



# CRS-Research on Alternative Livelihood: Agro-enterprise Approach



November 20, 2005

# Discussion Outline

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- Poppy growing area and season
- ASP strategy (Production, Processing and Marketing)
- Production (PEAR Approach)
- Lessons Learned
- New Challenges

# Poppy Area



# Agro-enterprise Support Program (ASP)

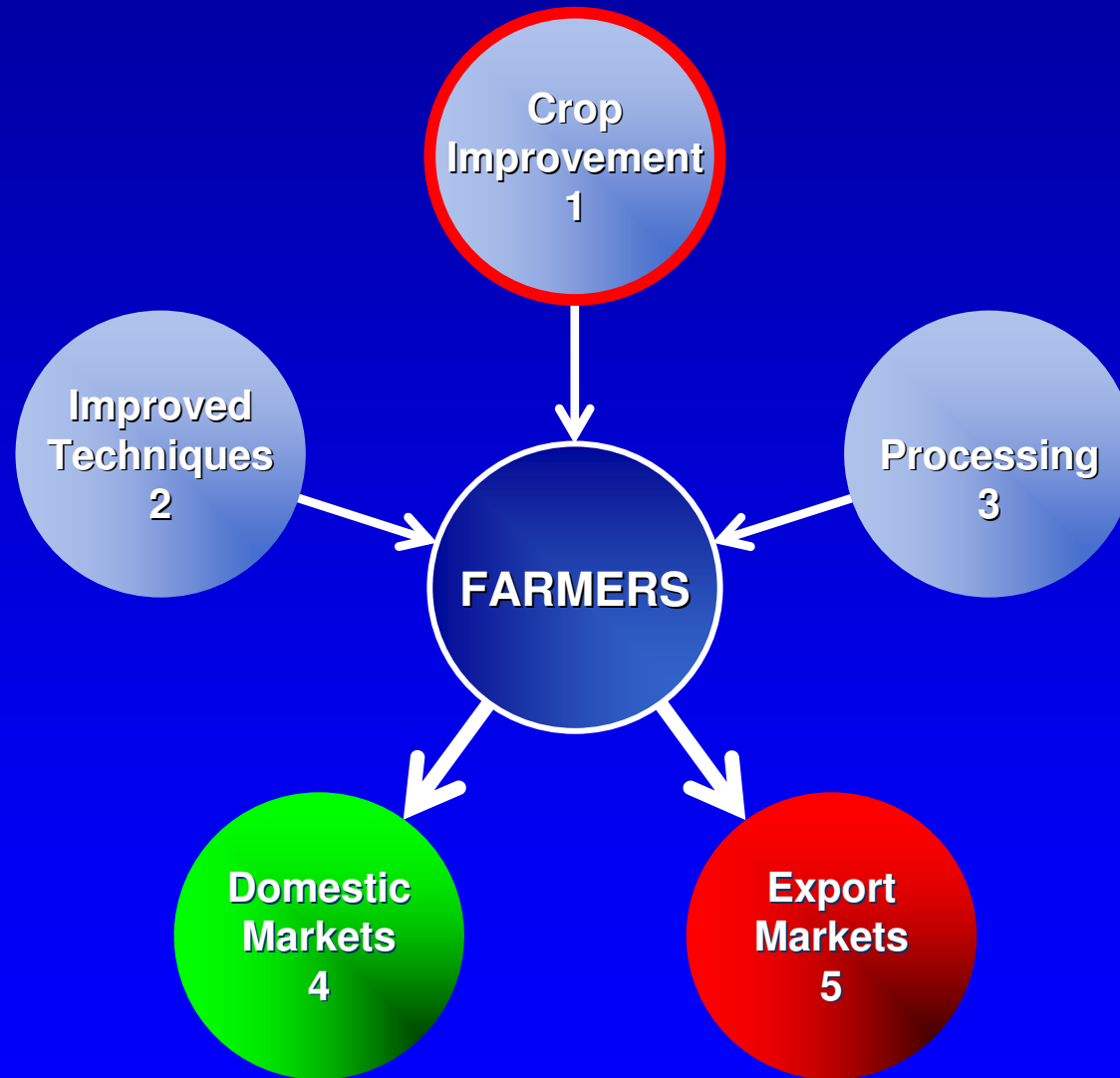
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## Improve economic security of farmers.

- Improve production technology.
- Introduce value-adding processing.
- Link farmers to markets.
  - Domestic markets.
  - International markets (i.e., US, India, Pakistan).
- PEAR approach for production – Participation, Efficiency, Adaptation, and Redesign

# ASP Enhancement Framework

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# Targeting Crop Improvement

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## Field Offices

- 16 National Agronomists.
- 22 Villages.
- 250 Farmers.
- Public Partnerships.

## Demonstration Plots

- Saffron and Cumin.
- Vegetable Varieties.
- Nurseries.



# Targeting Crop Improvement

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## Variety Tests

- Improve yield and quality.
- 12 tomato varieties.
- 2 garlic, onion, cotton.
- Turnip, squash, chickpea.
- Seed production – okra, cucumber.

## Training

- Stakeholder meetings.
- Field days.
- Market visits.



# Targeting Crop Improvement

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## Women in Farming

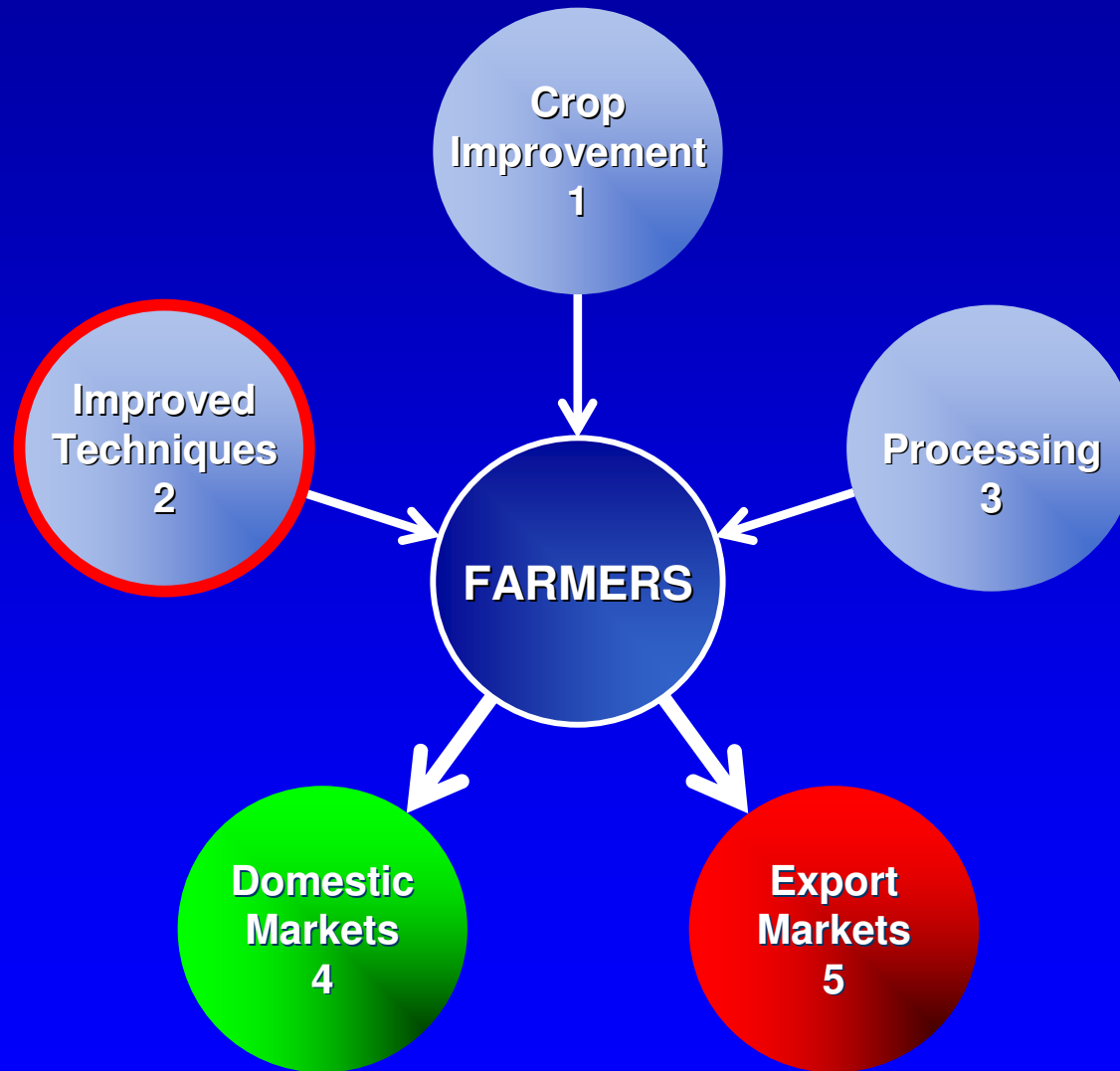
- 2 women agronomists.
- 70 women farmers.
  - Demonstration Plots.
- 5 Self Help Groups.
  - Collective farming for income generation.
- 50 in saffron farming.





# ASP Enhancement Framework

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# Improved Farming Techniques

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Sowing.

Pest Management.

Composting.

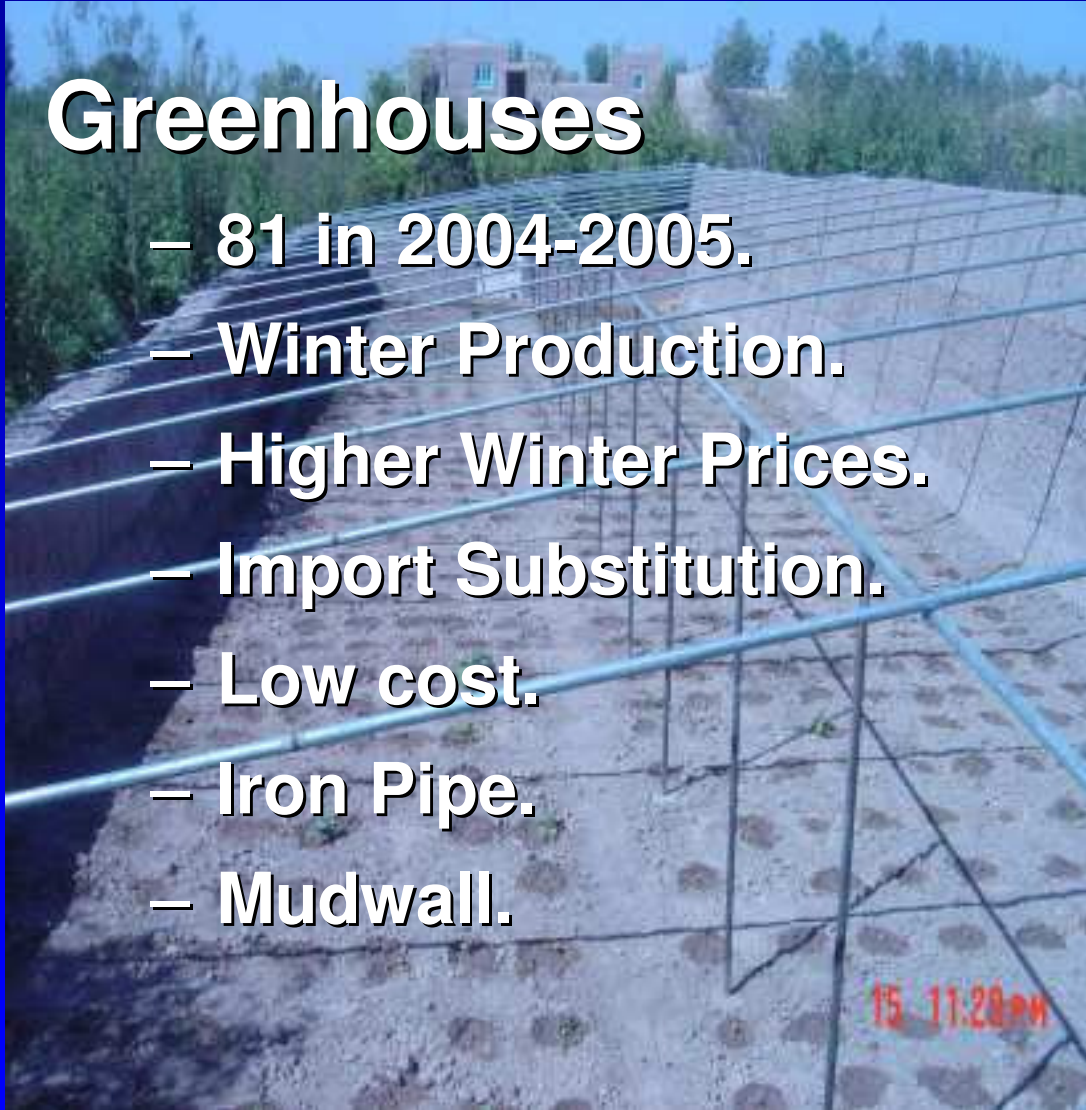
Water Harvesting.



# Improved Farming Techniques

## Greenhouses

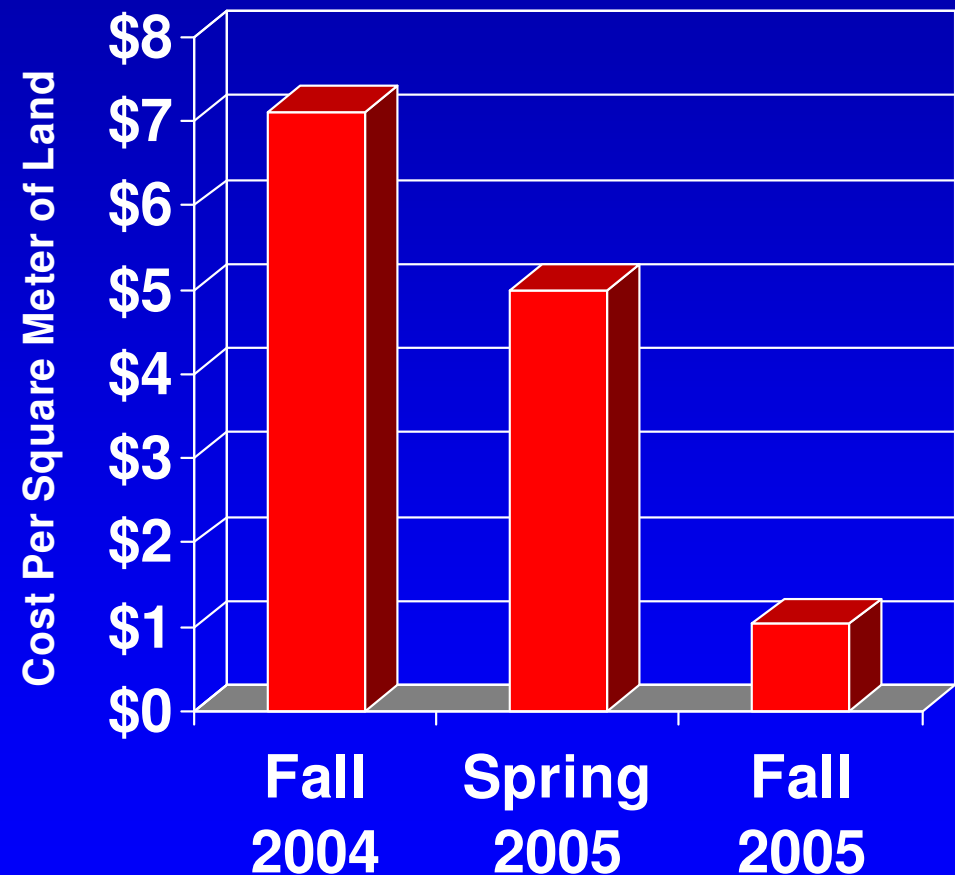
- 81 in 2004-2005.
- Winter Production.
- Higher Winter Prices.
- Import Substitution.
- Low cost.
- Iron Pipe.
- Mudwall.



# Greenhouse Economics (Mudwall)

Const. Cost:	\$300
Seed Cost:	\$15
Other:	\$300
Sq. Meters:	240
Plants/M:	4.5
Total Plants:	1,080
Final Kgs/Plant:	2.5
Total Kgs:	2,700
Winter Price:	\$1/kg
Revenue:	\$2,700
Profit:	\$2,085

Improved Technology Reducing Cost



# Sericulture

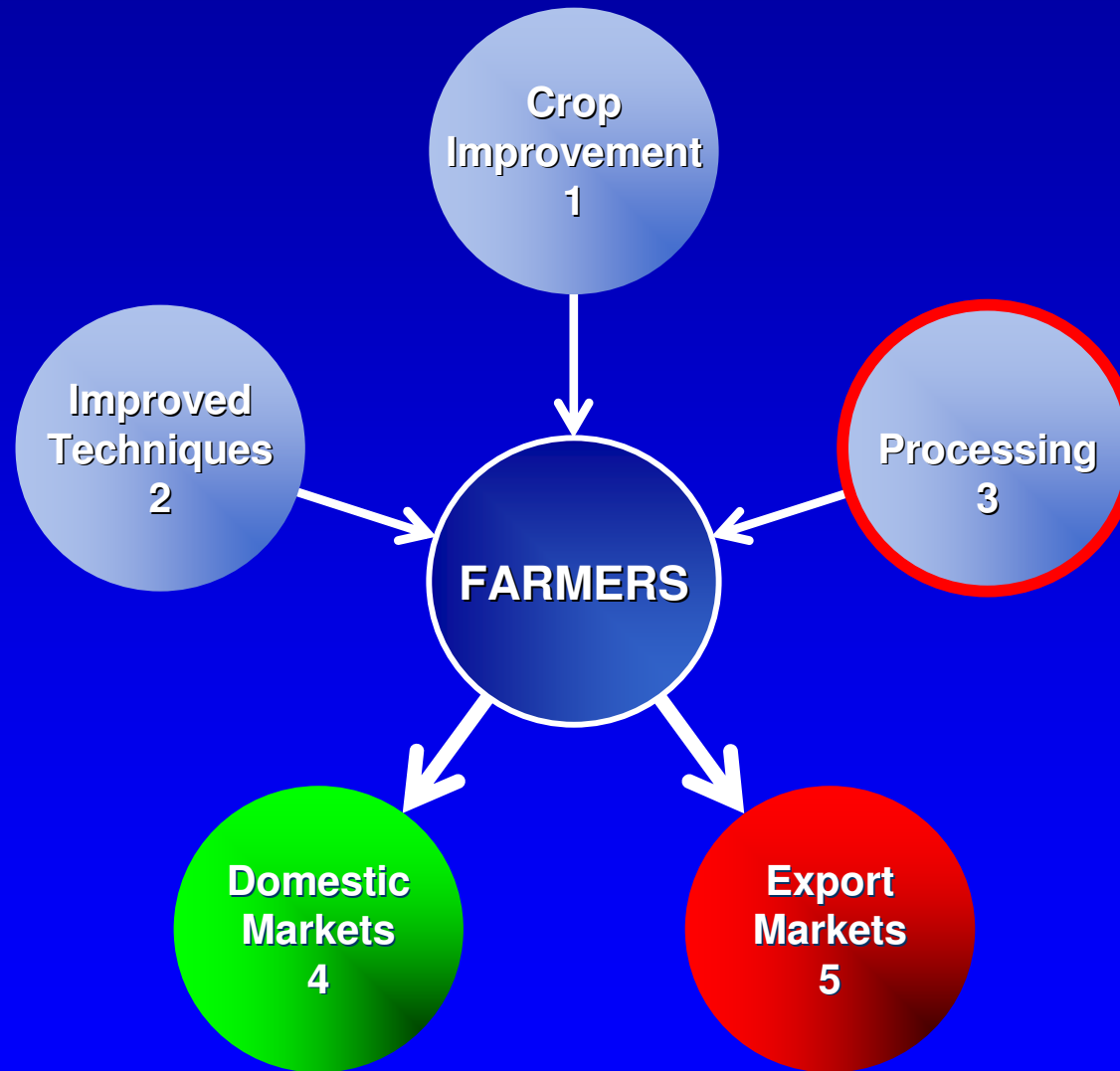
## Silk-worm rearing.

- Second season research project.
  - 100 egg-boxes.
  - Prove to farmers late-season viable.
- Processing.
  - Silk thread for local and Iranian markets.
- Strong alternative livelihood.
  - 50 laborers per box.
  - About 40 kg per box at \$12/kg.



# ASP Enhancement Framework

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# Processing Activities

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## Improved Livelihoods.

- Value-addition.
- Diversified Markets.
- Niche Markets.
- Reduced Wastage.
- Food Security.
- Literacy and Numeracy for Women.



# Tomato Processing Example

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# Medium-Scale Processing

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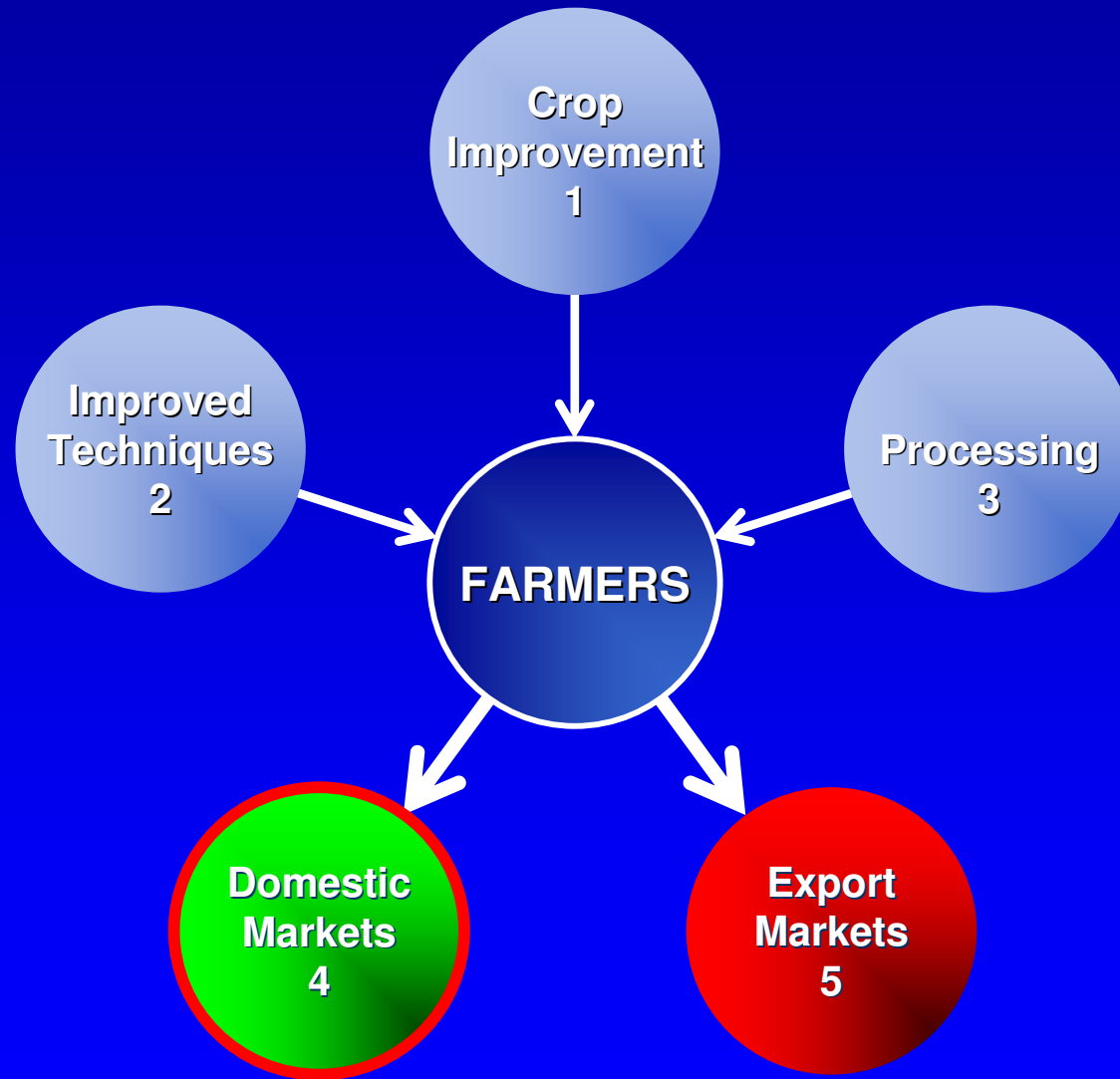
## Karokh Tomato Processing Center

- \$70,000 investment.
- 15-20 tons of fresh tomatoes, tomato paste, and dried tomatoes daily.
- 400 women processors.
- 25% expected return.
- 1,700 farmer HHs.



# ASP Enhancement Framework

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# Collective Distribution and Marketing

## Improved bargaining power of farmers.

- Access to city markets.
- cost savings – collective selling.
- Storage in Bazaar to prevent “panic” selling.
- Traders offer greater price with guaranteed quality supply.
- Over 20 MT of tomato daily collected and shipped in Sept.



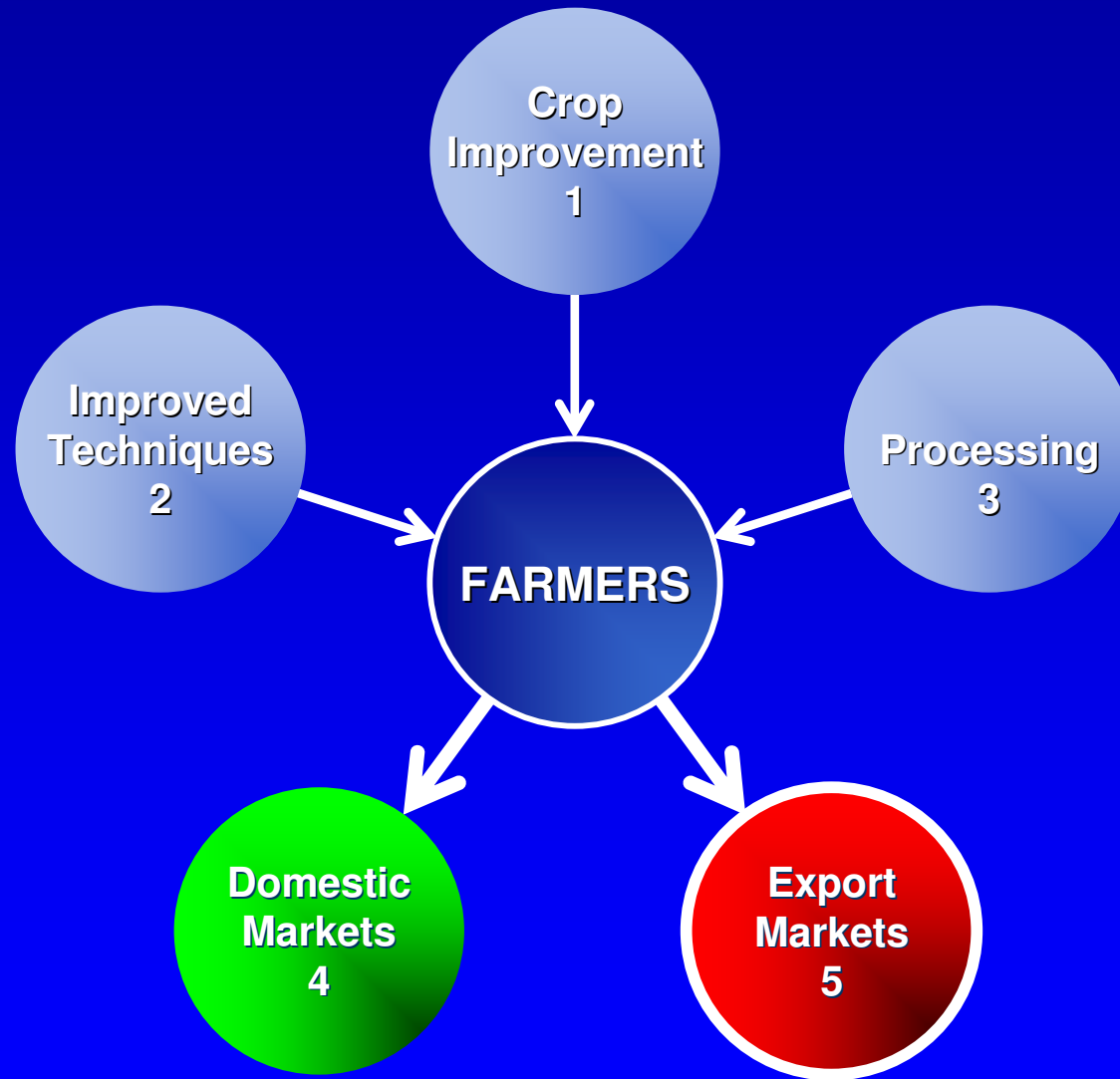
# Other crops for domestic market

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- Garlic (Local vs Chinese)
- Onion (Local vs Yellow Spanish)
- Squash (Holland)
- Turnip (Palpal Top)
- Cotton (S 108 vs Akola 151799)
- Chickpeas (Sweedish)
- Carrot (Mazhar local)

# ASP Enhancement Framework

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# Export Markets

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1 MT of cumin shipped to a US buyer.

- Consultant in US exploring market for cumin and saffron.
- Began discussions with boutique grocery outlets in US.



# Saffron for Export

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## Saffron.

- 3.5 MT of saffron bulbs distributed
- 49 women farmers, 20 male farmers
- Field day held for farmers, university and government representatives and other NGOs
- Samples sent to US for quality and food safety testing
- Plans for test export of 20 kgs in Winter
- Training on post-harvest handling for export planned for December.

# Lessons Learned

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- All actors do not have equal bargaining power.
- PEAR approach is good for behavior change.
- Experimenting ability of farmers is very important.
- NRM like land and water resource care must go simultaneously.





# Challenges

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- Links to export markets.
- Better use of microfinance and small enterprise grants.
  - Need to overcome cultural/rural bias against loans.
  - Limited finance options available in Afghanistan.

# New Challenges

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- Business development services.
  - Marketing, Accounting, Business-plan Prep.
- Market information systems.
  - Real-time price information.
  - Database of key market indicators.
  - Consumer research.
  - Product testing.



Thanks from CRS-Research Team



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