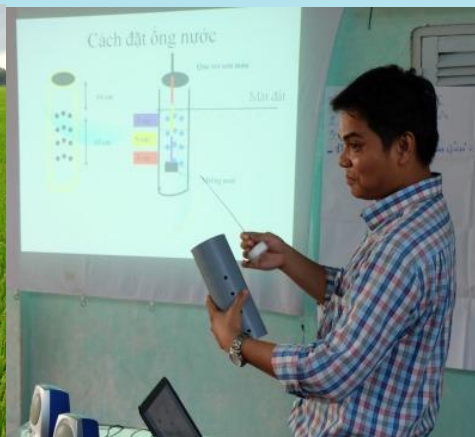




Capacity building of farmers

Case study: GIZ-CropLife rice IPM project in Vietnam



ASEAN SAS – Vietnam

1 - Rationale



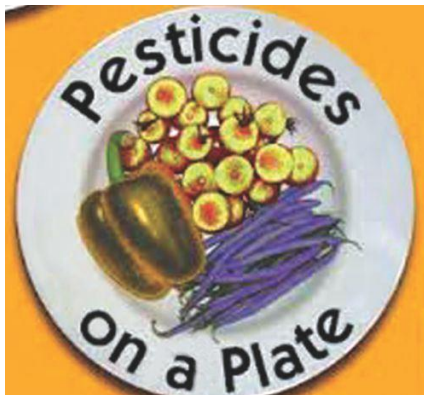
Pesticide overuse



Planthopper outbreak



Pest resistance



Pesticide residue



Safe use of pesticide



Pesticide retailer role



2 - GIZ & CropLife cooperation

- Sustainable Agriculture
- Food security & safety,
- Improve practice, include IPM
- BRIA

- Support & advance sustainable agriculture
- Responsible use of pesticide
- Resistance management

GIZ/
CropLife
rice IPM
project

“Promotion of Integrated Pest Management to address Plant-hopper Outbreaks in Rice in some Mekong Delta Provinces”



GIZ/CropLife rice IPM project

Project steering committee

Project management

Project consultants

Master trainers

Farmers

Pesticide retailers

- GIZ
- CropLife International
- PPD

- ASEAN SAS
- SRPPC/PPD
- Province DARD, PPSD
- Consultants

- Master trainers
- Local authorities
- Local associations
- Retailers
- Farmers



3 - Project Components

Components	2015				2016				2017			
1)Baseline survey												
2)Training materials												
3)Training of trainers (ToT)												
4)Farmers, retailers training												
5)Awareness campaign												
6)M&E												

4 - Methodologies

Project management team:
SRPPC, DARDs, Sub PPDs

ToT

39 Master
trainers

FFS

3.000
farmers

300
Retailer

Indirect train

12.000
farmers

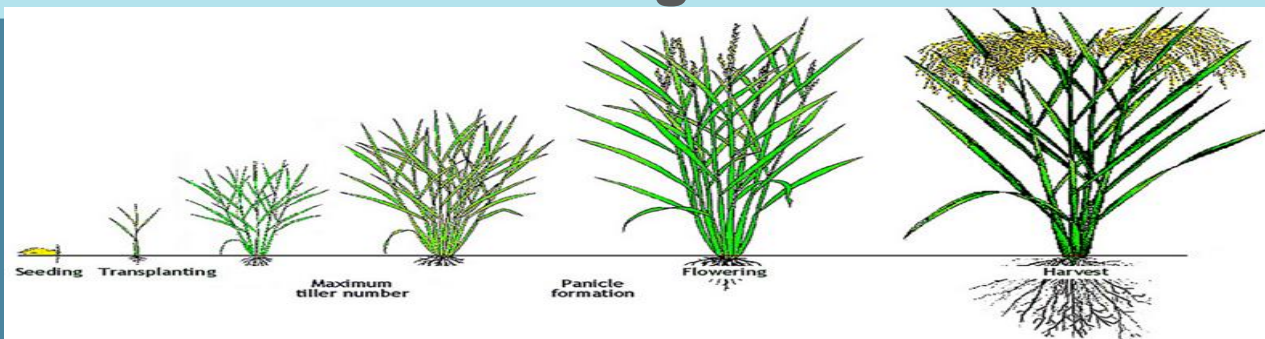
Awareness campaign:

- Universities and colleges
- Local leaders & authorities
- Associations
- Mass media & Press
- IPM clubs
- Booklet, posters, panels
- Meeting with local authorities and leaders
- News on local TV, press
- Local shows: comedies and IPM competition
- Information days at colleges & high schools



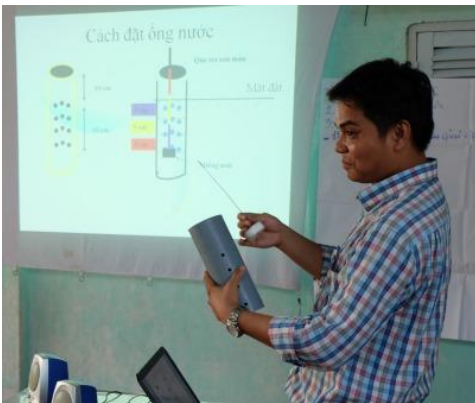
4 - Methodologies

Training schedule



ToT: 3times x 1 week/training															
FFS 12 x 1 day /week														FF	
Farmer to farmer														D	
Farmer to farmer														FF	
Farmer to farmer														D	
retailer training 1 time x 4days															

Methodologies – farmer training



Lecturing



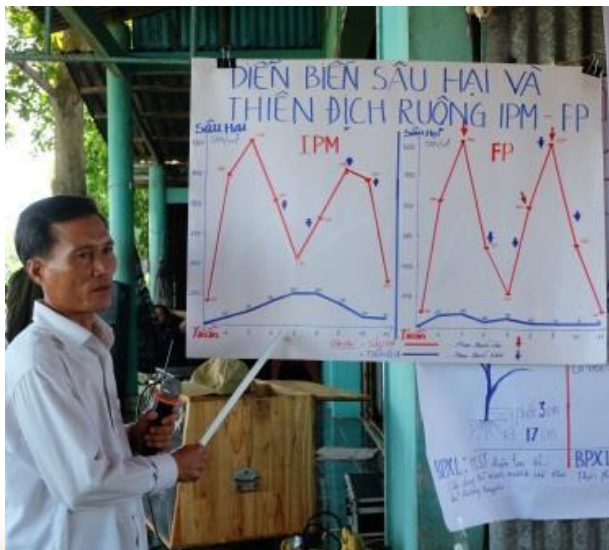
Drawing



Field visit



Group discussion



- Maximized participatory
- Eco system analysis
- Farmers learn to make solution/decision

Methodologies – Farmers to farmers



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- Farmers select 4 others
- Deliver the 12 booklets with guidance
- Provide support, explain to others 4
- Farmer field days and other awareness campaign activities

5 - Results & Impact: Direct results

**Project management team:
SRPPC, DARDs, Sub PPDs**

**38
trainers**

**2.472
farmers**

**948
Retailer**

**8.229
farmers**

Awareness campaign:

- 15.000 sets of 12 Booklet
- 300 IPM training manuals for farmers
- 200 IPM training manual for retailers
- 34 IPM farmer clubs
- 03 information days – 323 students and lecturers

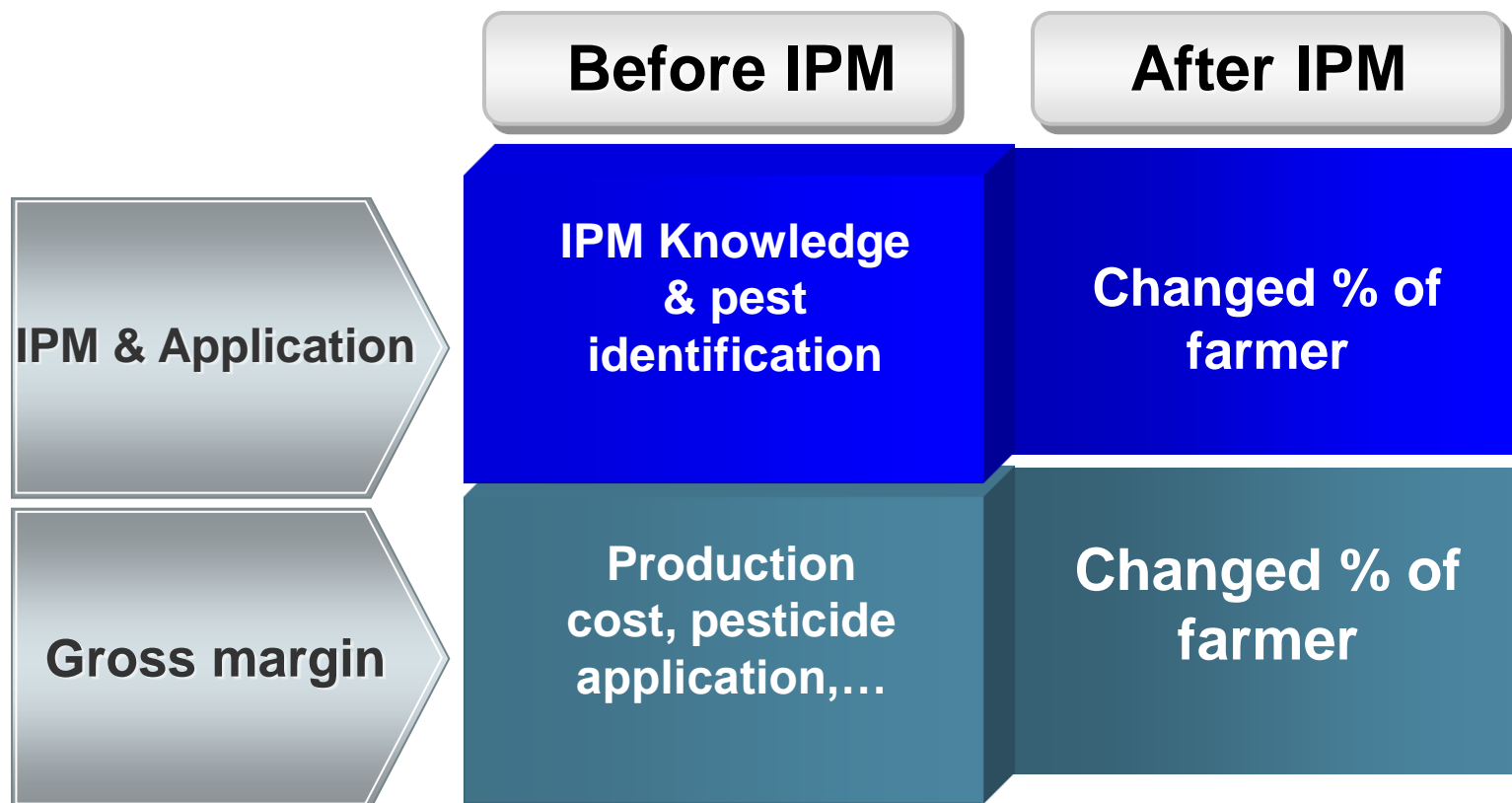


External results (Out-scaling)

- Loc Troi Group adopted training materials and methodologies for its SRP area: Total 22 Technical staffs, 150 farmers were trained
- BRIA adopted training materials and methodologies: total 66 technicians and 300 farmers were trained
- SPPD An Giang adopted training materials: 60 farmers were trained.
- 05 image videos were shot, financed by CropLife International
- Various reports, article published by local TV and press.
- IPM training manual is transferred to SPPD of 22 provinces

Project Impacts

Evaluate both direct farmers & indirect farmers





Project Impacts – pesticide application

Description: number of pesticide applications for key pests, before and after IPM training have been reduced

Pest	Direct		Indirect	
	Before IPM	After IPM	Before IPM	After IPM
Weed	1,5	1,1	1,5	1,3
Golden snail	0,9	0,7	1,0	0,9
Rodents	0,8	0,6	0,8	0,7
Insects/Mites	3,2	1,3	3,3	2,0
Diseases	4,6	3,4	4,7	3,7
Total	9,2	6,0	10,3	7,5



Project Impacts – Farm expense (VND/ha)

Descriptions	Direct farmers			Indirect Farmers		
	Before IPM	After IPM	Change	Before IPM	After IPM	Change
Land Prep.	1.269.195	1.261.848	-1%	1.216.031	1.198.185	-1%
Irrigation	731.973	717.980	-2%	701.062	690.177	-2%
Sowing	339.181	329.966	-3%	318.715	319.485	0%
Weeding	311.054	276.738	-11%	294.400	264.785	-10%
Ferti-spraying	1.509.830	1.183.837	-22%	1.668.545	1.358.535	-19%
Other labour	890.211	785.245	-12%	758.869	730.292	-4%
Harvest	2.157.109	2.149.928	0%	2.139.303	2.102.227	-2%
Seed	2.299.242	1.736.570	-24%	2.394.681	1.967.127	-18%
Fertiliser	3.967.642	3.391.322	-15%	4.129.542	3.611.672	-13%
Pest Control	3.092.490	2.303.113	-26%	3.239.966	2.631.332	-19%
Total Expense	16.567.928	14.136.548	-15%	16.861.113	14.873.816	-12%



Project Impacts – Gross margin (VND/ha)

Descriptions	Direct Farmers			Indirect Farmers		
	Before IPM	After IPM	Change	Before IPM	After IPM	Change
Yield (kg)	6.896	6.871	0%	6.919	6.874	-1%
Price	5.013	5.126	2%	5.031	5.141	2%
Revenue	34.569.428	35.225.708	2%	34.810.808	35.334.758	2%
Gross margin	18.001.500	21.089.160	17%	17.949.695	20.460.942	14%



Project Impacts – NPV

Total Project Budget	555,000 €
CropLife Contribution	380,000 €
Public Contribution	175,000 €

Items	2015	2016	2017
Project Expense	185,000	185,000	185,000
Total value add (EURO)	0	638,449 €	3,830,694
Total value add (1000 VND)	0	15,642,000	93,852,000
Balance (EURO)	-185,000	453,449	3,645,694
NPV (end 2017)	3,914,143 €		
NPV (end 2020)	15,408,161 €		



6 - Challenges

Project management

- Intensified training with FFS methodologies VS Budget
- Dispersion of beneficiaries

SPPD & master trainers

- Trainers quality
- Adoption of new IPM concept at early stage

Farmers

- Conservative and diverse level of knowledge
- Usually low participation

Pesticide retailers

- Conflict of interest with IPM
- Focus on short term interest



7 - Lesson learnt

Project management

- Gain commitment from partners is highly important
- Clustering of beneficiaries
- Support to market linkages with other project/ enterprise

SPPD & master trainers

- Adopt new IPM as sustainable agriculture & food safety solution
- Support IPM groups with market linkages

Farmers

- Good training enhance participation & knowledge, and raise their conservatory.
- IPM is adoptable to diverse rice cultivation situation
- Farmers appreciated IPM concept, include pesticide responsible use
- Promote IPM with market linkages

Pesticide retailers

- IPM and sustainable business
- IPM training certificate as mandatory for pesticide shop
- Involve pesticide producers to accompany with retailers.



8 - Recommendation

- **Involve partners in all steps of projects**
- **Update the training material and hand over to PPD**
- **Facilitate to involve all partners along the value chain to upscale the project and development of the market linkages**



THANK YOU

Responsible

Dr. Matthias Bickel

Project Director

Mr. Nguyen Thanh Binh

Senior Project Officer

www.asean-agrifood.org

[..\Downloads\Video\Training Vietnamese Rice Farmers - YouTube.mp4](#)