



**A new season of E-COBSI Activities have been launched for 2020**

As we implemented the Annual Evaluation Workshop, 1<sup>st</sup> CPU meeting and 2<sup>nd</sup> JCC meeting and reviewed E-COBSI activities in 2019, we have launched a second season of E-COBSI in 2020. We have started the activities with Market Survey Training (MST) in the follow-up provinces (Northern, Muchinga and Luapula province) in January 2020. This newsletter will share the results of the MST.

**Market Survey Training in Mpika for Muchinga and Northern Provinces**

Based on the discussion at the 1st CPU meeting and 2nd JCC meeting, the number of venues and participants to be invited has been reduced, compared to the first season of E-COBSI in 2019. Therefore, the CPUs and the JICA Project team held the Market Survey Training (MST) in Mpika jointly for Muchinga and Northern Provinces from 22<sup>nd</sup> to 24<sup>th</sup> January 2019. With the second day of the MST being a market survey session, the participants visit a market and interview to interview the marketers, we held the training in Mpika where a suitable market is located nearby.

Only direct support districts were invited to the MST; 6 districts from Northern and 4 districts from Muchinga. Then, four participants from each direct support district; the SAO, one TSB officer and two CEOs, attended and nine from the CPUs in Muchinga and Northern provinces where invited. Since a participant of the 1<sup>st</sup> CPU meeting suggested inviting NAIS officers to meetings and trainings to be organized by E-COBSI, NAIS officers also participated in the training and highlights were broadcasted a local radio news. In total, 58 participants attended the MST in Muchinga and Northern province.

The provincial CPU members were the trainers of the modules; SMDOs particularly trained the participants on the SHEP approach, SIEs did outlined COBSI approach and SCHOs did crop calendar making and field training. The SMDOs were those who attended the “JICA Knowledge Co-Creation Program” of SHEP approach last year and introduced what they learnt in Japan to the participants.

While the participants mostly learnt modules related to SHEP approach during the MST, the trainers taught outline of COBSI approach, gender, entry planning of E-COBSI activities in their target districts and camps and reporting and feedback mechanism as well. Some trainers commented that they clearly taught the modules in this MST, since the training mainly focused on 4 steps of SHEP approach, different from the KOT last year which many modules were taught.

The MST participants mentioned that they thought they already understood and knew market information at the beginning of the survey, but they still found new findings at the market. For example, a Chinese company is now constructing roads in Mpika and there are many Chinese people, therefore cucumbers and green leaf vegetables are sold at high price for targeting these people. However, farmers around the market do not produce cucumbers and the green vegetables, most of them are transported from Lusaka. One participant said she would like to introduce her farmers to vegetables favored by the Chinese people.



Market Survey in Mpika. After the participant learnt how to interview to marketers and use market survey form, they moved to the market and practiced market survey.



Group work of Gender Analysis. Since we incorporate gender mainstreaming into overall E-COBSI activities, we had a session of “Gender and SHEP” in the MST.

In this training, the JICA project team observed more positive participation of not only the trainers but also the participants during the class session than the participation of the last year KOT. This could be due to better training management of this year than that of last year, for example; the modules of the MST focused on only particular topics, proper number of training participants attended due to reduction of the number, the trainers understand a series of E-COBSI training modules conducted last year very well and the SMDOs perfectly managed SHEP approach modules.

In addition, given review and evaluation of the E-COBSI trainings last year, the MST this year spent more time on group work and its presentation, which promoted further discussion among the participants and their understandings on each module. At the end of the training, the participants filled in the training evaluation and took an achievement test prepared by E-COBSI. Based on the result, the CPUs and the JICA project team will review and improve the trainings.

### Market Survey Training in Mpika for Luapula Provinces

The CPUs and the JICA project team held a same Market Survey Training in Mansa, Luapula from 27<sup>th</sup> to 29<sup>th</sup> January 2020 and a total of 26 officers attended. Mr. Henry Daka, a SMDO-Northern and Mr. Ndakasha Mathew, a CPU member in Luapula were the main trainers. Mr. Ndakasha Mathew also attended the “JICA Knowledge Co-Creation Program” of Market-oriented agriculture promotion for extension officer in Africa, a 6-month SHEP course from April to September 2019. Thus, he is also expected to be a promoter of SHEP approach in Zambia. During the MST in Luapula, he introduced what he learnt in Japan, for example, a family management agreement on the issue of gender mainstreaming.

The contents of the MST are same as the one in Mpika, but the participants were divided into two groups and practiced market survey in two markets simultaneously, Maiteneke and Chilyapa market. Thus, we avoided the congestion of the markets by the participants and most of them had an opportunity to discuss with marketers at the markets. In addition, the participants compared vegetables and prices sold at each market to another market and analyzed the information more deeply. Thus, if we have several facilitators, we can practice the survey in several markets for better training management.

Besides the JICA project team observed some positive findings from the MST in Luapula. For example, the trainers taught the participants that steps of SHEP approach such as sensitization meeting and market

survey is not just an event conducted only once but CEOs and farmers continuously practice each step of SHEP. This would contribute to constant market information access, trust creation with marketers as well as keeping farmers’ motivation high on market-oriented agriculture. Besides, the participants linked SHEP approach to other E-COBSI components such as community-based smallholder irrigation development, water management and O&M. For instance, when they formulated the crop calendar, some said membership fee or maintenance fee should be collected just after selling vegetables since farmers have enough money. Thus, we observed positive relations between schedules on SHEP activities and other activities.

After finishing the modules of SHEP, the participant formulated activity plans until next KOT in March, called entry planning and were guided how to write and submit a monthly report at camp, district and provincial levels. The plans were shared with the provincial and the JICA project team, so that we can conduct monitoring of E-COBSI activities in 2020 based on the plan.

Market Survey Questionnaire  
DATE: 29-01-2020

| NAME OF FARMER GROUP | M.O.A | NAME OF MARKET | DATE       | PEAK OF DEMAND | QUANTITY OF SUPPLY (KG) | PRICE (K/KA) | UNIT OF PRODUCTION | MODE OF PAYMENT | TERMS OF SUPPLY | MARKETING CHANNELS | DEALER ALLOWANCE TO FARMER |
|----------------------|-------|----------------|------------|----------------|-------------------------|--------------|--------------------|-----------------|-----------------|--------------------|----------------------------|
| CHILYAPA GROUP 1     | M.O.A | CHILYAPA       | 29-01-2020 | DEC-MAR        | 500/500                 | 1000/500     | K/KA               | CASH            | IMMEDIATE       | PRICE FLUCTUATION  | YES                        |
| CHILYAPA GROUP 2     | M.O.A | CHILYAPA       | 29-01-2020 | DEC-MAR        | 500/500                 | 1000/500     | K/KA               | CASH            | IMMEDIATE       | PRICE FLUCTUATION  | YES                        |
| CHILYAPA GROUP 3     | M.O.A | CHILYAPA       | 29-01-2020 | DEC-MAR        | 500/500                 | 1000/500     | K/KA               | CASH            | IMMEDIATE       | PRICE FLUCTUATION  | YES                        |
| CHILYAPA GROUP 4     | M.O.A | CHILYAPA       | 29-01-2020 | DEC-MAR        | 500/500                 | 1000/500     | K/KA               | CASH            | IMMEDIATE       | PRICE FLUCTUATION  | YES                        |
| CHILYAPA GROUP 5     | M.O.A | CHILYAPA       | 29-01-2020 | DEC-MAR        | 500/500                 | 1000/500     | K/KA               | CASH            | IMMEDIATE       | PRICE FLUCTUATION  | YES                        |

The participants carefully examined the results of the market survey practiced one by one. Particularly, they paid attention to unit of vegetable volumes and market information during peak demand period.



The participants formulated crop calendar of the selected crops based on the market survey analysis. They looked at farmers’ reality as much as possible such as availability of labor, compost making, etc.

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