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# Overview, results and key takeaways of KISAN in Horticulture

**Asia Regional Horticulture Conference in  
Malaysia**

**September 6-9, 2016**





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# Overview

## FtF Program Districts



## Timeline

Feb. 2013 – Aug. 2017

## Target

Households: 100,000

Popn: 516,000 (8%)







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## KISAN's Goal

***Sustainably reduce poverty and hunger in Nepal by achieving inclusive growth in the agriculture sector, increasing income of farm families and improving the participation of the private sector in promoting agriculture growth.***





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## What KISAN does

**Outcome 1:** Improve access to quality **agriculture inputs** for farmers

**Outcome 2:** Improve **capacity** of agriculture extension workers, service providers, and farmers

**Outcome 3:** Increase adoption of improved and sustainable **agriculture production** and post harvest technologies

**Outcome 4:** Improve **market** efficiency

**Outcome 5:** Increase **capacity** of Nepali organizations



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# Overview

## Focus Crop

92%



84%



70%



46%

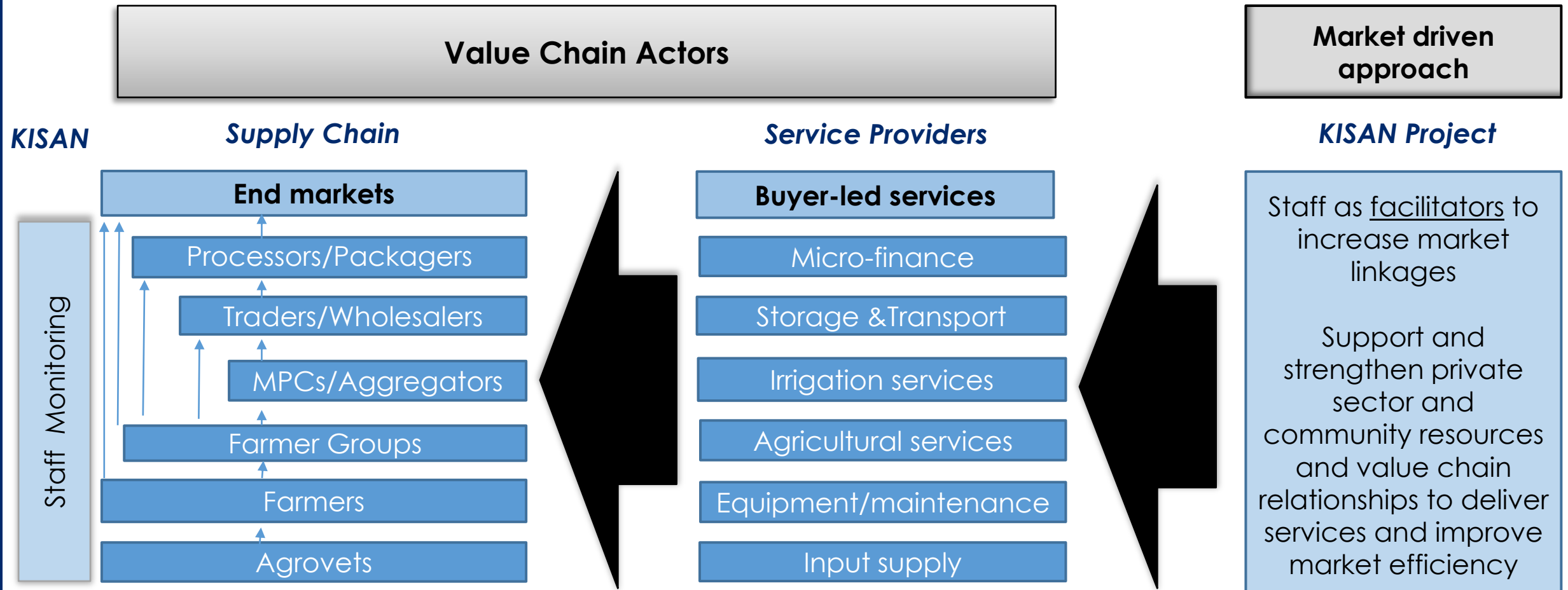






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# Market Driven, Private Sector-led, Facilitative Approach



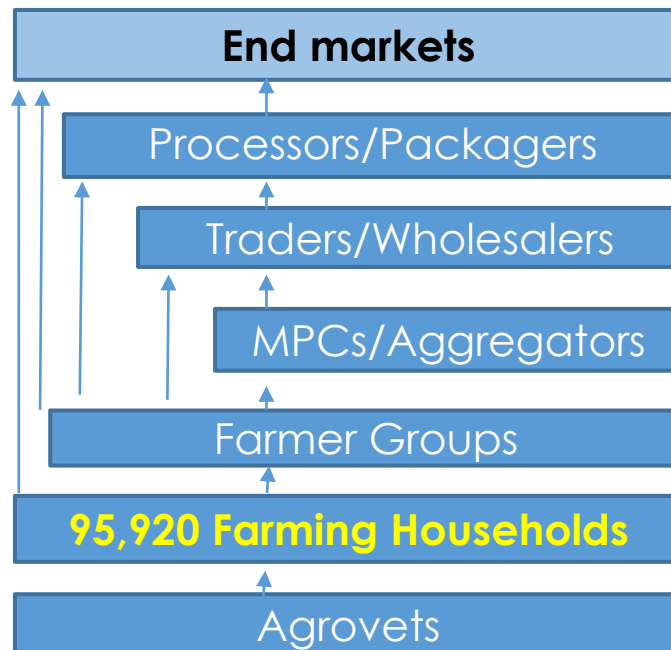


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# Private Sector-led Approach

## Value Chain Actors

### Supply Chain



**12 Processors**

**106 Traders**

**99 MPCs**

**141 SACCOs, MFIs**

**20 Seed/Input Supply**

**227 Agrovets**

## Market driven approach

### KISAN Project

Staff as facilitators to increase market linkages

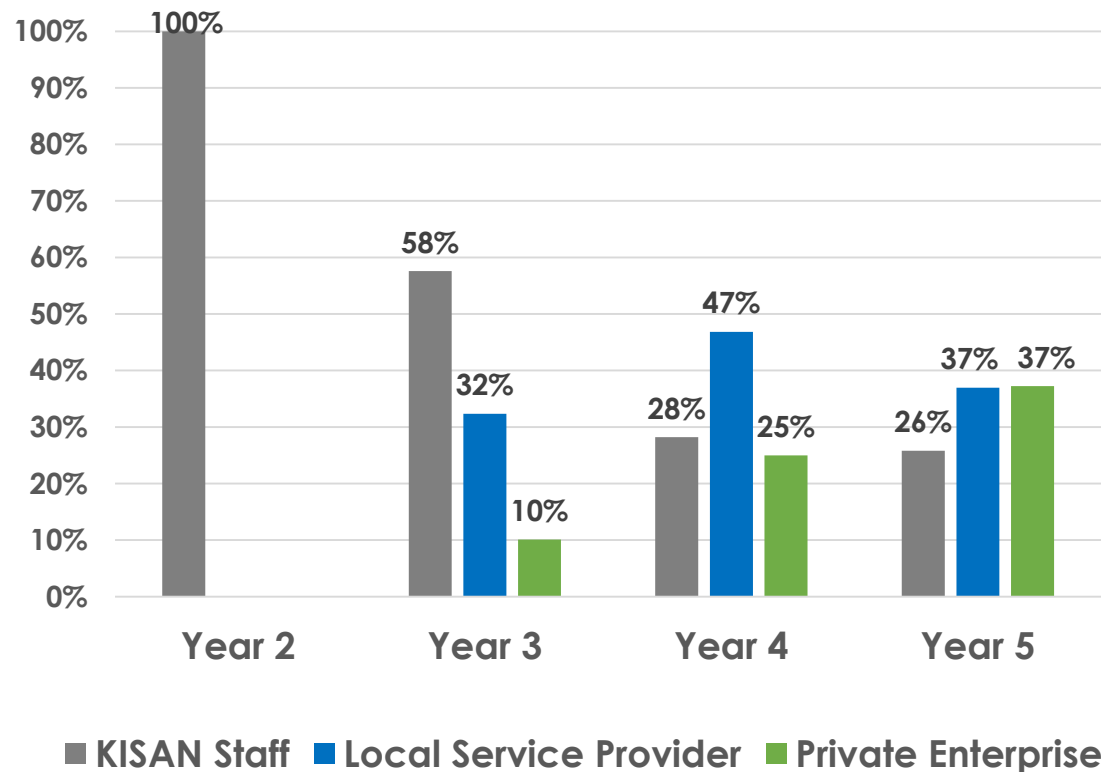
Support and strengthen private sector and community resources and value chain relationships to deliver services and improve market efficiency



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# Implementation Approach

## Implementer Vs Facilitator



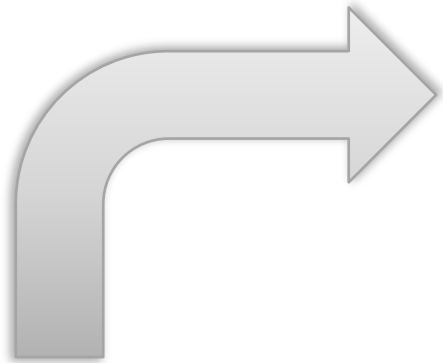
Processor providing training to farmer





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# Approach Processor/Buyer



Access to correct seed, other inputs

Production training, demonstrations

Credit

Aggregation/transport

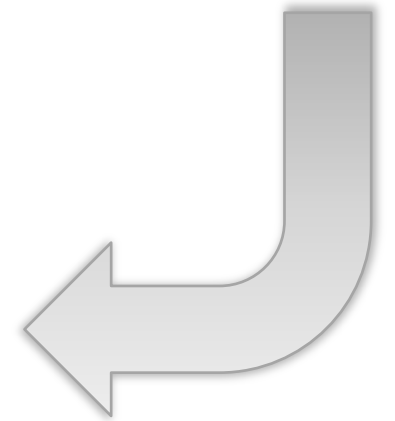
Assured market, price premium

Develop out-grower mgmt system

Strengthen financial mgmt systems

Improve rice processing system

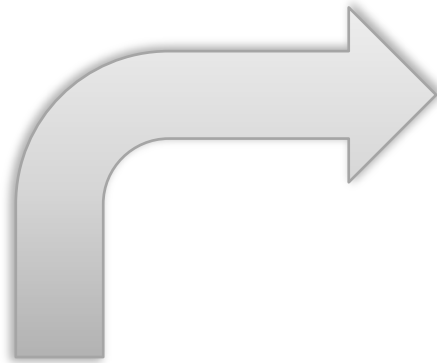
Deploy extension team & service to farmers





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# Approach Agrovet/Input Seller



Access to quality inputs

Production training

Demonstrations, plan clinics

Credit

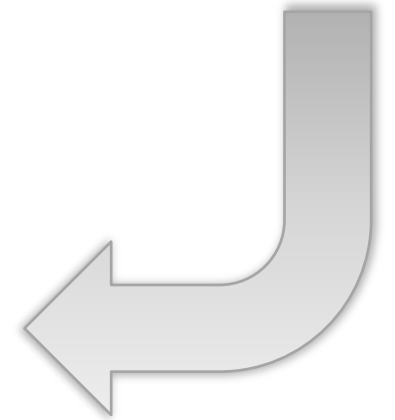
Assured buyer

Develop business/marketing plan

Strengthen financial mgmt systems

Improve inventory quality

Deploy training/sales team







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# Approach Responding to Demand

## Ramping up Support for Irrigation

### Completed to Date:

- Number Systems: **917**
- Number Households: **14,745**
- Area irrigated: **2,482 Hectares**

### 1,200 systems targeted:

- Irrigate **>3,240 hectares**
- Reach **>19,300 households**







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## Approach Responding to Demand

### Irrigation – Other Actions

- Assist farmer groups with registration
- Grant support for irrigation service providers
- Support for group loan product focused on irrigation
- Cost-benefit analysis of irrigation incorporated into training materials
- Revised training curriculum to maximize commercial potential of irrigated land
- Water/conflict management training for farmer groups
- O&M training to farmer groups and mistries

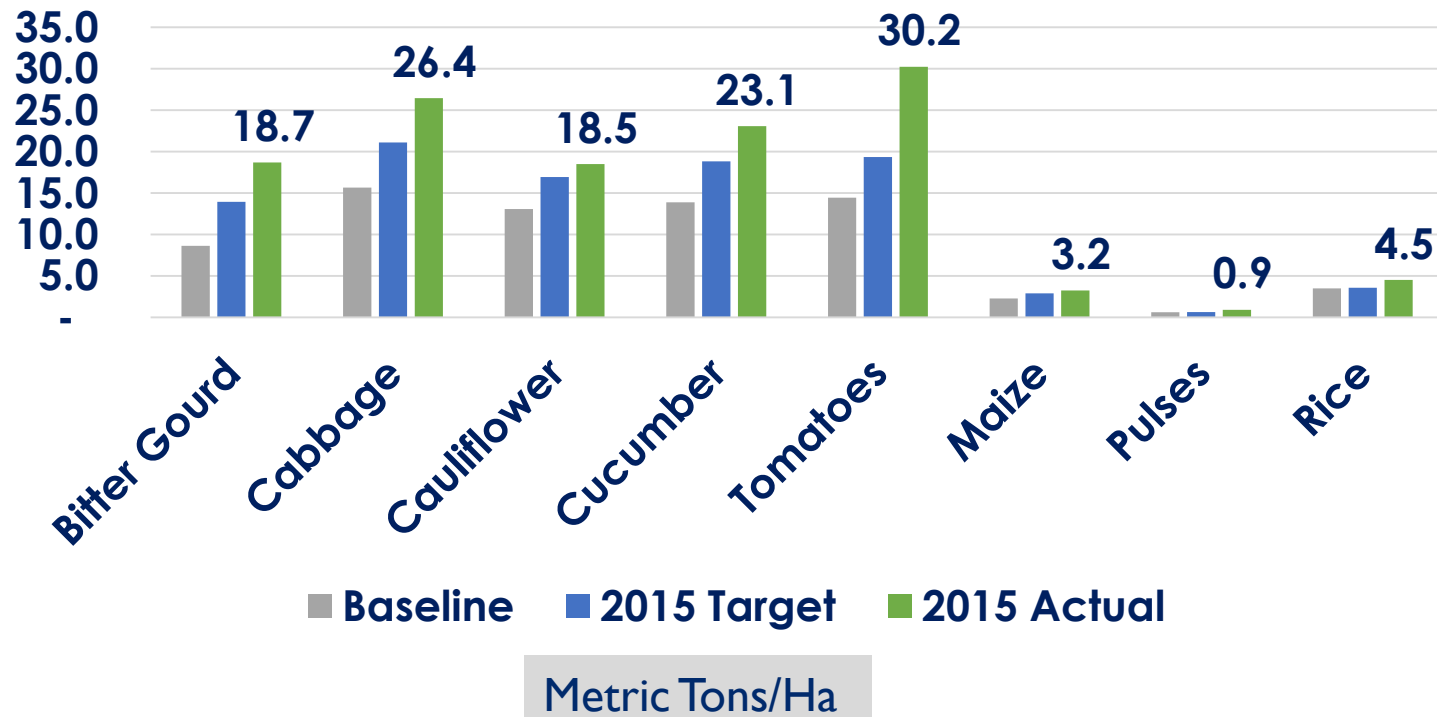


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**Result**

## Yield

**Average Vegetable Yield Increase 91%**

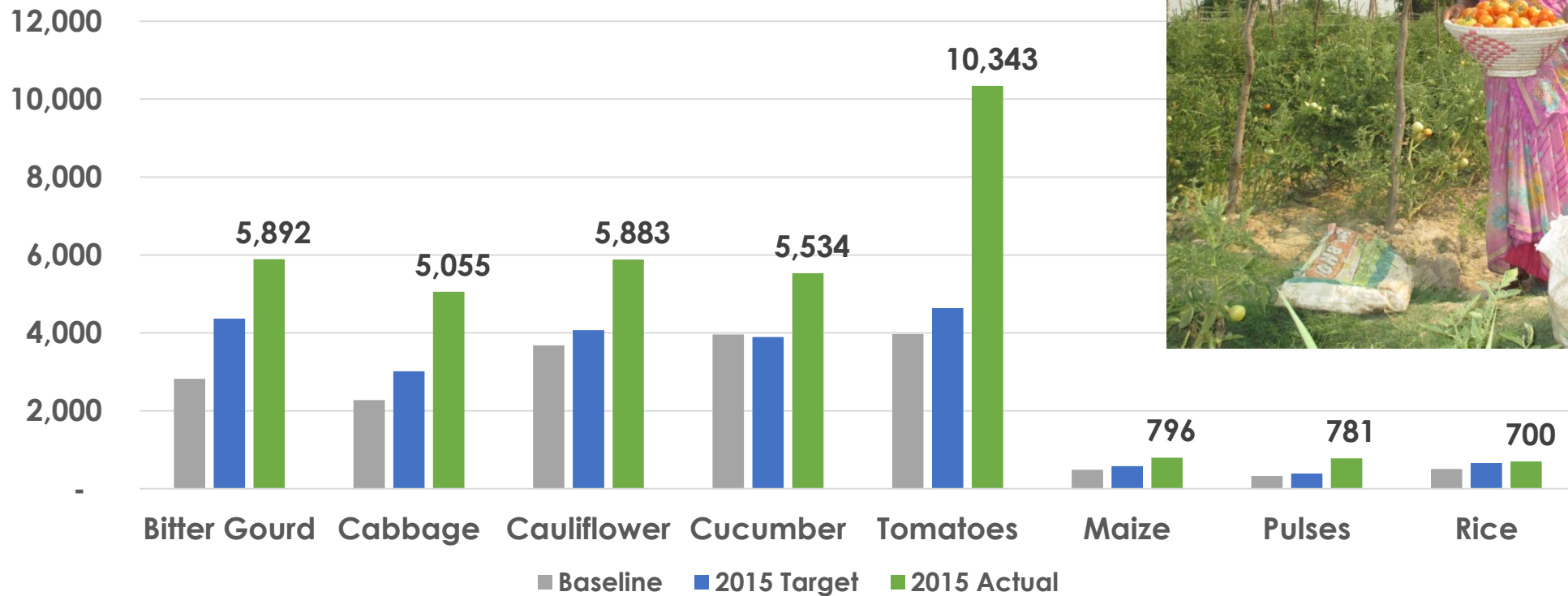




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**Result**

## Gross Margin (US\$/Ha)



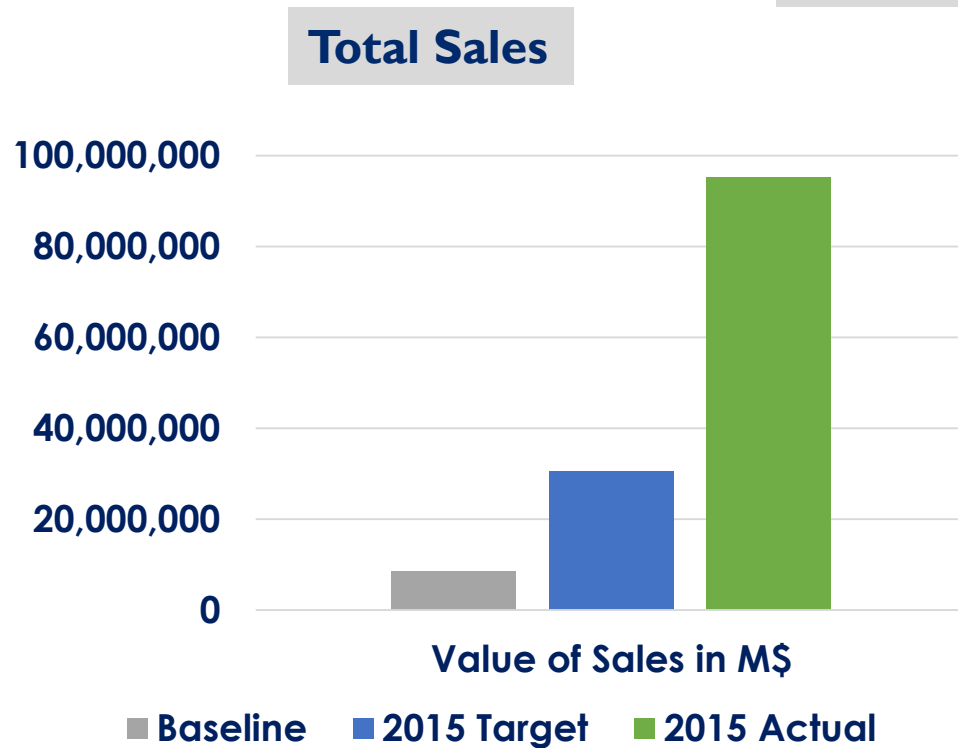




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**Result**

## Incremental Sales



Incremental Sales over Baseline:  
**\$71.8 million (\$865/household)**

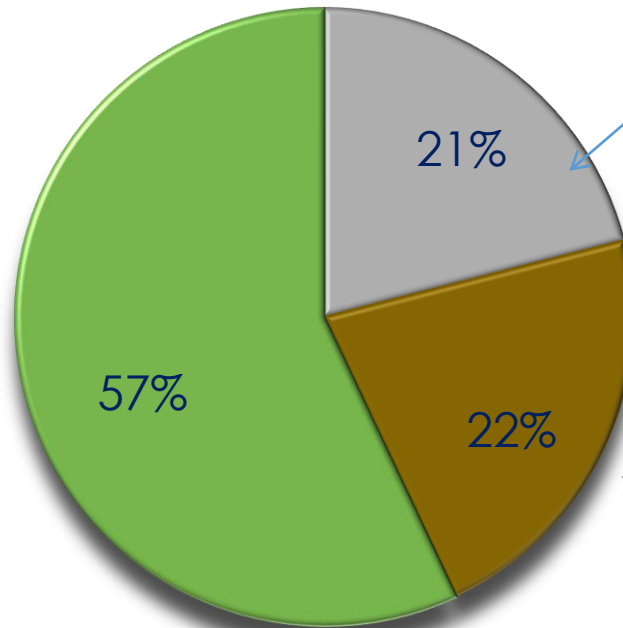


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**Result**

### Price and Quantity Effects

**\$ 40.9 Million**  
Value of increase in  
**Vegetable** Quantity Sold



**\$ 15 Million** (Price)

**\$ 15.9 Million**  
Value of increase in  
**Cereal** Quantity Sold

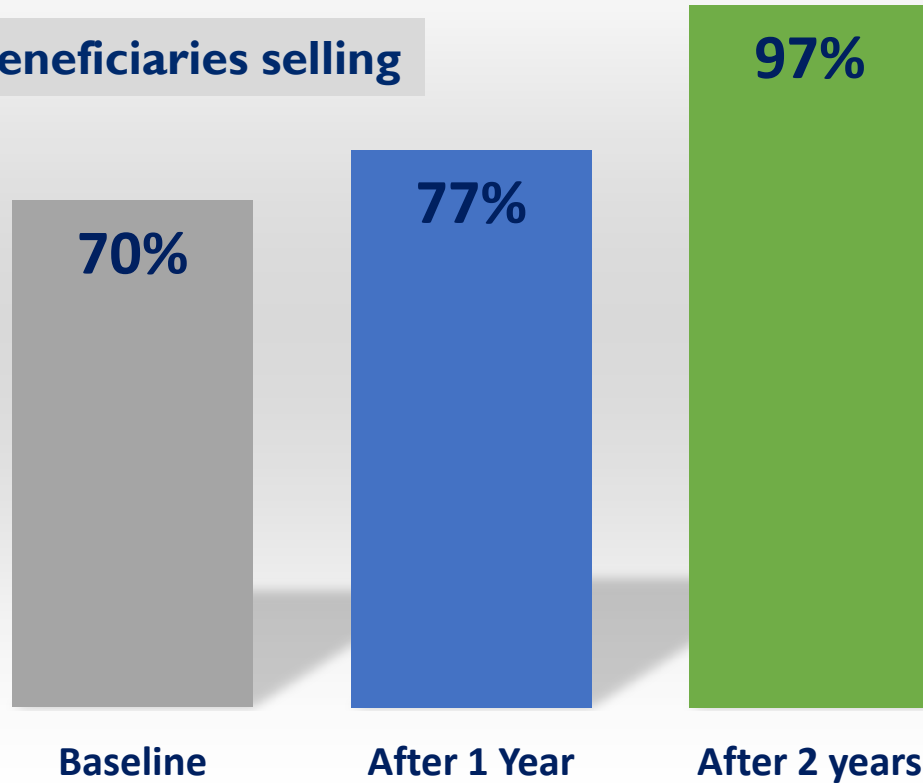


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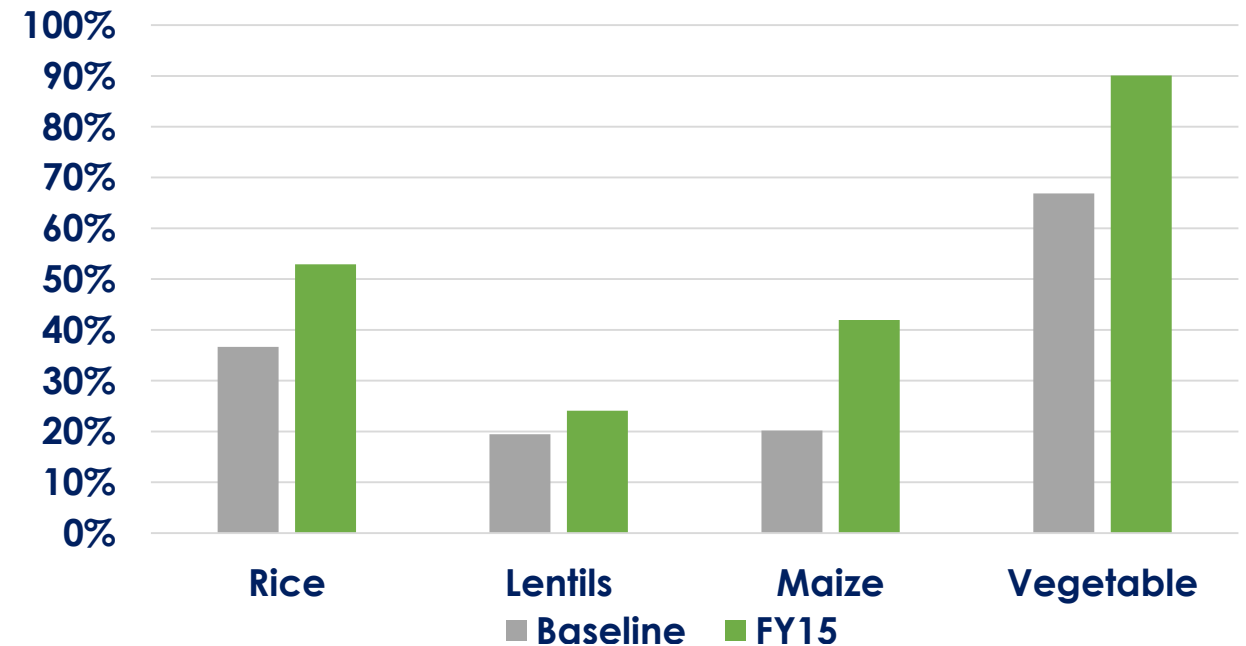
**Result**

## Towards commercialization

% of beneficiaries selling



% producers selling, by crop







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**Result**

## Why such exceptional results?

Land area dedicated to vegetable doubled

Price increased for most commodities

Significant yield increases in all commodities

Number of sellers increased for many commodities

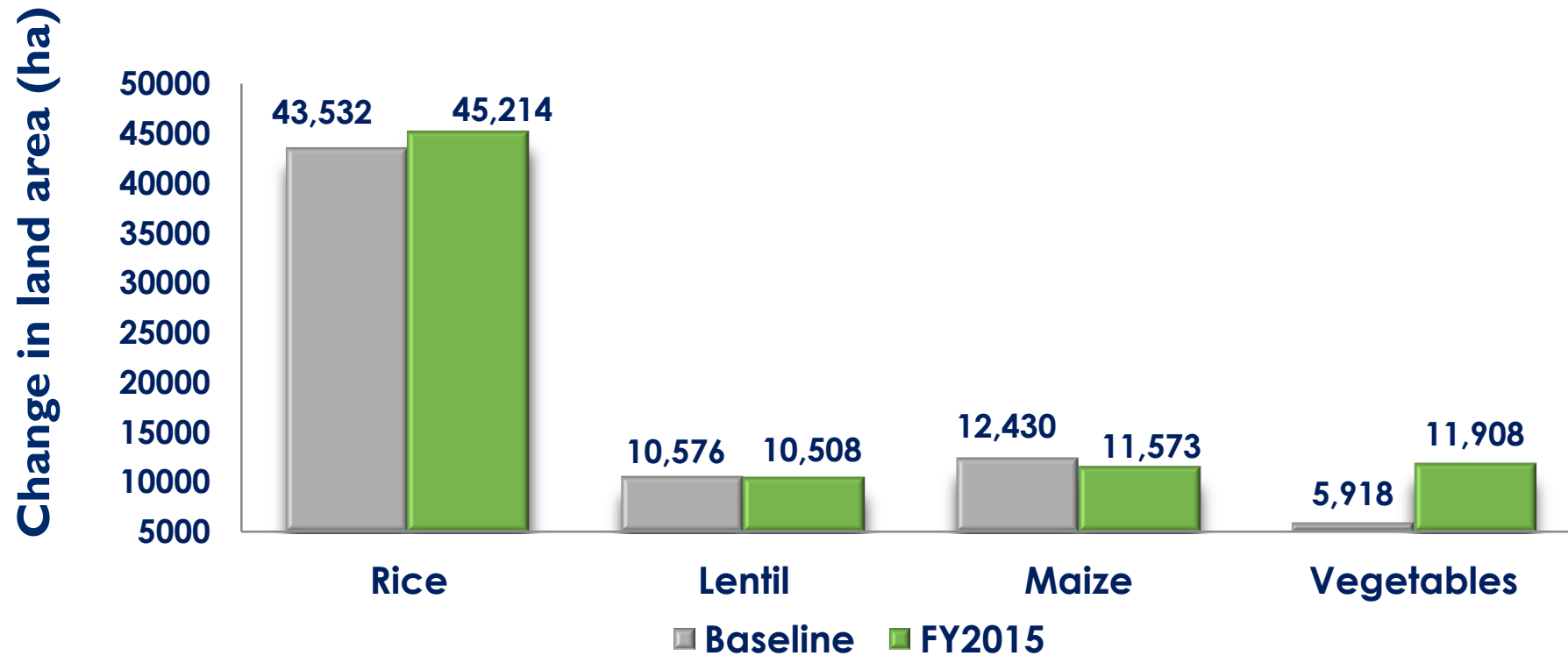




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**Result**

### Land area dedicated to vegetable





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## **6,000 additional hectares for vegetable**

- **94%** substituted vegetable for another crop (wheat in Terai, maize in Hills) on some land
- **68%** increased cropping intensity on some land (adding a season)
- **35%** leased additional land
- **29%** used land they previously had left fallow
- Many farmers followed multiple strategies to increase vegetable production.





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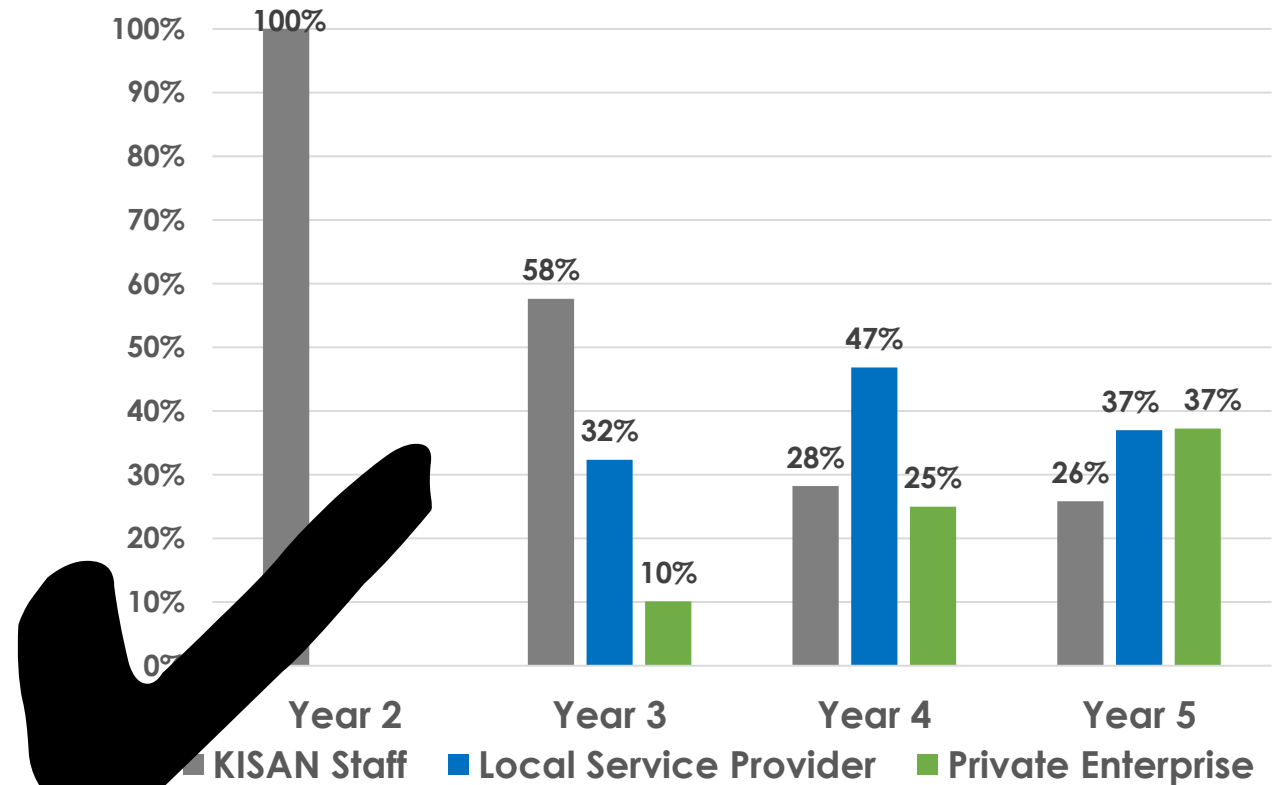
**Take away**

## I. Project as Facilitator



**Demonstration by seed dealer**

### Sustainability





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**Take away**

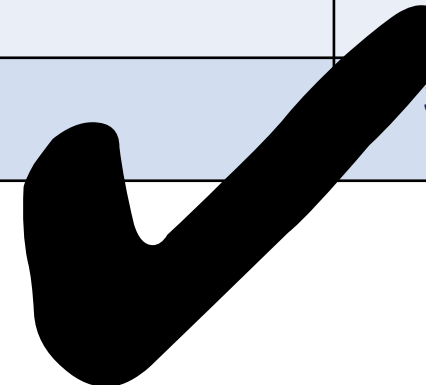
## 2. Private sector engagement

Business opportunity model

Work closely with KISAN business partners

Look for additional private sector related opportunities & impact ag productivity, income, competitiveness

Type of company	Number	Households
Seed Production	9	8,517
Agriculture Inputs/Techs	15	26,594
Processing / Buying	13	14,580
Other general service providers	2	3,500
Total	39	53,191





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**Take away**

- 3. Strong interest of both farmers and buyers in contract farming.**
- 4. Grants effective in buying down risk of private sector implementing new technologies or approaches.**
- 5. Irrigation game-changing – impact strongest if accompanied by training.**
- 6. Demonstrations effective in promoting adoption.**
- 7. High vegetable gross margins and incremental sales but only with reliable market channels.**
- 8. Coordination/alignment with GON key.**







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**THANK  
YOU**

