and skills to provide treatment and information on GAHP to cattle farmers
(8) APS associations are established and operational
(9) Veterinarians are installed at regional level

**Service Provider Outputs**
(10) Support MAF in conducting TOT for APS
(11) Support MAF to develop training modules, TOT and brochure/pamphlets on GAHP (including cattle record book) for APS
(12) Support UNTL to develop the internship program for animal health students
(13) Establish linkage between UNTL and SEFOPE and between UNTL and APS for animal health student internship
(14) Train APS association on the management of business associations
(15) Support the establishment and registration of APS association in Lautem and Bobonaro
(16) Lobby MAF to establish regional veterinary officers

**Activities**

**Strategy**
Increase Cattle Productivity
Business Model -2: Improve Cattle Processing

Actors:
Result Chain – Improve Meat Processing

Enterprise Impact
(1) Increase in household income of cattle farmers
(2) Increase in self and wage employment in the cattle sector

Sector Outcome
(3) Increased cattle sale
(4) Increased availability of beef that meets market requirements

Enterprise Outcome
(5) Farmers sell cattle to collectors and/or slaughterhouses based on quality requirements
(7) Abattoir sells beef to retailers and slaughterhouse to retailers/consumers according to quality standards

Service Provider Outcomes
(6) Collectors sell required quantity and quality cattle to abattoirs/slaughterhouses
(8) Abattoir and slaughterhouse apply appropriate technology and methods to slaughter and cut cattle meat
(9) Business linkages established between abattoirs/slaughterhouses and collectors/farmers
(10) Abattoir/slaughterhouses know how to manage and market their business professionally
(11) Trained butchers have the competence to use modern appropriate tools
(12) Abattoir/slaughterhouses are aware of processing regulations
(13) Linking collectors and farmers with abattoir/slaughterhouses
(14) Capacity building national abattoir and local slaughterhouses on business management
(15) Facilitate business linkages between abattoir/slaughterhouses and retailers and support marketing events
(16) Train national and local level butchers on modern slaughter and butcher techniques including hygiene and working conditions
(17) Support MAF to disseminate the regulations

Activities
(18) Facilitating public and private investment for establishing and operating national abattoir and local slaughterhouses
(19) Lobby MAF for regulations on cattle processing

Strategy
Improve Meat Processing
Business Model -3: Improve Access to Finance

**Actors:**
Result Chain – Improve Access to Finance

Enterprise Impact

(1) Increase in household income of cattle farmers
(2) Increase in self and wage employment in the cattle sector

Sector Outcome

(3) Increased cattle sale
(4) Increased availability of beef that meets market requirements

Enterprise Outcome

(5) Farmers invest to raise and sell more cattle

Service Provider Outcomes

(6) IADE refers cattle MSEs to Finance Institutions
(7) APS provide expanded services to cattle farmers
(8) APS take loans to expand their business
(9) Cattle collectors take loans to expand their business
(10) Local slaughterhouses are investing in upgrading facilities
(11) Finance Institution provide credit to cattle MSEs
(12) IADE and FIs have linkage for referral
(13) Finance Institutions have a credit model for cattle MSEs
(14) Link IADE with FIs for referral
(15) Support Financial Institutions (Fi) to develop a credit model for cattle MSEs

Strategy

Improve Access to Finance
Business Model -4: Foster Entrepreneurship Culture

Actors:
1. Cattle Farmers, 2. APS, 3. IADE, 4. Campaign implementers

- **Campaign implementers** to **IADE**: Social Marketing Fund
- **IADE** to **Farmers**: BDS
- **APS** to **IADE**: Business Training, Business Awareness TOT, $ for referral
- **Farmers** to **APS**: Business Promotion and referral service
Result Chain – Foster Entrepreneurship Culture

Enterprise Impact
(1) Increase in household income of cattle farmers
(2) Increase in self and wage employment in the cattle sector
(3) Increased cattle sales
(4) MSE start-ups
(5) Farmers raise cattle for business

Sector Outcome

Enterprise Outcome
(6) Campaign implementers execute campaign
(8) APS transfer business awareness to cattle farmers and refer cattle farmers to IADE for business management training
(10) Cattle MSEs package, promote and sell their services
(11) IADE trains cattle farmers on business management
(12) IADE trains and provides counseling to cattle MSEs on business management

Service Provider Outcomes
(7) IADE works with campaign implementers for execution of the campaign
(9) IADE trains APS and make contracts for entrepreneurship awareness + referral
(13) IADE has a campaign strategy to foster entrepreneurship culture
(14) IADE has knowledge to conduct awareness raising trainings to APS using developed package
(15) IADE has capacity to develop and conduct sector specific business management training and counseling

Service Provider Outputs
(16) Support IADE to develop and implement campaign strategy to foster entrepreneurship culture
(17) Support IADE to identify campaign implementers
(18) Support IADE to develop business awareness raising material to be used by APS for entrepreneurship promotion for cattle farmers
(19) Support IADE to modify training material and to design business management training curriculum and counseling for cattle MSEs

Activities

Strategy
Foster Entrepreneurship Culture (link to component 2 of BOSS Project)
Business Model -5: Strengthen District Economic Forum

Actors:
1. DEF (PS/GOV/NGO), 2. District Planning office, 3. ICRD, 4. NDRED
Result Chain Chart – Strengthen DEF

**Enterprise Impact**

1. Increase in household income of cattle farmers
2. Increase in self and wage employment in the cattle sector
3. Increased investment in PS in district
4. Improved BIZ environment for MSEs

**Sector Outcome**

5. DEF establishes linkages with funding agencies, ministries and ICRD for LED in the district

**Enterprise Outcome**

6. DEF coordinates and monitors sector up-grading activities with relevant sector stakeholders
7. DEF selects potential sectors using the criteria
8. DEF prepares and updates action plan for pilot LED activities in the district
9. DEF meets regularly
10. NDRED district level manages the Secretariat of DEF

**Service Provider Outcomes**

11. DEF knows how to apply the sector selection criteria
12. DEF understands their role in promoting LED in the district
13. District Coordinators of NDRED know to support DEF
14. Develop criteria for sector selection
15. Capacitate DEF to organizing PPD and promoting LED
16. Capacitate District Coordinators of NDRED and strengthening their role as the Secretariat of DEF
17. Provide on-the-job-training to NDRED national level for them to support District Coordinators

**Strategy**

Strengthen District Economic Forum (DEF)