

# Nepal SIMI Approach on High Value Horticulture Product

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## Our “BDS / Value-Chain” Approach

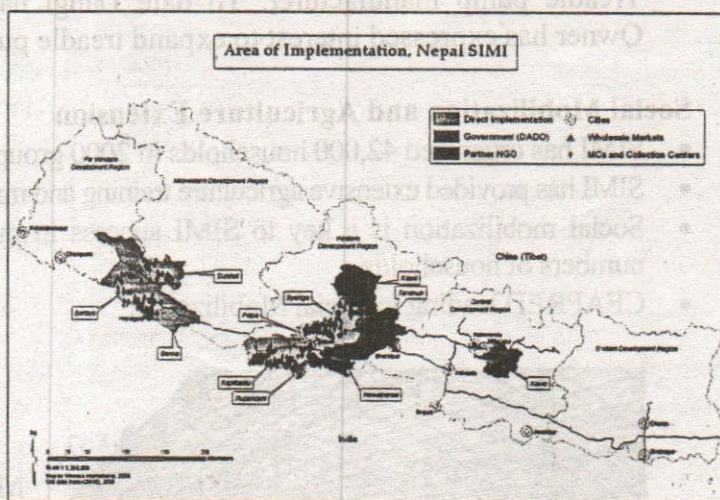
- Sub sector Analysis (SSA) – to identify constraints and interventions
- Building private sector capacity to provide training and embedded services to smallholders
- Direct training and market development for early adopting smallholders
- Public Private Partnership with the government for public goods
- Goal is to energize a whole sub sector

## Nepal SIMI

- International Partners: Winrock and IDE
- National Partners: CEAPRED, SAPPROS, and AEC
- Strong partnership with Government (National, Regional and local levels and across related ministries / line agencies)
  - MOU with DOA
  - Advisory body Chaired by MOAC
- Duration: 6/03 to 6/07
- SIMI has mobilized and trained over 230 staff (34% women)
- SIMI is working in 33 pocket areas of 11 districts
- Overall goals:
  - Facilitate 50,000 HH to adopt MI and high-value agriculture helping to increase incomes by more than 50%
  - Establish an invigorated horticulture subsector / value-chains in 11 districts serving to provide expanding opportunities for smallholders
  - Develop program sustainability through partnership and building government capacity for micro irrigation and BDS approaches

## Area of Implementation

- Government implementation Kavre, Nawalparasi, and Tanahun.
- Government-NGO Implementation in Kaski
- Butwal Office: Kapalvastu, Rupendehi, Palpa, and Syangja.
- Nepalgunj Office: Banke, Bardia, and Surkhet



## SIMI Performance Impacts

- Despite the conflict SIMI is on track to achieve performance goals
- MI sales/adoption to over 42,000 HHs
- 2006 Figures increased incomes of high-value crops by poor smallholders \$15 million

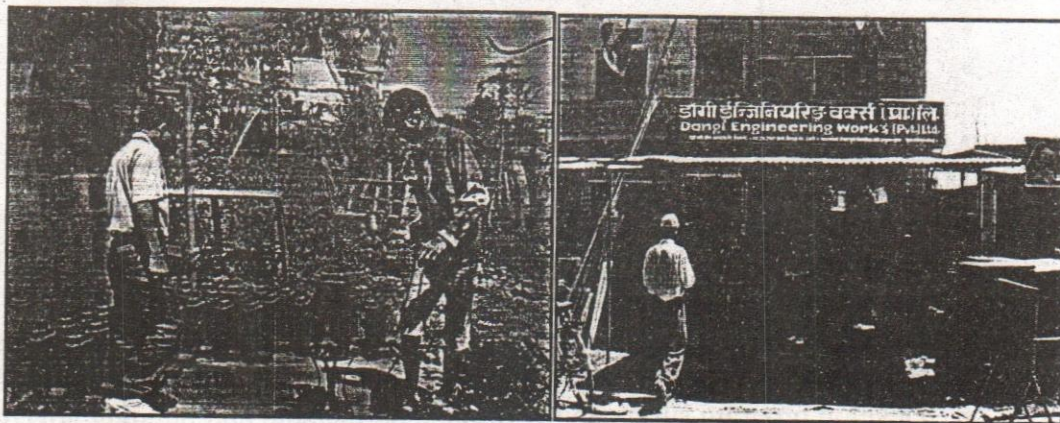
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- Increased annual income of \$198
- Working with over in 2000 MI user groups
- Over all B/C 8 to 1

### Supply Chain Development

- Developed / strengthened 2,103 input suppliers:
  - 424 agro vets
  - 244 MI dealers
  - 1429 mistris
- SIMI has focused on building the capacity of input suppliers to provide information with the sale of inputs (embedded services)
- SIMI is introducing important new technologies through the supply chain including IPM products, bio fertilizers, micronutrients, and appropriate varieties
- SIMI has established supply chains serving high value agriculture in 9 districts with a population of 3 million people



**Dangi Engineering, Kohalpur, Banke:** SIMI established Dangi engineering as a Treadle pump manufacturer. To date Dangi has built 503 treadle pumps. The Owner has expressed interest to expand treadle pump production.

### Social Mobilization and Agriculture Extension

- SIMI has organized 42,000 households in 2000 groups for MI / high-value agriculture
- SIMI has provided extensive agriculture training and marketing services to these households
- Social mobilization is a key to SIMI success in making linkages and reaching large numbers of households.
- CEAPRED leading in Social Mobilization



**Muna Vegetable Group, Dhikurpokhari VDC W-5, Kaski.** Farmers are growing monsoon tomatoes and off-season crops using low cost green crops. From a plot of 80 sq-m a HH can earn \$300 with 3 vegetable crops in a year.



### **Small Scale Water Source Development: Multi Use Systems (MUS) in the Hills**

- MUS cost about \$100 per HH to construct
- Households have access to water for multiple uses including micro irrigation and domestic use
- Over 41 demonstration MUS completed
- Strong collaboration with DOI and DOA underway
- Best approach is to build funding from multiple sources

### **Market Development**

- Identify profitable commodities/products
- Establish a network of collection centers and support regional markets
- Support dissemination of market information and knowledge of markets, radio programs and other
- Promote enabling policies for high-value agriculture development
- Link governance activities to marketing committee capacity development

### **A Market Smallholder Market Solution – Marketing Committees and Centers**

- Marketing groups from production groups
- Marketing committee from marketing groups and traders
- Collection centers SIMI has established 74 marketing committees and 69 collection centers
  - 15 Collection centers are coops
  - Link smallholders to traders
  - Provide services
  - Governance and linkage to government and projects

### **Gender / Disadvantaged Group Program Revolving Fund**

- 53% of group household members to receive training were women and 18% were Dalit
- Revolving fund - micro credit program for women and disadvantaged groups
  - Rings of 3 groups with rotation of fund between groups
  - 138 groups (about 20 members per group) have purchased more than 1,600 systems to date
  - Group pressure for repayment effective with 100% repayment
- Literacy program to help women with economic literacy

### **Government Collaboration – Advisory Body**

- SIMI has a government advisory body chaired by Joint Secretary MOAC, members from DG DOA, DOI, NARC, MLD, MOF, DWD, and SIMI partners.
- The advisory body has worked with SIMI to:
  - To develop MIS with government radio broadcasts
  - Investment and policy for water source development (MOAC, DOI, and DOA)
  - Investment in market infrastructure
  - Phytosanitary – reduce fee from Rs. 2,500 to Rs. 1250
  - VAT tax exemption for ag inputs
  - Internal receipts (exclusion)
  - Joint planning with line agencies
  - Matching fund report





Multi use water system in Tanahu District for a Dalit community for vegetable production. DADO Mr. Bishnu Aryal facilitated support through local government.

### Government Collaboration

- Research program with NARC:
  - Hybrid tomato seed production
  - Hail stone protection research
  - Solar drying / post harvest
- Training programs with DOA staff
- Joint program activities
  - Collection centers
  - Regional markets
  - Agriculture coops
  - Agriculture Extension
  - MI promotion