



USAID
FROM THE AMERICAN PEOPLE

CONOCOPHILLIPS GDA EXPANSION QUARTERLY REPORT #1: APRIL - JUNE 2012

***DEZENVOLVE AGRICULTURA COMUNITÁRIA
(DAC) PROJECT***

CONTRACT NO: EDH-I-00-05-00004-00

July 13, 2012

This publication was produced for review by the United States Agency for International Development. It was prepared by DAI. The authors' views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development or the United States Government.

Contents

CONOCOPHILLIPS GDA PARTNERSHIP PROJECT EXPANSION	2
<i>Selection of New Communities</i>	2
<i>Preparations for Farmer Group Training</i>	3
<i>Activities in New Communities</i>	3
<i>Plans for the next quarter</i>	4

CONOCOPHILLIPS GDA PARTNERSHIP PROJECT EXPANSION

In this quarter, DAC began preparations and pilot activities for the project expansion funded through the GDA Partnership with ConocoPhillips. GDA funding from ConocoPhillips will contribute to:

- Expansion of project activities to at least 150 more farmers in 5 new communities
- On-site training and technical assistance to all farmers
- International training (Indonesia) for 40 farmers
- New equipment and materials for all farmers
 - Plastic tunnels
 - Irrigation

DAC's experience working with farmer groups informs us that community mobilization is just as important as agricultural technical training, and that social problems are more often the cause of poor performance than technical problems. We have selected an initial set of potential new communities and established a generic timeline for the expansion activities over the next year. However, we anticipate that some communities will develop more quickly, some communities may drop out of the program, and new communities will be identified.

Our current timeline:

- May – August 2012: Select new communities & prepare for training; Begin assistance to pilot group in Fatubossa
- September – December 2012: Intensive technical assistance on improved horticulture techniques in at least five new communities
- January – June 2013: Farmer Field School (3 month on site advanced training) for all farmers, and specialized training in Indonesia for 40 lead farmers

Selection of New Communities

DAC's selection criteria for potential new communities include:

- Adequate climate, water and soils
- Farmer experience with vegetable production
- Road access for commercial vehicle

Our technical team reviewed 18 locations in Aileu District, and selected the following six communities as having the highest potential for success:

- Fatubossa
- Saboria
- Raifusa
- Fahiria
- Tablor
- Selo Casamauk

DAC will begin activities in these six communities, with the intention that all are successful. In the event that one drops out, however, DAC will remain on target for supporting five communities over a long enough period of time to ensure sustainable results.

Preparations for Farmer Group Training

DAC's approach to teaching farmers new horticulture production techniques includes daily on-site technical assistance, and more formal training (in Timor Leste and Indonesia). DAC places permanent field staff directly in each new community, to work with the farmers on a daily basis. We also provide two types of formal training in horticulture production and farmer group organization/management.

Farmer Field School Timor Leste: Our training delivered in Aileu uses the Farmer Field School methodology. This 3 month on site training in advanced horticulture techniques uses participatory, farmer led learning techniques. It will emphasize Integrated Pest Management (IPM) and soil/environmental management. DAC field staff will receive training of trainers from September – November 2012, as this training is given to the existing DAC farmer groups. Delivery of the training to the new communities will take place between January – June 2013.

International Horticulture Training: Our international training will be offered to 40 lead farmers from the five farmer groups. We anticipate using the Value Chain Center in West Java as the training provider. The Value Chain Center uses a similar model to DAC – linking farmer groups to buyers, and providing technical assistance. The Value Chain Center assists 54 farmer groups (1,274 farmers) in five areas to produce export quality vegetables. The DAC farmers will have the invaluable opportunity to “see the future” – to see the results of using improved production techniques, to see the possibility of growing their group business and increasing their individual incomes and standards of living. At the Value Chain Center, the farmers will receive training in both production techniques and farmer group management.

A second potential training location is the PT.Omega Tekno Farm in Bali. This “best practice” demonstration farm produces a more limited number of crops, but utilizes innovative techniques that DAC has introduced but which are not yet widely used in Timor such as mixing rice husk with coco peat for growing media, drip irrigation, plastic mulch, and crop rotations.

International Specialized Nursery Management Training: In addition to the basic training at the Value Chain Center, we will work with the farmer groups to select the best candidates to be their nursery managers, an extremely important role in the production process. The nursery managers will also attend a specialized training at the East West Seed Company on proper germination and seedling production, with an emphasis on using sanitary standards to prevent disease.

Activities in New Communities

In five of the new communities, DAC is simply conducting initial site visits and informal discussions with farmers. It is important for DAC staff, who have years of experience in

working with farmers and farmer groups, to observe the agricultural techniques in use, and the social dynamics in the communities. DAC has found that selecting a smaller group of the strongest lead farmers, and starting to train those farmers, helps to motivate and engage the entire community. The lead farmers can act as catalysts for other farmers starting to use improved techniques on their own initiative. At a later stage, any other interested farmers will be able to join the group and receive the same technical assistance.

In one of the communities, Fatubossa, DAC has already started working with a pilot group of ten farmers. DAC provided a technical expert consultant in broccoli/cauliflower production, and the group is actively cultivating those vegetables for sale to Kmanek. DAC field staff continues to provide daily on-site technical assistance. DAC Community Mobilization staff assisted the group to select a Group Coordinator and Finance Manager.

Kmanek has guaranteed to purchase from the Fatubossa farmer group 892 kgs of 9 different vegetables, resulting in income to the farmers of \$845 every week. Kmanek allocated specific targets to the Fatubossa group for 5 local vegetables (seed provided by farmers) and 4 “supermarket” vegetables (seed provided by Kmanek). The Fatubossa group had their first sales to Kmanek during the quarter: 31.5 kg cauliflower, and 263 kg of other local vegetables. Kmanek has been particularly impressed with the quality of the carrots from Fatubossa.

Plans for the next quarter

During the next quarter, DAC will engage fully in all new communities. DAC Community Mobilization staff will work with farmers to begin working together as a group to manage their activities. DAC technical field staff will provide daily, on-site training in improved horticulture techniques and establish demonstration plots in each community. We will also issue an RFP for the international training component.