

Sustainable Livelihoods for Smallholder Farmers

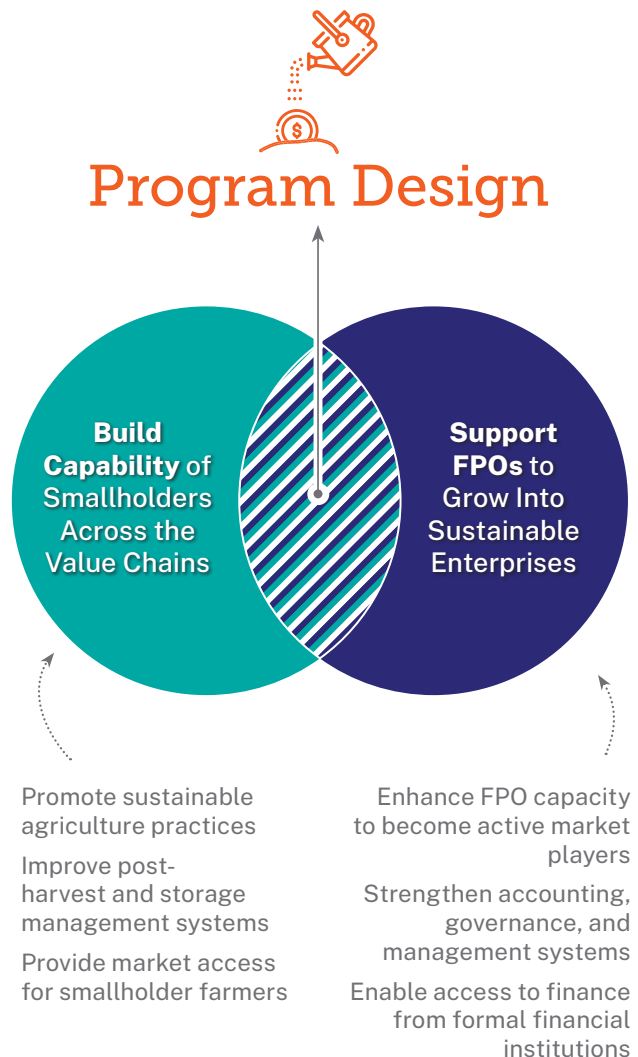
Report Highlights

Agriculture is widely considered to be the backbone of the Indian economy. However, the sector falls short of its potential because deeply entrenched structural challenges limit economic benefits at all levels.

TechnoServe, with funding support from the Walmart Foundation, has been working for the last two years on the Sustainable Livelihoods for Smallholder Farmers program in Andhra Pradesh (AP) and Uttar Pradesh (UP), India. The program is working to sustainably increase incomes for 29,090 smallholder farmers, of whom 14,171 are women. By improving the quality and volume of smallholder farmers' (SHFs') produce, and by increasing their capacity to smoothly transact with large buyers through Farmer Producer Organisations (FPOs), the program moves SHFs one step closer to retail readiness.

Over the last two years, the program successfully engaged SHFs from 27 FPOs in both states across 12 crop value chains: coffee, cashew, turmeric, black pepper, pineapple, coconut, paddy, wheat, mentha oil, maize, banana, and mango.

FPOs were also strengthened and transformed into sustainable enterprises through institutional capacity building, making them active market participants in the value chain.



Key Achievements



6,665 SHFs

across **24** program-supported FPOs facilitated in accessing better markets for their produce



6,455 SHFs

across **11** program FPOs supported in accessing quality agriculture inputs (i.e. seeds, fertilizers and crop protection)



1,082 women

trained across **27** villages in Andhra Pradesh on kitchen garden establishment, of whom **1,027** have established organic kitchen gardens, leading to higher vegetable consumption



29,090 SHFs

representing an increase in total partner FPO membership, with a 65% increase in women membership from **8,610 to 14,171**



149% increase

in total revenue p.a. across **27** program FPOs (from ~INR 79.59 million in the financial year 2018-19 to ~INR 197.92 million till EoP)



~88% program FPOs

supported in preparing at least 3-year business plans since program inception



27 partner FPOs

received financial, compliance, and process due diligence



~INR 60 million

raised for FPOs from institutional sources of finance such as leading non-banking financial corporations, philanthropic institutions, and institutional buyers

Ecosystem Stakeholders

External stakeholders benefitted from improved quality and volume of available produce, a better market for financial products, and higher sales of key agri-inputs.



worked with **67** market actors across the value chain, meeting quality and quantity requirements for all transactions.



formed partnerships with over **20** suppliers of key agricultural inputs.



Meet Ravindra

TechnoServe helped a local FPO of banana farmers in UP get access to high-quality plant tissue culture with support from IRM Enterprises of Cadila Pharmaceuticals, along with guidance on proper nutrition management of banana plants.

"I have sold the harvested banana from my orchard directly to a buyer based in Delhi and received the price within three working days. Support from TechnoServe gives me immense motivation for further farming of banana."

Ravindra Nath Singh | FPO Banana Farmer



Meet Mangamma

Like many other small-scale farmers of rural India, N. Mangamma's life changed significantly during the pandemic and a country-wide lockdown. A single mother in Veeramamidi in AP, Mangamma joined the TechnoServe's kitchen garden intervention in her village, along with many other farmer women in the community.

"I can depend on my kitchen garden to provide vegetables for the family. I can also save between Rs. 785 and Rs. 1,177 every month because I don't need to purchase these vegetables from the market anymore."

N. Mangamma | Kitchen Garden Member



Meet Hariram

Hariram Yadav, Director and CEO, Lehra Agro Producer Company Limited, also acknowledged the support FPOs got from the program. He said, "I attended two training programs conducted by TechnoServe. I have gained a lot of knowledge about how to identify buyers, conduct community procurement, effectively communicate with farmers, and negotiate with traders." On the financial benefits of the training, Yadav added, "I didn't have much knowledge about wheat trading earlier, and last year, the FPO incurred a loss of INR 84,000 upon procuring 42.7 tonnes of wheat."

"This year, despite the lockdown, the FPO procured 121.7 tonnes of wheat from 128 farmers, generating revenue of INR 22,34,618 and a profit of INR 13,418."

Hariram Yadav | Director and CEO, Lehra Agro Producer Company Limited



For more information, please visit: technoserve.org/our-work/projects/12917-2/.