



INNOVATIONS IN EXTENSION AND ADVISORY SERVICES INTERNATIONAL CONFERENCE

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NAIROBI KENYA



Empowering Smallholder Farmers in Markets:

collaborative research with national farmer organisations to improve advocacy for smallholder market access

Giel Ton



AGRINATURA
LEI Wageningen UR



ORGANISED BY:





ESFIM History

- Start-up of IFAP-AGRINATURA partnership: 2006
- Inception Phase: 2007
- Comparative Research (10% of budget)
 - From January 2009 to December 2011
 - Risk insurance, financial innovations, incentive structures in collective marketing, market information systems
- Collaborative Research (90% of budget)
 - Phase I from December 2008 to July 2009
 - Country workshops for country-specific research priorities
 - Phase II from July 2009 to June 2012
 - Most budget for workshops and local research was delayed till October 2010



Collaborative Research in eleven countries





ESFIM Collaborative Research

- Goal: establishing a research-advocacy interface with national farmer organisations (NFOs)
 - Research priorities in ESFIM Country Plans
 - Embedding each research in on-going advocacy efforts of NFOs
 - Focusing research assignments to get useful outputs
 - Backstopping local research capacity for quality
 - Seeking synergy with other similar global research projects
 - ‘Bridging’ and linking NFOs to new research partners in their country



Collaborative Highlights

ESFIM – the Philippines

- Baseline survey to provide benchmark information and indicators on how the system reaches poor farmers and to generate ideas for improving its empowerment capacities.
- Training tools for enhancing farmers' and small scale rural traders' capacities in benefiting from the ACES.

"...An Agricultural Commodity Exchange System (ACES) to support farmers, directly or indirectly, to attain better income opportunities by providing market information updates, promoting more efficient system of post-harvest, processing and marketing, and educating farmers in the workings of the market thus, preparing them for the realities of global competition..."

National Food Authorities of Philippines



What are the expected results of the ESFIM action in the Philippines?

"At present, most small holders have no choice but to sell their harvests to local traders and accept the prices offered to them. The ACES frees them from this system and will give them more options on where and to whom to sell their products. In the same way, corn users will have a wider variety of sources for their input requirements. Even local traders can take advantage of the system. The ACES will enhance transparency and competition in the market which will result in better efficiencies which can benefit the farmers in terms of better prices. FO's will have direct involvement in the technical discussion on the ACES implementation and may adapt the system as much as possible to the needs of smallholder farmers."

Raul Montemayor

Federation of Free Farmers Cooperatives of Philippines



Collaborative Highlights

- ESFIM – Kenya

- Input Voucher Programme
- Contract farming
- WRS

Efforts to promote sustained increase in grain output through improving access to affordable inputs need to be complemented by policies and investments to enhance the efficiency of the grain marketing system.

In an effort to increase food production to ensure food security, the Government of Kenya launched the National Accelerated Agricultural Inputs Access Programme (NAAIAP). The Programme targeted smallholder farmers and included the delivery of farm inputs at subsidised prices to the farmers.

Kenya National Federation
of Agricultural Producers -
KENFAP
producers@kenfap.org
www.kenfap.org



One year after the launch of NAAIAP, KENFAP carried out a study to review the impact of the programme. This study was undertaken as part of the ESFIM Programme.

A sample from the 34,140 farmers who benefited from the package were interviewed as part of the study – they were from 6 out of 13 farm input shops operated by KSL. Preliminary results from the study indicate that government subsidies on fertilizer and certified seeds helped reduce the cost of production for beneficiaries.



Collaborative Highlights

- ESFIM – Peru
 - Government procurement
 - Re-open a preferential market
 - Advocacy:
 - A pro-active market oriented lobby agenda of CONVEAGRO

| TEMAS COMUNES A LOS GREMIOS | ACTIVIDADES |
|--|---|
| Compras Estatales | Articulación de Gremios con Programas Sociales estatales. Impulso de ferias y mercados regionales agrarios. |
| Promoción de la Agricultura Familiar | Desarrollo Rural Seguridad y soberanía Alimentaria |
| Fondos y Financiamiento | Creación de fondos intangibles en Agroperú. Desembolso inmediato de créditos de Agrobanco |
| Competitividad e Innovación | Constitución de CITE Papa, Alpaca, Café, Arroz, entre otras. |
| Estándares de calidad de productos agropecuarios | Reglamento de producción y comercialización de alimentos (caso leche) INDECOPI, DIGESA |

TRABAJOS Y POSIBILIDADES EN LAS COMPRAS ESTATALES
Diagnóstico de los programas principales que conforman al sector asociativo

Jefa Convocatoria: DIGESA
Coordinador: Gilberth Bustamante
Jefe de Área: ADMINISTRATIVA / LES/Innovagen UR
Octubre de 2010

Introducción

Es el Perú se establece que el Estado es el principal comprador de alimentos, con unos 1000 millones de soles (17 millones de dólares). Para ello la legislación nacional de adquisiciones y contrataciones, del estado establece tres preferencias: Compra para el Programa del Vaso de Leche y del Programa Nacional de Alimentación Infantil (PROINIA) a ciertos sectores productivos como las MIPYMES y al sector agropecuario debido a características productivas. Los programas de compra de alimentos locales para el apoyo alimentario se enmarcan en esta estrategia, enfrentando el desafío de obtener una mayor cantidad del nivel de vida de los productores agrícolas, un mayor nivelamiento de los ingresos del objetivo principal de los programas sociales, que es lograr la satisfacción de las necesidades nutricionales de millones de personas que forman parte de los grupos en riesgo.

En el marco la legislación nacional ha previsto que ciertos sectores productivos gozan de un trato preferencial y es importante tener presente que permitir a las municipalidades locales y instituciones encargadas de programas sociales a comprar productos agropecuarios a los pequeños agricultores a fin de que estos últimos sobrevivan con su producción a las instituciones mencionadas y obtener mejores ingresos.

RESUMEN POR PROGRAMA ALIMENTARIO NUTRICIONAL
(Millones Nuevos soles)

| Programa social | MU (M) | Uso (%) | % |
|--|--------|---------|---|
| Programa del vaso de leche | 338.3 | 43.92 | |
| Programa de alimentación infantil (PROINIA) | 24.1 | 3.14 | |
| Programa social nutricional - INI (Innovagen UR) | 211.1 | 27.56 | |
| Programa social nutricional - INI (Innovagen UR) | 506.5 | 66.38 | |
| Total | 1080.0 | 100.00 | |

Fuente: PROINIA (2009) y MIP (2007, 2008, 2009). Actualizado a 26 de mayo del 2010
Elaboración: Centro de Investigación de la Universidad del Pacífico

Opción 1 - Programa del Vaso de Leche.

Fue creado mediante la Ley N° 24059 para promover apoyo en la alimentación a través de la entrega de una ración diaria de leche o alimento equivalente al niño de 0 a 6 años de edad, madres gestantes y un período de lactancia, priorizando entre ellas, la atención a quienes presentan un estado de desnutrición o de crecimiento alterado por tuberculosis. El procedimiento para la compra de insumos para el abastecimiento del Programa del Vaso de Leche, se rige por los procesos de contratación de la ley y reglamento de contratación del Estado, sin embargo, la Ley N° 27470 establece requisitos que permiten la compra de productos agropecuarios nacionales.

www.esfim.org

Sanidad y Agricultura

Lucila Quintana Acuña: "With CONVEAGRO we're going to promote association!"

Lucila Quintana, coffee producer and leader of the National Coffee Board, was elected president of the *Convención Nacional del Agro Peruano* (CONVEAGRO, National Convention of Peruvian Agriculture) for 2010-2012.

She replaces Federico León y León, President of the National Association of Cotton Producers. She said *she's going to primarily work to strengthen unions and to insist with constructive and resolute dialogues with Central and Regional Government as well as with business associations with the aim of promoting small and medium producers.* In the ESFIM workshops preceding the CONVEAGRO Assembly, several unions were present and agreed on a common agenda for policies in favour of the associative sector. Lucila was also president of the Latin America regional committee of the International Federation of Agricultural Producers an organization of farmers worldwide.

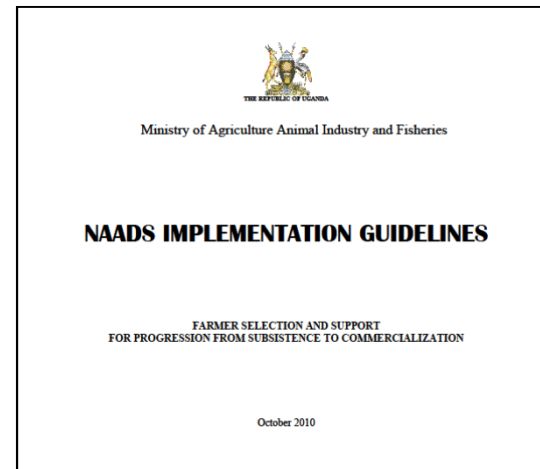
Former President of Latin America Regional Committee of the International Federation of Agricultural Producers (IFAP), Lucila Quintana of JNC became the new president of CONVEAGRO

Contacts:
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Collaborative Highlights

- ESFIM – Uganda
- National Agricultural Advisory Services
“The NAADS That Farmers Want”



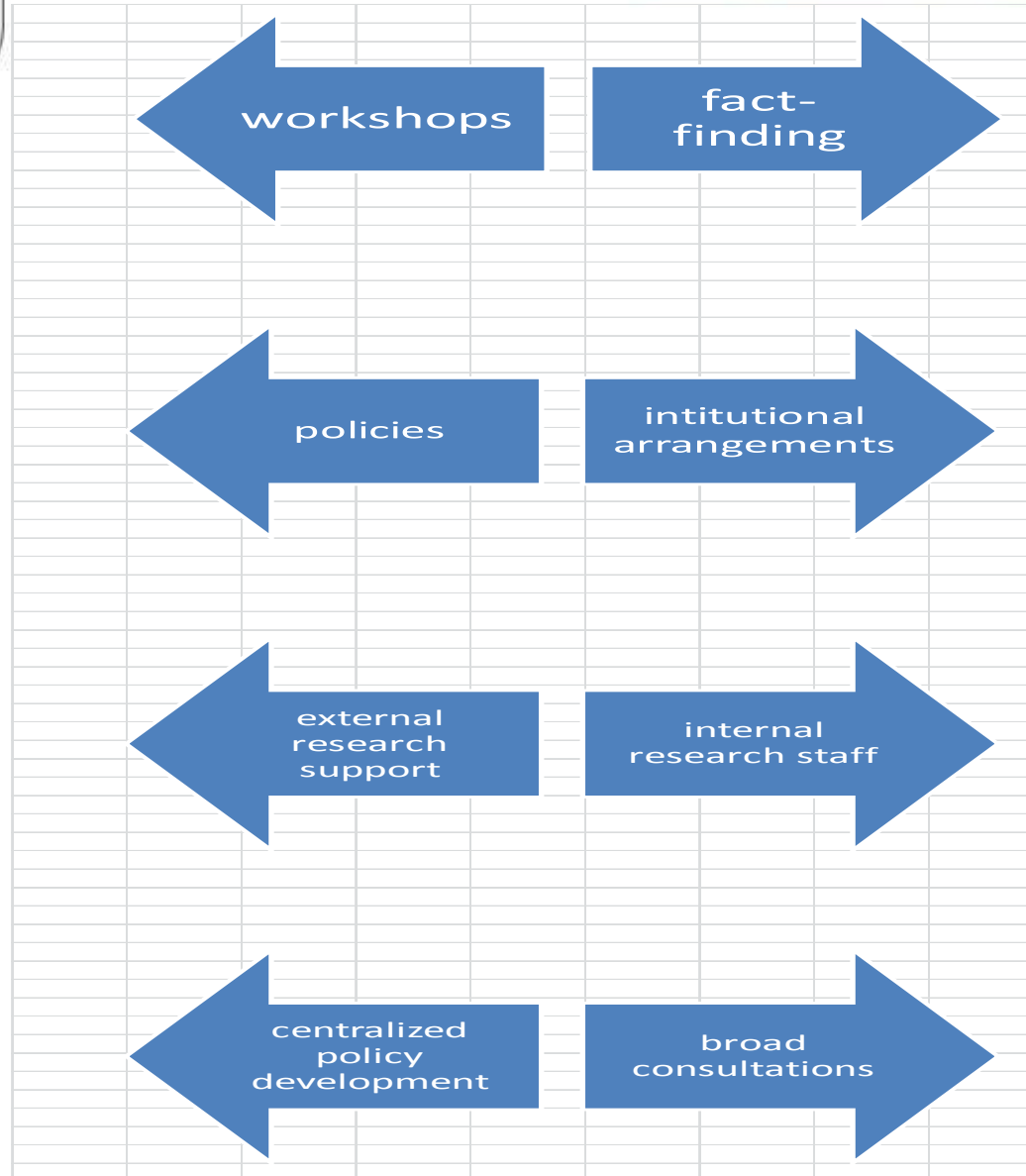
The study will involve farmers, farmer organizations, the Agri-proFocus policy working group, NAADS secretariat officials, relevant ministries, development partners and the media. The research will also focus on the institutional and legal set up as key foundations of NAADS delivery.

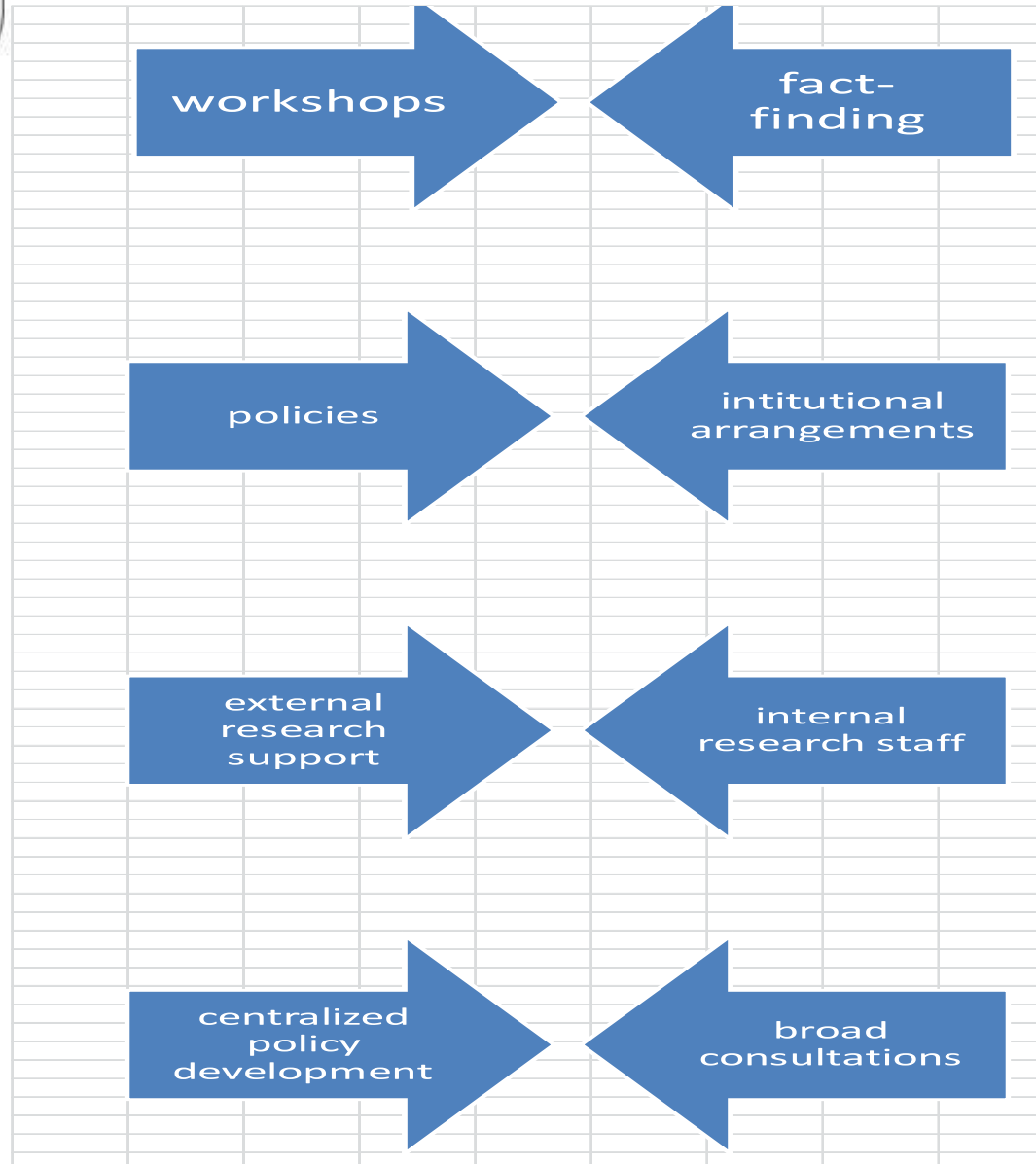
Field ‘fireplace conversations’ with farmer groups and individual farmer households will be conducted.

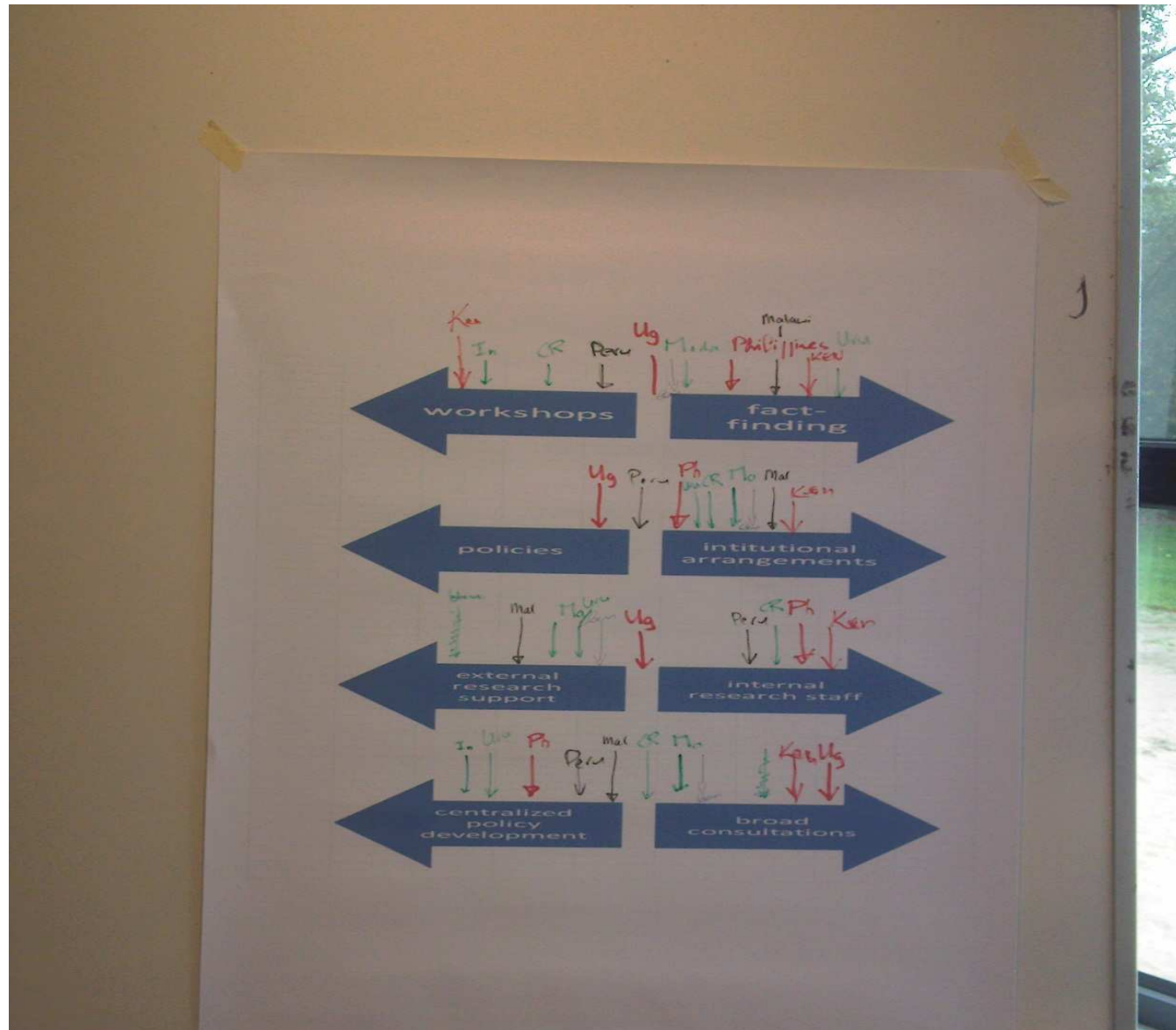
On February 11 (2011), as a kick off to this study, UNFFE conducted a dialogue with horizontal stakeholders at the national level to seek their views, opinions and inputs of what they think NAADS programme should focus on, what the action research should look out for, and what can be done to make NAADS a better program for farmers in Uganda.



National Agricultural Advisory Services (NAADS)









Some challenges

- Workshops versus fact-finding: the mix varies per NFO but in most countries it tends too much towards workshops mainly
 - budget constraints in NFOs
 - legitimacy needs of NFOs
- Preference for ‘internal’ staff as consultants instead of contracting established researchers
 - Causing delays in reporting deadlines (many other tasks)
 - ‘Loose’ interpretation of ‘strict’ Terms of Reference
 - Poor quality of writing-up
- Changing priorities
 - Difficult to assign backstopping to thematically focussed researchers



Lessons learnt

- Context
 - Research community is more interested in methods than in the findings of research
 - Farmers organisations might be interested in findings, when linked to their short-term (advocacy) interests
 - Farmer organisations have problems in paying their own staff and therefore without capacity and priority to use budget for external researchers
 - ***Need for incentives to support the 'willing' and enlarge their room of manoeuvre: for both NFOs and researchers***



ESFIM Phase 3: Country Research Funds

- ➔ Incorporate competitive ESFIM research funds, available for FOs exclusively
 - Flexibility in the country: not a 'right' to be funded
 - Only for FOs that show basic capacity to manage similar kind of activities
- ➔ Fund co-managed by NFO and the supportive research and/or donor community
 - Shared vision
- ➔ Require submission of quality proposals
 - Complementary seed money to NFO to facilitate these proposals, incl. for workshops
 - Transparent conditioning, e.g. including an advocacy strategy on the issue or a complete business plan
- ➔ Follow-up and backstopping by AGRINATURA
 - Define /refine the ToRs and expected research outputs (briefs, reports, etc.)



Thanks!

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donors:

IFAD, AGRITERRA, Dutch Government (EL&I),
CTA, AGRINATURA