

# **Dry Zone Agro-Input and Farm Services Project**

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***Presented by-***

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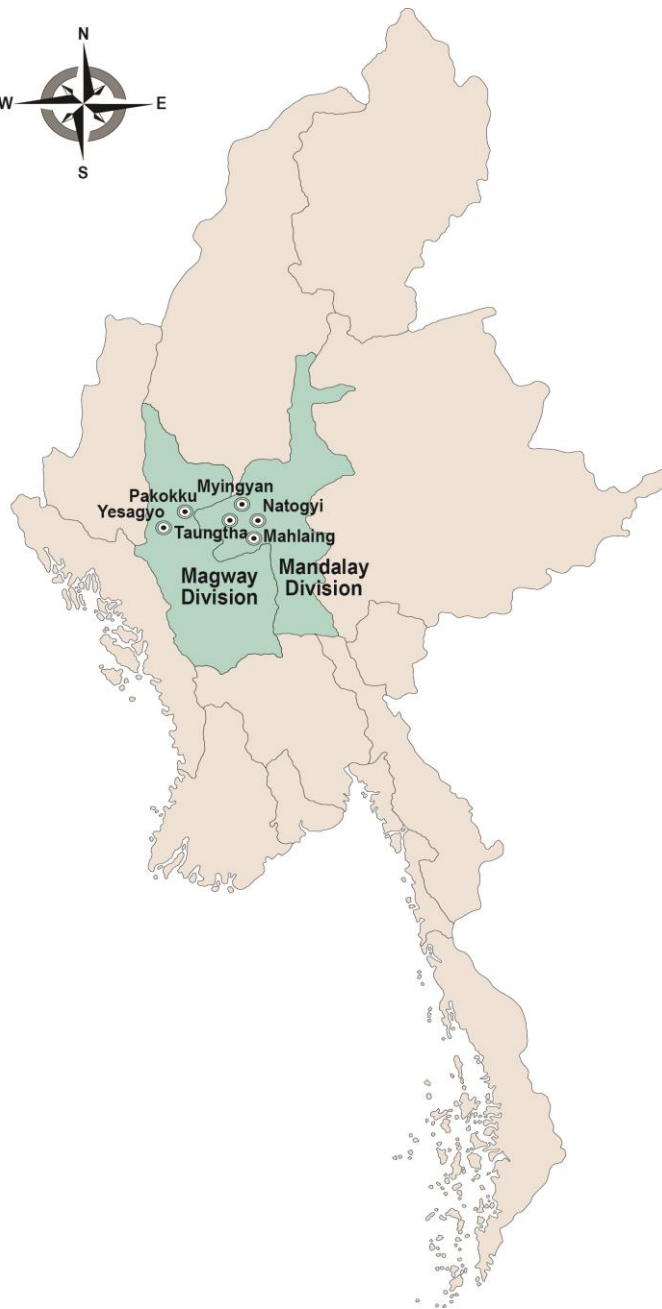
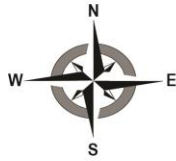
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# About IFDC

- The International Fertilizer Development Center (IFDC) is an International Agricultural Research Center (IARC) and Public International Organization (PIO)/ non-profit organization. IFDC is a member of the Association of International Research and Development Centers for Agriculture (AIRCA).
- IFDC began as an international, tropical soil fertility-focused office of the National Fertilizer Development Center in the USA, and later became independent in the 1970s.
- Expertise: integrated soil fertility management, fertilizers, agricultural productivity, agribusiness, agricultural input sector.
- In Myanmar since 2014.



# Geographic Location

# Partners

- ❑ **Agro-Input retailers and service providers**
  - ❑ **Agricultural Extension Division (AED) of the Department of Agriculture (DoA)**
  - ❑ **LIFT financial inclusion partner (Yoma Bank)**

***Goal:*** Strengthen a network of providers of agricultural inputs and services to enable commercial agricultural production, with the ultimate aim of improving smallholder farmer incomes.

***Output 1:*** A network of private sector input and service providers is trained and linked to financial services.

***Output 2:*** AED officials are trained on conservation agriculture and public-private coordination of extension services.

***Output 3:*** Farmer productivity and profitability is enhanced through improved crop management products and practices.

## ***Short-Term Outcomes:***

- ❑ Private sector input and service providers have enhanced business, technical and financial capacities.
- ❑ Service providers' (retailers) asset base is strengthened (supported by the Financial Services Project of LIFT).
- ❑ GoUM extension workers link with retailers to coordinate messaging to farmers.
- ❑ AED officials have improved knowledge of conservation agriculture.
- ❑ Farmers and input and service providers have increased linkages and trust.
- ❑ Government and civil society organizations (CSOs) have access to the learning from the project.

## ***Medium-Term Outcomes:***

- ❑ Input and service providers (retailers) provide better and more services to farmers.
- ❑ Smallholder farmers adopt improved practices and inputs through improved farm advisory services.
- ❑ AED officers utilize improved conservation agriculture knowledge and coordinate with the private sector.

## ***Long-Term Outcomes:***

- Input and service providers increase income from input and service provision activities.
- Smallholder farmers increase productivity and income.
- AED officials practice improved, better coordinated extension to respond to farmer needs.
- Government, private sector, and CSOs utilize learning generated to influence policy.



## **These long-term outcomes will in turn contribute to five LIFT Dry Zone Program Level outcomes**

- increased sustainable agriculture & farm-based production by smallholder farmers (PrO 1);
- improved market access & market terms for smallholder farmers (PrO 3);
- strengthened local capacity to support & promote food & livelihoods security (PrO 4);
- increased & safe employment in non-farm activities for smallholder farmers and landless (PrO 5); and
- generation of pro-poor evidence regarding pro-poor development (PrO 8).

## ***Output 1:*** A network of private sector input and service providers is trained and linked to financial services.

**Activity 1.1:** Assess and select input and service provider participants within targeted townships.

**Activity 1.2:** Survey participating input and service providers to assess current common inventory, knowledge, and capacity.

**Activity 1.3:** Survey inputs available from national and multi-national dealers and importers.

**Activity 1.4:** Coordinate with LIFT's Financial Inclusion window to link agricultural input and service providers to appropriate financial services.

**Activity 1.5:** On a cost-sharing basis, support input and service provider asset enhancement.

**Activity 1.6:** Input and service provider training on input quality, input embedded service provision, and assessing client demand and willingness to pay (Retailer Training 1).

**Activity 1.7:** Input and service provider training on service provision options, marketing of services, and pricing of services (Retailer Training 2).

**Activity 1.8:** Train input and service providers in business management (Retailer Training 3).

***Output 2:*** AED officials are trained on conservation agriculture and public-private coordination of extension services.

**Activity 2.1:** Assess current AED messaging regarding conservation agricultural and cropping patterns.

**Activity 2.2:** Train AED officials on required subject areas, and monitor pilot trainings to farmers (AED Training 1).

**Activity 2.3:** Conduct discussion groups with AED officials and input and service providers on collaborative extension with the private sector (AED Training 2)

**Activity 2.4:** Co-Sponsor Demonstration Plots and signboards to showcase promoted practices.

**Output 3:** Farmer productivity and profitability is enhanced through improved crop management products and practices.

**Activity 3.1:** Survey of farmer practices to ascertain productivity improvement and cost control options.

**Activity 3.2:** Train groups of farmers on the return to input and services in the context of overall crop budgets.

**Activity 3.3:** Establish input and service provider-led demonstration plots through each retailer's catchment area to demonstrate the benefits of improved, efficient, quality input use.

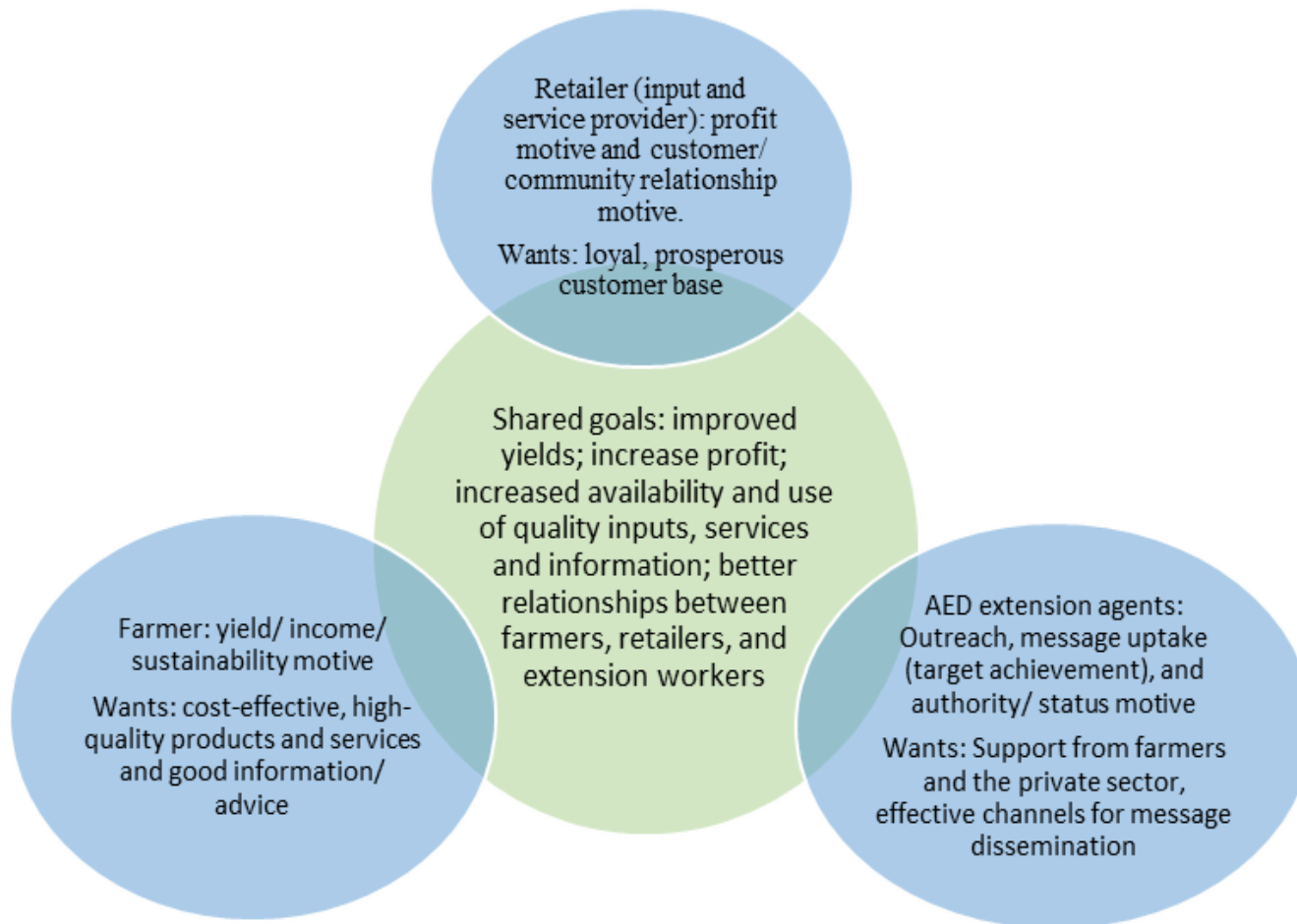
**Activity 3.4:** Organize farmer field days to demonstrate new available services.

**Activity 3.5:** Enhance retailer and service provider access to information to improve information services for farmers.

## Expected Results:

- ❑ An estimated 50 retailers (with an estimated client base of at least 68,000 farmers) will improve their capacities
- ❑ A platform will be created for the agro-input retail sector
- ❑ Retailers and their smallholder farmer clients will have increased, more dynamic sources of information
- ❑ At least 60,000 smallholder farmers – of whom an estimated 40,000 will be smallholder farmers – will benefit from improved yields through access to products, services and information during the life of the intervention.
- ❑ An estimated 110 DoA extension workers will be trained and engaged during the intervention.

# Anticipated stakeholders' relationship are represented in the figure



## Cross-Cutting Issues:

- ❑ **Gender:** facilitate the participation of women in all project activities – for example by setting 50% participation targets for women in farmer field days, and by including both male and female entrepreneurs among selected input and service providers
- ❑ **Nutrition:** Project will indirectly contribute to an increasing variety of produce in local markets and for home consumption, which could contribute to improved dietary diversity.
- ❑ **Migration:** The introduction of improved farm services is essential due to increasing out-migration, which has resulted in agricultural labor shortages
- ❑ **The Environment:** Good farm advisory services related to judicious agricultural input use are essential to environmental protection and sustainable agricultural practices