



Supporting Decision Making & Action by Farmers

**Presented to the Participants of the
Ethio-SHEP Training of Trainers(ToT)**



1. Essential 4 steps

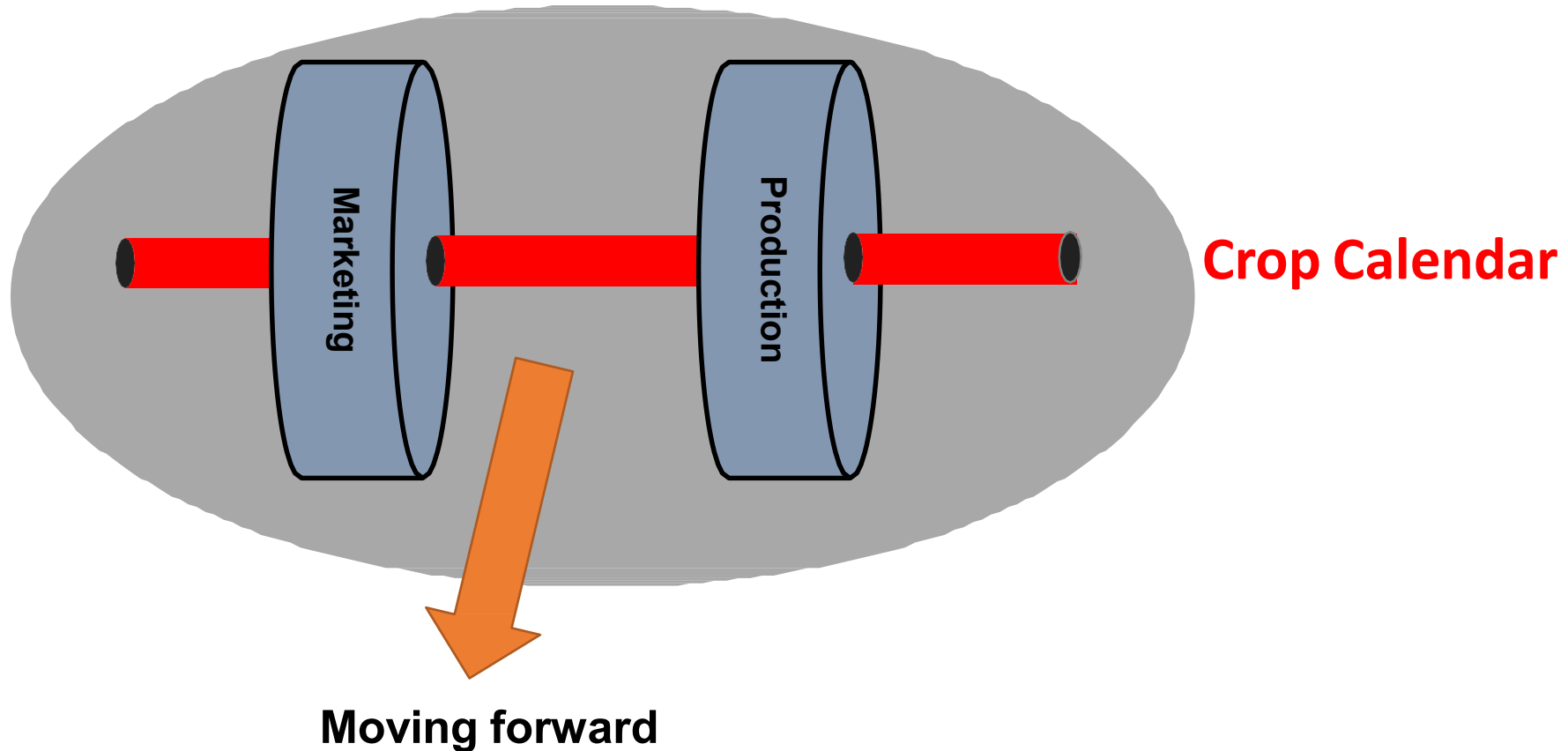


| Four Steps | Activities |
|---|--|
| 1. Share goal with farmers. | -Sensitization Workshop |
| 2. Farmers' awareness is raised. | -Participatory Baseline Survey -Market Survey |
| 3. Farmers make decisions. | -Target Crop Selection -Crop Calendar Making -(optional) Market Linkage Forum |
| 4. Farmers acquire skills. | -In-field Trainings |
| Follow-up and monitoring (including Participatory Endline Survey) | |

2. How Crop Calendar should work



Group Work



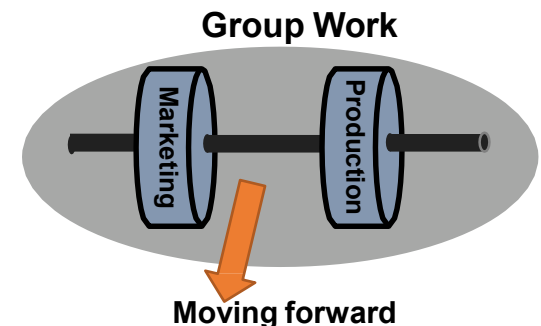
2. How Crop Calendar should work



- What's important in decision making & Action by Farmers?

For Farmers to make their planning

- Realizing the problem for production/marketing **by themselves**
- Focusing on the problem that they can **solve themselves**, and/or the **extension officer** can provide advice for.



2. How Crop Calendar should work



Premises: This activity should be done...

- After Proper Sensitization
- After Market Survey
- After Crop Selection

3. Objectives



Crop calendar making enables the farmers to plan future action as an **individual farmers** as well as a **group** in terms of both **production** and **marketing** of their interest crops selected in the previous activity.

4.Outline



- The farmer groups make an **production plan** as well as **marketing activities** focusing on **their interest** through market survey
- The plan includes **collective actions** to take for **producing** and **marketing** crops

Implementation steps



Step ①: Fill the crop calendar format together with the group members.

Step ②: Each farmer decide what changes they want to make.

- The changes, both in **production** and **marketing**, include changes and/or improvement of crops/**varieties, quality, quantity, harvest timing, buyers** and others such as **post harvest handling**

Implementation steps



Step ③ : After deciding **what changes** they want to make, each farmer should fill a cropping calendar by referring **basic production information** and **their experiences**.
(as a group, farmers should support each other)

Ethio-SHEP project
Market Survey Questionnaire

Date: - 7/20/ **Region:-** Oromia **Zone:-** Jimma **Woreda:-** Dedo

Name of Group: - WaroWUA **Name of the Market Visited:** - Jimma

| Name & Contact of the Produce Dealer | Produce & Variety | Produce Quality Market Requirements | Peak Demand (months) | Quantity & Frequency (daily/weekly etc.) of Supply | Place of Production | Purchasing Unit Price (Et.Br./kg) | Mode of Payment | Terms of Payment | Marketing Challenges | Dealer's Willingness to Purchase |
|--------------------------------------|------------------------|-------------------------------------|----------------------|--|---------------------|-----------------------------------|-----------------|------------------|---|----------------------------------|
| Muhamod Husen 0911053571 | Potato (Gudene) | Medium size | February to march | 120 kunt/week | Waliso | 3.5 | Cash | Immediately | poor quality | Willing |
| Moges Yemane 0911704079 | Potato from Jeldu | Medium size | January to February | 120Kun/Week | Jeldu | 3 | Cash | Immediately | Poor quality | Willing |
| Moges Yemane 0911704079 | Onion (Holand variety) | Big size | January to April | 50 kunt/day | | 14 | Cash | Immediately | Quality problems | willing |
| Amir Qasim 0917750735 | Head Cabbage | Big size | January to March | 10 kuntal/day | | 250bir/r/kunt | Cash | Immediately | Quality problem Affected by disease And aphids. | Willing |



Production cost

| Items | Amount | ETB |
|----------------|--------|-----|
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| ③ Total | / | |

Potato Production



Production Information

②

We are Improving or changing Crop/Variety,
 Quality, Quantity, Harvest timing,
 Buyers, Others (specify: _____)

①

Woreda: _____
 Kebele: _____
 Name: _____

Planting distance: **75 × 30** cm
 Potential yield: **65-100** qt/0.25ha
 Seed amount: **5** qt/0.25ha
 Manure: **50** qt/0.25ha



NPS: **45** kg



Urea: **30** kg

④

Net Profit: (① × ②) - ③

⑧ 7,810 birr

⑤

Harvest(17weeks-): **⑥**
6/Feb/2020

① Yield: **30 qt**
 1qt = **100** kg

② Price: **500 birr/qt**

Market: **Assera city**

⑦ Production cost

| Items | Amount | ETB |
|----------------|--------|--------------|
| | 5 qt | 3,500 |
| | 45 kg | 630 |
| | 30 kg | 420 |
| | 1 btl | 300 |
| | | 560 |
| | | 2,200 |
| ③ Total | | 7,190 |

Variety: **Belete**
 Area(ha): **0.25ha**
 (qt): **50 t**
45 kg
 Sowing Date: **24/Oct/2019**

③

4 Weeks Later

At flowering



Day: **7/Nov**

15 kg

Day: **5/Dec**

15 kg

* 2 weeks after emergence

* 8 WAP



Earthen up

Problem Analysis

Problem Analysis and Action Plan making



To achieve the plan farmers made considering market demand, discuss within the group what problem they are facing on.

Step 1: Discuss the problems farmers face in order to achieve their objective.

Step 2: Fill the problem analysis sheet

Step 3: Share the problem analysis from each group.

Implementation tips



Tips: Facilitator should encourage farmers to advice each other.

Note: Even though you know the answer, it is better not to **provide answer** by officers. Farmers can learn more through discussing each other (**Adult(/Active) Learning**)

* Most of the problems they have, will be solved through facilitating their discussion.

Action Plan Making Format

| Problem | Objective | Activities | Stage | Resources | Implementer | Schedule | Monitor |
|---------|-----------|------------|-------|-----------|-------------|----------|---------|
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |

Ex. of Action Plan

| Problem | Objective | Activities | Stage | Resources | Implementer | Schedule | Monitor |
|--|--|---|----------------|-----------------------------------|------------------------|----------------|------------|
| Low seed quality | Improving seed quality | To find certified seed supplier & buy | Pre-Planting | Communication fee & transport fee | Representative Farmers | August 2019 | DAs / SHEP |
| Low yield Low soil fertility | To Increase soil fertility | Start preparing compost | Pre-planting | Manure/ dry & green grass, ash | Individual farmers | August 2019 | DAs |
| Lack of knowledge for proper management | Improving crop management | Learn from extension worker through Kamishibai (model farmer) | Pre-planting | Training Venue | DAs | September 2019 | DAs |
| Disease problem Bacterial wilt | To reduce Bacterial wilt(BW) incidence | Do not plant same field where BW occurred | Pre-planting | No resource required | Individual farmers | August 2019 | DAs |
| Low farmgate price | Increase selling price | To find better trader through Mkt survey and MLF | Before harvest | Transport cost | Representative Farmers | November | DAs |

Exercise (60 min)



1. Each Woreda should fill their crop calendar (one target crop)
2. Discuss the problem and fill the Problem Analysis Sheet (**45min**)
3. Share the points the group discussed (**15 min**)

Thank you for your attention



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