

# Institutional Innovation in Small Farmer Dairying A Case Study: Scaling-Up of Napier for Fodder Krishna District, Andhra Pradesh







As a dairy farmer, Napier grass looks like a good option



As a grower, I can sell you some slips to plant on your own



As a seller, I can minimize my risk by leasing out the crop for others to manage



As a cotton farmer Napier looks more profitable



As researchers our focus must broaden beyond germplasm to address fodder needs

FGD's with farmers identified Napier grass as a potential intervention to address fodder scarcity April 2004

## Learning

100 farmers in 15 villages planted Napier slips and were impressed by yields July-Aug 2004

#### Diffusion

Number of farmers planting Napier grows to 1000 covering 125 ha. Grass is purchased by 5000 small farmers from 150 villages June-July 2005

### Institutionalisation

Institutional arrangements are streamlined increasing the number of Napier growers to 3000 covering over 600 ha. Number of farmers buying from growers increases to over 15,000 in 400 villages

June-July 2006

Growers provide land water and napier crop

Buyers pay Rs 300 for 40 sq.m, lease-in 200 -400 sq. m. annually

ay Buyers provide 0 sq.m, fertilizer, irrigation 00 - and labour nually

# **Behavioural Changes**

Farmers diversify traditional cash crops to include Napier to reduce risk and increase profit

Who are the actors and what sorts of

institutional arrangements are needed to improve access to fodder and therefore enhance livelihoods of the poor

Landless women able to increase access to fodder and reduce need for wage employment. Dairy Union management more supportive of milk producers because they are getting more milk

# **Evolution Continues (2007-09)**

Action research activities initiated to study institutional linkages and explore how to institutionalize changes in attitudes and practices.

How do we build capacity of these and other actors to enable them to meet the needs of poor people for whom fodder is a key component to their livelihoods



We found grass from only 5 'cents' of land is enough for 1 buffalo



As a landless farmer, it is profitable to buy Napier for my buffalo



As a buyer, I can decide when to irrigate and cut for best quality



Milk Union realizes increase in milk yield and extent of uptake



As manager, I will start to give loans for growing Napier

## Lessons

New ways of doing things (institutions) were as important as the new technology (Napier) to bring benefits to resource-poor farmers

New ideas came from different sources: researchers brought germplasm; farmers brought ideas on new ways to access the germplasm.

New way of doing things help make resource-intensive interventions pro- poor.

## Implications (for sustainability)

- As researchers, farmers and Dairy Union staff met together regularly they learned more about each others constraints and the incentives that led to change. This understanding is starting to lead to changed behavior that may allow change to take place more easily in the future.
- The new institutional arrangements ensure that landless and other small producers can enhance their livelihoods though improved access to fodder.

Authors: PG Bezkorowajnyj VL Prasad, K Gurava Reddy,VK Mahesh, D Romney Contact: Fodder Innovation Project, International Livestock Research Institute Patancheru - 502324, Andhra Pradesh, India

Tel: +91 40 30713653- Fax: +91 40 30713074

E-mail: p.bezkorowajnyj@cgiar.org