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MINISTRY OF AGRICULTURE



Date: April/2023

Vol 6

Edition: 6

REDFS News and Current Events

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Regenerative agriculture concepts and approaches: SASASAKWA Africa Association's Experience-----

Together we can make a difference !

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About the RED & FS

REDFS SWG is an acronym for the Rural Economic Development and Food Security Sector Working Group. It is primarily a Government and Development Partners' coordination platform for the broader agriculture sector which includes crops and horticulture development, natural resource management, food and nutrition security, livestock development, agric. investment and market. The REDFS's primary objective is to jointly review sector level implementation status and coordinate efforts of various Development Partners supporting the sector

Since its establishment in 2008, the REDFS has maintained a three-layered structure composed of an Executive Committee (an oversight body), Technical Committees and Task Forces. The SWG is currently Chaired by H.E. Dr. Girma Amente, Minister for the Ministry of Agriculture and Co-Chaired by two DP representatives, notably Mr. Mawira Chitima from IFAD, and Mr. Erik Slingerland from the Netherlands Embassy.

The RED&FS SWG is assisted by the Secretariat whose main responsibility is to provide overall program support for the different RED&FS's structures with major roles in communication, networking, knowledge management and coordination.

This Newsletter, as part and parcel of the secretariat's responsibility, is prepared through a series of consultations with all providers of information. We hope such information will enable you to know and get insights on the overall flagship programs and projects of MoA and that of DPs' affiliated NGOs in order to open up opportunities to interact for further collaboration works.

“Yelemat Tirufat” is a Programme on Dairy Poultry and Honey

I. Background

“Yelemat Tirufat” is a four-year (2022/23-2027/28) program on dairy, poultry and honey aiming at increasing milk, honey and chicken production to ensure food security, contribute to job creation and import substitution. Hence the major targets primarily focus on:-

- Increasing milk production by 4.3 billion from the current 6.9 billion litres of milk production to 11.2 billion litres. (This includes both cow and camels’ milk)
- Increasing production of chicken eggs by 6 billion from the current 3.2 billion chicken egg production to 9.2 billion
- Increasing meat production by 150 thousand tons from the current 90 thousand tons of chicken meat to 240 thousand tons
- Increasing honey production by 149 thousand tons from the current 147 thousand tons to 296 thousand tons.

The program is generally aimed at raising poultry and dairy supply to enhance nutrient intakes and red meat to meet domestic demand through achieving tripling production to achieve African per capita consumption level where Per-capita consumption is targeted to reach East African and African equivalent by 2022 and 2030 respectively. This can be achieved through focusing on tripling egg production by 2030 while addressing the required inputs such as feed, breed and health.

Rationale: Although there are large number of domestic chickens in Ethiopia, there has

II. Poultry Development programme

The productivity of chicken eggs and meat is lower than most African countries. The average number of eggs laid by a hen per year is 32 percent lower than the African average. Taking chicken meat productivity into account the average amount of meat obtained per slaughter of a chicken is 44 percent lower than the African average.

Therefore, to achieve the intended objective of “Yelemat Tirufat” the following two major interventions be considered.

1. Increasing chicken egg production

1.1. Expansion of specialized layer farming

Accordingly,

- 11-14 million chicks to be distributed every year, providing 50 million new day-old chicks throughout the program;
- Import 205 thousand parent stocks
- Establish 4.2 thousand cooperatives/youth groups who will be engaged in raising the day-old chicks.;
- Establish/strengthen 22.5 thousand egg producers’ cooperatives /youth groups

- Produce 1.65 million tons of chicken feed;
- Increase egg productivity to 270 eggs per year; which will bring the total production to 3.2 billion eggs during the programme period

1.2. Expansion of Improved family poultry farming

Accordingly,

- 127-million-day-old chicks of dual-purpose breed will be distributed through the programme period;
- Import 0.5 million parent stocks and establish 10.6 thousand cooperatives/youth groups who will raise day old chicks, provide a total of 123 million pullets and cockerels
- Produce 3 million tons of feed;
- Increase egg productivity to 180 eggs per year 5.6 billion egg production;

1.3. Improve traditional family poultry farming

Accordingly,

- produce and prepare 930 thousand tons of fodder to ensure that 40 percent supplement feed per chicken per day
- increase egg productivity from 40 to 60 per hen which will result in
- 0.4 billion egg production at the end of programme period

2. Increasing chicken meat production

2.1. Expansion of specialized broiler farming

- Deliver 30 million chicks by the end of the program
- 75 million different breeds of one-day chicks will be hatched which requires to import 670 thousand parent stock and establish 6.2 thousand cooperatives/ youth groups to raise day-old chicks.
- 506.25 thousand tons of feed be produced to increase productivity of chicken meat to 2.5 kg per chicken.
- 168thousand tons poultry meat be produced at the end of the programme period

2.2. Increase chicken meat through expansion of specialized layer farming

- Transferring layers that completed their production season to meat production where 17300 tons poultry meat will be produced;

2.3. Increase chicken meat through expanding of Improved family poultry farming

Accordingly,

- Produce and prepare 930 thousand tons of fodder to ensure that 40 percent supplement feed per chicken per day
- Increase egg productivity from 40 to 60 per hen; where 41000 tons poultry meat be produced during the programme period;



2.4. Increase chicken meat through improving traditional family poultry farming

Accordingly, it will be possible to increase the productivity of local chicken meat from 1.2 to 1.5 kg per chicken; as a result, 10700 tons poultry meat be produced at the end of the programme period;

III. Resource Requirement

To realize National poultry meat and egg increment program 1Billion Dollar will be required till the completion of the programme period ie, 2023/24 – 2026/27 and this fund is expected to be obtained from different sources, namely 0.04 (4.4 %) from the Government, 1.8 (0.02 %) from foreign assistance, 0.36 (39.9 %), from Development partners and 0.49 (53.9 %) from Loan.

Kick-off Workshop launched on revising Ethiopian Strategic Investment Framework for SLM on 15th Feb 2023



Over 60 participants drawn from MoA, Development Partners and key stakeholders gathered in Addis Ababa in the review workshop organized by Natural Resources Management Sector (NRM_S) of the MoA in collaboration with GIZ-CLM. The purpose of the workshop was to revise the Ethiopian Strategic Investment Framework (ESIF) inline with a sector policy on the 'Ecological Transition of Landscape Management'. The workshop discussed on the Terms of Reference prepared for the revision of the ESIF-I document.

Opening remark was made by His Excellency Prof. Eyasu Elias, State Minister, MoA and in this remark he welcomed participants and thanked them for availing their time to attend the kick-off workshop. He particularly thanked GIZ of the German Development Cooperation for its special technical and financial support to the Ethiopian NRM sector. He also recognised the efforts of all other DPs who supported the ESIF I in its formulation and implementation including WB, USAID, WFP, GIZ (the then GTZ), FAO, FINLAND, IFAD, Norway, Canada, the Global Mechanism to Combat Desertification and TERR Africa.



Furthermore, ESIF-2 will focus on

the ecological transition from the micro-watershed to landscape/basin level and will address human interaction with nature, social and economic dynamics that impact nature, and seek options for climate adaptation/mitigation and serve as a framework document for designing flagship environmental programs.



The workshop participants shared their reflections divided into four thematic group discussions where discussion points focused on approaches, major policy issues, development partners' engagement and contributions, as well as creating a multifunctional landscape for enhancing sustainable forest development and management which all are important issues to be considered in the revision of ESIF-I.

Finally, the full-day workshop came to an end, with the closing remarks of H.E Professor Eyasu, In this closing remark he stressed the need for all actors to align their interventions with the newly developed framework by providing the necessary support whenever possible. He also thanked all participants for their valuable contributions to make the workshop achieve its intended objective.



Transitioning Small-Scale Farmers to regenerative agriculture: The Sasakawa Africa Association's Experience

Background

Ethiopia has some of the worst land degradation of any Sub-Saharan African country. Soil erosion, soil fertility decline, increased acidity, aridity, and salinity, as well as natural ecosystem degradation, are all common. Much of the country's biodiversity is constantly threatened by anthropogenic and natural factors. On the other hand, in the face of climate change and diminishing natural resources, 21st-century agriculture is expected to meet the needs of our growing population while leaving no or minimal social, ecological, and environmental footprint.

The Sasakawa Africa Association (SAA), formerly known as Sasakawa Global 2000 (SG 2000), is widely credited with laying the foundation for Ethiopia's National Agricultural Extension Program in the mid-1990s. SAA's interventions have evolved over time in response to the country's priorities, beginning in the 1990s with a focus on crop production enhancement and gradually expanding to include post-harvest management, agro-processing and markets, and the entire crop value chain until 2021, when its course shifted significantly.

Recognizing the country's struggles with land and environmental degradation, biodiversity loss, and ecosystem degradation, as well as agriculture's new role in producing adequate, safe, and nutritious food and contributing to social welfare, public, and environmental health goals, SAA prioritized sustainable, regenerative, and resilient agriculture as one of its five-year strategy spanning 2021 to 2025.

The concept, principles, and practices of regenerative agriculture

Regenerative agriculture is a nature-positive holistic food production approach based on a diverse set of principles and practices aimed at sustaining, regenerating, and enhancing soils and ecosystems through a variety of agricultural interventions. It goes beyond the non-harmful and status quo concepts ingrained in sustainable agriculture to regenerate and enhance soils and ecosystems. Regenera-

tive agriculture is neither stuck in subsistence agriculture nor at odds with market-oriented agriculture practices. Instead, it draws on farmers' indigenous knowledge and practices from subsistence agriculture, as well as commercial agriculture best practices.

The major principles of regenerative agriculture include, but are not limited to, regenerating soils, improving water retention and percolation, reducing external inputs, increasing biodiversity and ecosystem services,

reversing or offsetting agricultural carbon emissions, increasing ecosystem resiliency, working with whole systems rather than isolated parts, and working within planetary boundaries. It focuses on outcomes rather than prescribing specific practices or processes, and thus, it does not rule out any practice if it is needed to assist the agroecosystem in transitioning to a healthier state.

SAA's approach to regenerative agriculture

As it enters the third

year of its strategy implementation, SAA is making good progress in regenerative agriculture. It promotes regenerative farming practices by educating extension agents and farmers, including through the use of digital technologies; setting up demonstrations at farmer training centers (FTCs) and farmers' fields; and organizing on-farm workshops to enable farmers to learn from one another, share their

experiences, and provide feedback.

SAA combines agro-technological and agro-ecological approaches to regenerative agriculture implementation to achieve complementary agricultural and environmental outcomes: soil fertility restoration, increased productivity, increased agro-biodiversity, increased carbon sequestration and carbon emissions reduction,

and improved agro-ecosystem services. At the practice level, it integrates two well-established practices, Conservation Agriculture (CA) and Integrated Soil Fertility Management (ISFM), and links them to broader landscape-level interventions. Some of the promoted regenerative practices are discussed further below.

Maintaining soil cover: Ethiopian farming practices are so exploitative that everything is taken away at harvest, including crop residues, and diverted to competing uses such as animal feed, fuel wood, fencing, and house thatching. SAA encourages farmers to leave stubbles by harvesting at a reasonable height, to leave crop residues on the field,

and to use cover crops to reduce the amount of time the soil is bare or exposed, to improve soil fertility, and to control weeds and other pests.

Climate-smart Agriculture (CSA): SAA promotes climate-smart agriculture practices as part of regenerative agriculture by establishing climate-smart villages and promoting climate-resilient crops, water-efficient technologies, climate-smart practices, etc. to achieve increased productivity, climate adaptation, and mitigation goals.

Field/farm diversification: Agricultural systems rely on biodiversity for crop genetic diversity, pest control, animal-mediated pollination, and healthy soils that promote nutrient capture and water delivery for crop growth. Crop rotation has been a well-established traditional farm diversification and soil fertility reclaiming practice in Ethiopian farming for many years, but it has declined in recent years, owing primarily to land scarcity, but also to commodity specialization in an effort to commercialize agriculture.



SAA promotes spatial and temporal crop diversification practices such as crop rotation, polyculturing (intercropping, relay cropping, etc.) and agroforestry practices to diversify farms and landscapes. Permagardening: SAA promotes permagardens (permanent gardens) that mimic nature and grow a variety of crops with improved



water use efficiency, fertilization from local resources, farmers' indigenous knowledge, and family labor to meet nutritional and economic needs, as well as environmental sustainability and gender empowerment. Crop-livestock integration: SAA prioritizes high biomass crop varieties, and incorporates forage crops in inter-crops, bunds, hedges, alleys, etc. to optimally integrate livestock in the crop production system. Farmers are also taught about controlled rotational grazing and a cut-and-carry system.

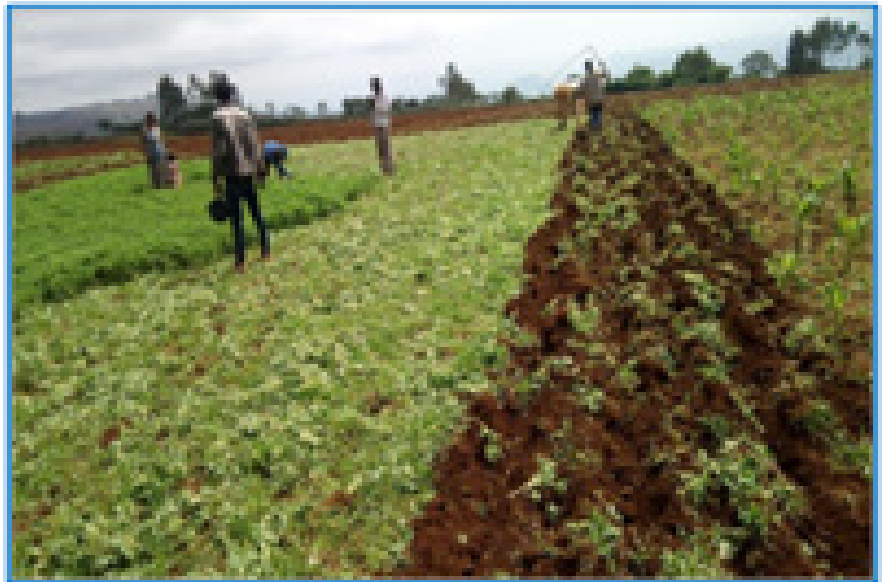
Integrated Soil Fertility Management: In terms of ISFM, SAA promotes for the prudent and efficient use of inorganic and organic fertilizers, as well as their optimal combinations. Inorganic fertilizers: most proponents of regenerative agriculture advocate for limiting, if not completely eliminating, the use of inorganic fertilizers. While this may work in advanced countries where the fertilizer usage is higher, in Ethiopia, where soil nutrient availability is severely limited and fertilizer use is low (36kg/ha in 2018), farming without external inputs will only degrade the soil and reduce yields. Hence, SAA promotes the optimal and efficient use of inorganic fertilizers by applying them at the right rate, from the right sources, at the right time, and in the right place. Organic fertilizers: SAA promotes for the use of organic materials such as compost, vermicompost, manure, farm yard manure, green manure, and bio-fertilizers. Soil conditioning: In areas where the problem is prevalent, SAA advises farmers to practice soil conditioning activities such as liming acidic soils, breaking down soil hardpans, or draining water-logged soils prior to implementing regenerative agriculture. Improved technologies and good agronomic practices: Along with promoting diverse local cultivars, improved germplasm that is productive, nutrient-responsive, climate-resilient, and tolerant to biotic and abiotic stresses, and good agronomy including Integrated Pest Management (IPM), is promoted.



Local adaptation: Regenerative agriculture is situational in nature. In Ethiopia, where soil and agro-ecologies are diverse and farming systems are highly variable, blanket recommendations for improved regenerative farming practices are unlikely to yield effective results. SAA tailors

regenerative farming practices to site-specific conditions and promotes best-fit technologies that deliver good results in each unique local context.

Landscape scale level and community-wide action: Regenerative agriculture necessitates strong community ownership, participation, and collaboration at landscape-level in order to improve agro-ecosystem and natural ecosystem interaction. Thus, beyond the farm, SAA encourages



communities to coordinate and synergize their efforts to address issues related to the sustainable use and management of common goods and services at the landscape level such as watershed development, soil and water conservation, rehabilitating degraded lands, ecological restoration, and free animal grazing control, and addressing other off-site effects.

Summary

Regenerative agriculture holds promise for soil restoration, biodiversity enhancement, climate resilience, increased and stable output, and the development of a holistic ecosystem and ecosystem services. SAA is demonstrating and promoting regenerative agriculture in selected sites in the Oromia, Amhara and SNNP regions to generate evidence that will help small-scale farmers in transitioning to regenerative agriculture-based food production. Over the last two years, nearly 600 demonstrations have been set up at FTCs and farmers' fields, with 13,000 extension agents, farmers, and other value chain actors introduced to and exposed to regenerative agriculture principles and practices.

Improving the Dairy Sector: From A Practicing Farmer's View

Many papers and articles by scholars on the structural problems and possible mitigations of the Ethiopian dairy sector are out there in abundance. Availability of organized central data base may be an issue but all the same, there exists diverse material. Even a simple click in a Google search spills out substantial information. This article is not intended to be one more addition to what already exists. In so doing, it intentionally and deliberately deviates from the conventional Ethiopian dairy sector presentations. It does not indulge into figures and numbers and does not itemize the usual constraints that are common knowledge to this audience. It rather attempts to bring to attention unspoken and under emphasized issues. And in conclusion, it suggests one new way of development.

Dairy farmers' participation in forums, policy matters, project inceptions, platforms and in themes of this nature is still work in progress and is not quite there yet. The farmer rarely participates in decision making processes in good numbers. In rare cases the farmer does, it is not in meaningful ways and in meaningful numbers. Meaningful ways would be informing the farmer of the purpose of the occasion way ahead of time so that peer groups are consulted and inputs formulated. Meaningful numbers would be participation of farmers in such numbers that enables to influence a given audience to the interest of the farmer. Many times the voice of the farmer is under voted or totally muted and such silence has more implications and consequences than just being a matter of fairness in representation in the democratic sense.

The dairy farmer is at the forefront of

sector challenges and is best positioned to harbor firsthand information and real-time experience. Farmer knowledge and experience need to be the primary source from which any sector development work extracts "to be refined raw materials" from. Even more, farmer emphasis and opinions on issues of dairy development may differ from that of other stakeholders. It is a kind of "beauty is in the eyes of the beholder". It is not infrequent that prescribed mitigations to milk production issues don't sit well with the practicing farmer. Meaningful engagement of the farmer from A to Z is one good antidote to remedy such possible mismatches. Such engagements and inclusions increase ownership and effective implementation of development work.

Some sector challenges that keep on hampering milk production, by character, do not stand out loud and clear and are elusive to non-practitioners.

One example, the most serious challenge for a commercial dairy farmer at the moment is labor. One may think it is feed because its price is getting more expensive by the day. True it is a very serious challenge. As long as you have the money, however, feed is at least available almost every time all the time. It is very different with labor. Employees of commercial farms have this habit of quitting their jobs without prior notice.

They do it almost always, at times even everybody as a group. This happens to all farms every now and then. The problem here, it may take several weeks to find someone looking for such a job.

One can imagine the disaster when the whole workforce quits at a time. This is a difficult-to-detect item and requires passing through the experience.

Farmer engagement and interactions in forums present opportunities to communicate such issues to a wider audience for resolve.

There is emerging new trend in the commercial dairy farms. In this regard, many SMEs in milk production are either changing their dairying to other businesses or are completely quitting altogether. The number of commercial farms is dwindling. There is no enough information to tell if the number of start-ups is making up for the decreasing number. It is important to bring to context and have a closer look at the roles SMEs play. The World Bank states that SMEs generate over 50% of employment and represent 90% of the business in the world. There is no doubt of the vitality of the role SMEs play. If SMEs blames on the government have any base needs some looking into past development plans. The World Bank, rightly refers to the Ethiopian SMEs as the “missing middle”. Such lack of emphasis is making SMEs of the Ethiopian dairy sector more “missing middle”. This is a clear indication of the validity of the blame.

These days, we, dairy farmers, are filled with bright hopes and good expectations. The current

government has promised to emphasize more on SMEs and this has become a common narrative across decision makers in the higher echelon. Moreover, the prime minister is at the fore front in the fight to change the milk production scenario. We hope SMEs in milk production will be part and parcel in this drive. The leader is bent on developing the dairy sector and promising big change. We have no reason to doubt his promises. His clean and amazing track records have, time and again, showed he fulfills his promises. We have seen him walking his talks.

This promise of change is something that floods the dairy farmer with uncontrollable emotions. It is very difficult to express in words what this means to us! Only someone who has been through, understands it. After all, there has appeared some light at the end of the tunnel. We in the sector have, suffered and cried so much for so long. We have gone through all kinds of agonizing pain a non-practitioner cannot comprehend. May be, the time to harvest in joy what we sow in tears has arrived. We wait in hope.

It is also time to have a critical look at past interventions. So many actors have done so

much to develop the dairy sector. The money spent on such efforts is astronomical. And yet, there is no significant development. The “return on investment” remains on the down side. Little has changed! There needs to be done diagnostic work to trace down what it is that is not being done right.

The final piece of this article presents an interesting proposition of a concept adopted from the successful experience of other countries.

Commercial dairy farms possess material, infrastructure, system and market network that can be utilized to develop household farmers. Countries that successfully used such set ups call it “dairy hub” and let us use that name for the current purpose. In this concept, the government, commercial dairy farms and household farms work together in the hub system. Without affecting its operations and in parallel to its regular functions, the commercial farm has the capacity to serve as a central and a focal point for the neighborhood dairying activities: it can serve as a training center, as a depository for inputs and as a call center for all needs for animal

medication and artificial insemination.

To initiate the operation of such a hub, the three players get together and design the rules of the game. The commercial farm determines what and how it benefits from the service it delivers. Benefits can be in the form of purchasing the produced milk at a fair price in a way that the markup from the resale pays for the rendered service, just an example. The hub system is designed per characteristics of a given area. Appropriate human resource is assigned to run the system. Agreement is made with Input suppliers for feed, salt, hay and so on; with service providers like vet doctors and artificial insemination technicians and with other stakeholders as necessary. Input suppliers agree to make sure supplies are there every time all the time, deposited and available at the designated place in the hub in the commercial farms for hub member farmers to purchase. Vet doctors and AI technicians agree to be available to deliver service any time all the time. Vet doctors take additional responsibility of scheduling vaccinations, deworming and infestation controls. The commercial farm agrees to purchase produced milk. The government facilitates the establishment of such hubs; facilitates delivery of trainings and execution of any national programs. The hub stands there to provide all designated services

round the clock all the time. If a delivering cow is sick in the middle of the night for example, the farmer places a call or appears in person and informs the hub person on duty. That is passed to the vet doctor that delivers prompt service. This is pretty much the rough idea. Of course, it is very crude and needs a through planning but the value of the proposition is obvious and needs no persuasion.

In conclusion it is important to stress what is ahead of the sector. The dairy sector is bound to explode in growth and development. These times are tough and rough. We are preoccupied with so many problems that limit our sight and vision and it may be difficult to see. Anyways, it is coming! True the assertion sounds more sentimental than rational; so be it. All the same, the dairy sector will definitely flourish! Most of the ingredients that nurture spurt growth are in place. True again, the sector is stubborn and has defied past efforts of development. Developing the dairy sector is no piece of cake but it is no rocket science either. To use the puzzle analogy again, most of the pieces for success are there but scattered here and there. Only very few are missing but they are coming. They are on the horizon, approaching. The pieces will be there in full in place. The puzzle will be solved. Production will boost! We will live to see our children drink milk like water.



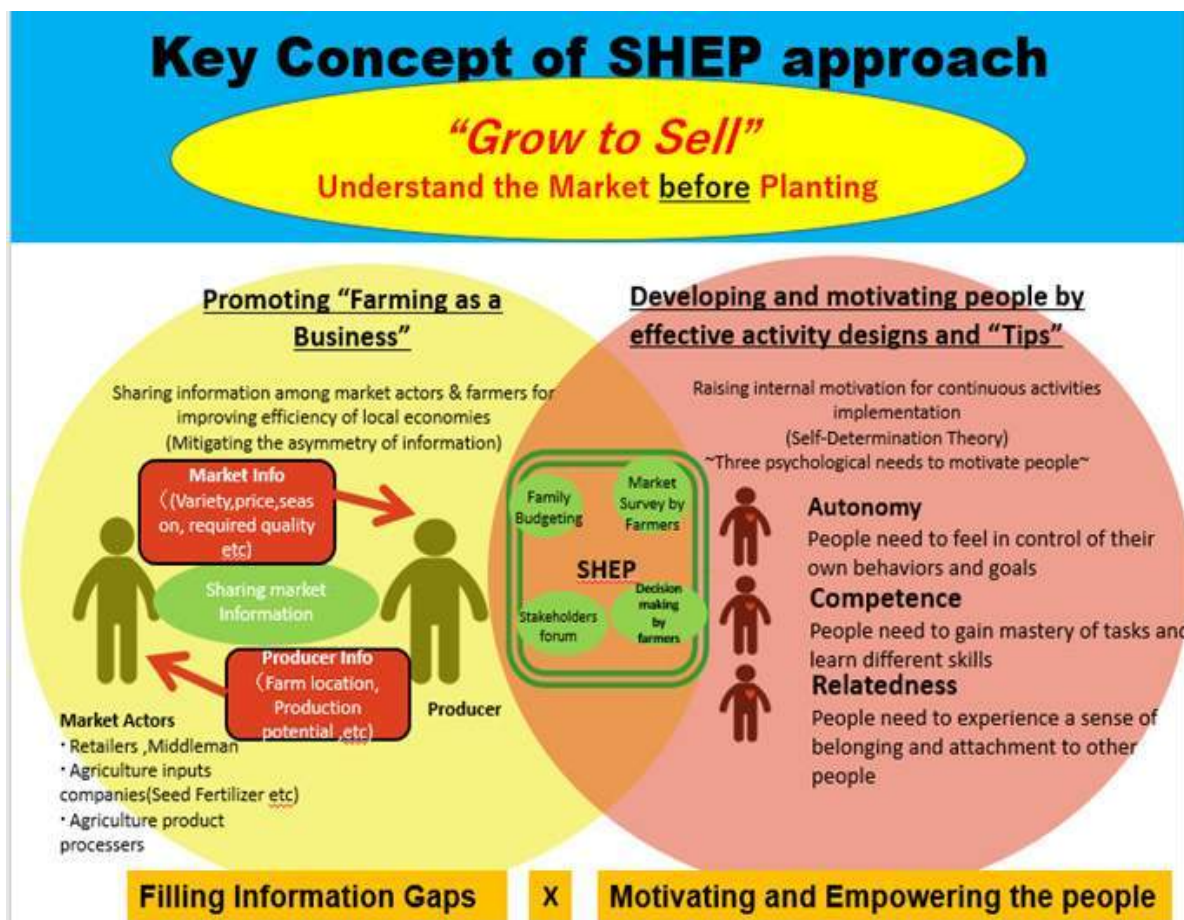
Concepts of The SHEP Approach of JAICA's Project

The Smallholder Horticulture Empowerment Project (SHEP) approach is one of the innovative methods of agricultural extension service

- SHEP originally emerged through trial and error in the process of technical cooperation between Kenya and Japan for improving Kenya's agricultural extension services
- The cooperation started in 2006 and the SHEP Approach was developed as an innovative method of agricultural extension services backed by the disciplines of economics and psychology of Smallholder Horticulture Empowerment Project (SHEP)

The Main Concept of SHEP Approach

- The two Key Pillars of SHEP Approach focused on "promoting farming as a business" and "empowering and motivating farmers".
- Both pillars, which are the backbone of SHEP, are supported by academic discourse and research: the former by an economic theory called "Markets with asymmetric information" and the latter by a psychological theory called "Self-Determination Theory"

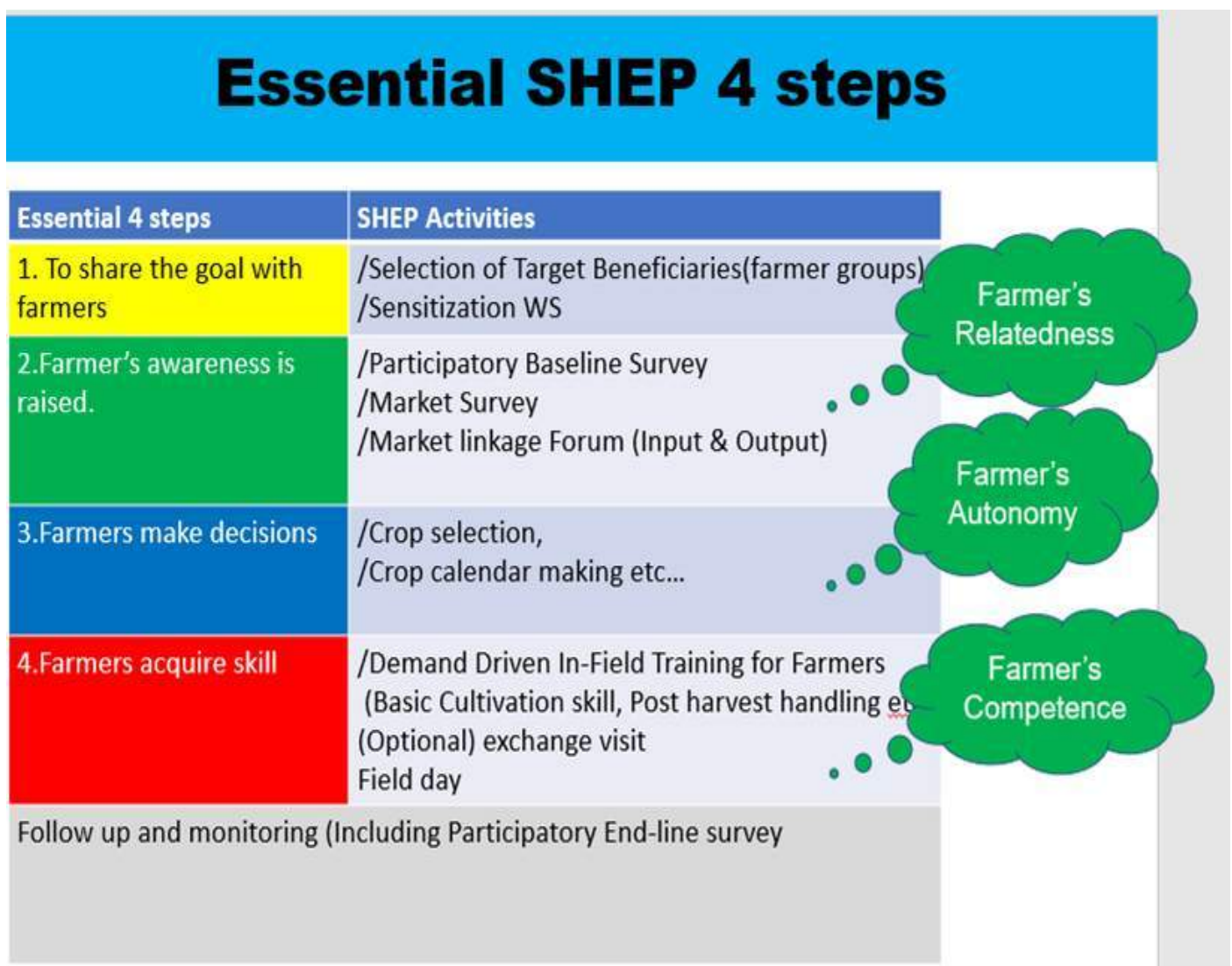


The Economic Theory: "Markets with Asymmetric Information"

- believes asymmetric information, i.e. imbalanced information, between smallholder farmers and market actors such as vegetable buyers, agricultural input sellers, financial institutions and is one of the strongest factors of inefficient local economy, which smallholder farmers often suffer from.
- The theory argues that overcoming information asymmetry is the key to amend an imbalance of power in transactions and to vitalize efficient local economy.
- Accordingly, SHEP helps farmers to fill the information gap between them and their business partners through means such as teaching farmers on how to conduct market surveys as well as helping them to establish business linkages with market actors

SHEP's Four Essential Steps

- With reference to the Self-Determination Theory, SHEP offers a series of capacity development trainings to the target farmers in such a way that the farmers' motivation is raised through supporting their three psychological needs. i.e, the need for autonomy, competence and relatedness which refers to the desire to have good relationship with others.
- Generally, SHEP provides farmers various trainings in an optimal order. This order is called "SHEP's Four Essential Steps" as depicted below.



SHEP's Essential Four Steps for Implementation

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

Note: A red arrow points from the 'Thinking stage' down to the 'Action stage', with a yellow callout box labeled 'Turning point' at the transition between steps 2 and 3.

Implementation of the SHEP Approach

- Farmers are informed that SHEP is purely technical assistance and there will be no financial or material assistance directly given to them.
- Sensitization Workshop
- Farmers agree to participate in SHEP in order to become self-reliant through developing their technical capacity

Baseline Survey and Endline Survey

- Extension staff and farmers conduct surveys together.
- Minimal but crucial data is collected and farmers themselves can fill out the survey forms

(Optional) Stakeholder Forum

- Only the most relevant market players in the small-scale horticulture industry are invited to the Forum. Farmers can comfortably have one-on-one business talks with the participants

Market Survey

- Farmers visit nearby markets and see how crops are sold.
- Not only they collect information on prices but also understand market needs such as marketable crops, and required quality and quantity.
- Farmers also get to know market players and establish personal networks with them

Target Crop Selection and Crop Calendar Making

- With the technical advice from the extension staff, farmers themselves decide what crops to grow at what timing based on the market information they have collected
- Follow-up and Monitoring (including Participatory Endline Survey)
- Follow-up and monitoring visits to the target farmers aim at ensuring farmers' actual application of taught techniques and knowledge.
- The visits not only look at farmers' production practices but also assess their progress of marketing and other collective work as a group



Follow-up and Monitoring

- Follow-up and monitoring are done to ensure farmers' adoption of new technologies.
- Participatory End line Survey is conducted to compare with the results of the Baseline Survey. Production data, Income data, technology adoption data are collected

Since 2017 Ethio-SHEP project started to promote market oriented agric extension service for smallholders horticulture farmers using SHEP approach. The project implemented the four cycles of activities both in Amhra & Oromiya (2017-2021). To this end, average net income was significantly increased by 115% from 11932 to 25,637ETB (more than double) after 2 year of interventions.

Effects and Impacts of SHEP Approach



Figure 5 Positive changes after SHEP

Changes in farming practices

- Changes in management and marketing practices
- Changes in farmer groups' activities
- Changes in livelihoods
- Changes in family relationships

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