

Strengthening Environmental Sustainability

Expanding input distribution networks and good agricultural practices

The availability of environmentally sustainable agricultural inputs for Ethiopian farmers is low. To increase supply, LIFT is working with private input suppliers to **expand their distribution networks and sell directly to retailers** at woreda-level. LIFT also builds the capacity of agricultural experts, Development Agents (DAs) and farmers to increase their knowledge of good agricultural practices.

The Land Investment for Transformation Programme (LIFT) supports the Government of Ethiopia to provide 14 million **Second-Level Land Certificates (SLLC)** to farmers in Oromia, Amhara, SNNPR, and Tigray.

With increased security of tenure, farmers are more willing to invest in their land in sustainable and productive ways.

Market for environmentally sustainable agricultural inputs

Best practice manuals integrated into woreda development plans.

Training for woreda-level agricultural experts and DAs on good agricultural practices.

Demonstration plots and field days on good agricultural practices.

LIFT builds capacity of public extension system and farmers

LIFT shares the financial risk with input suppliers to expand and work directly with retailers at woreda-level

Input suppliers

The expansion of the retailer network reduces the number of intermediaries and **links suppliers directly with retailers**. Suppliers build the capacity of retailers, DAs and lead farmers to market new products.



Agri-retailers

Retailers offer a **wider product range** of sustainable agricultural inputs and demonstrate new products to farmers.

Farmers

More sustainable and productive agriculture increases incomes and resilience

More **affordable and sustainable** agricultural inputs available at woreda-level. Farmers follow good practices to apply these.



LIFT partner suppliers expansion plan for 2018

- **Tigray**
15 woredas | 17 retailers
- **Amhara**
17 woredas | 19 retailers
- **SNNPR**
10 woredas | 12 retailers
- **Oromia**
15 woredas | 22 retailers



Examples of environmentally sustainable agricultural inputs supported by LIFT

Crop protection products

A newly available fungicide controls late and early blight in tomatoes and potatoes, downy mildew in various crops, fungal leaf spot diseases and damping off in vegetables.

Vegetable seed and fertiliser

Rhizobia, a bio-fertiliser, increases biological nitrogen fixation, which increases productivity up to 50% and improves the quality of crops.

Farm machinery and irrigation

The Broad Bed Maker, a multi-purpose tool mainly used to shape the land at planting, creates broad beds and furrows where crops can grow and excess water can drain.



Building capacity of agri-retailers through supplier relationships

Alemu's Agro-input enterprise in Hitosa woreda, Oromia, was an up and coming retailer when LIFT linked him with suppliers of vegetable seed, crop protection, and bio-fertiliser.

The relationship with the new input suppliers allowed Alemu to expand his product range and get first hand advice on how to apply the new products. Alemu's sales more than doubled as a result and he was able to upgrade his store into the area's Farmer Service Center, now serving up to 400 customers per day.

Diversified agriculture offers resilience and increased income

Shitu is a farmer from Jabi Tehnan woreda in Amhara, who bought new vegetable seeds through one of LIFT's partner retailers and attended demonstration plots.

Using 0.08 ha of his land, Shitu planted the new vegetable seeds and harvested five metric tonnes of vegetables, worth ETB 30,000. This is three times as much as Shitu used to earn for regular teff production, incentivising him to further expand and diversify his production.



Key input suppliers are adapting their business models and expanding their distribution networks, making new environmentally sustainable products available for farmers.

LIFT has supported two input suppliers in 2017 to expand their distribution networks to 27 new woredas. This has resulted in increased supply of **vegetable seeds, fertiliser and crop protection products** through 29 new retailers.

The sales of LIFT's partner input suppliers have increased significantly. As a result, more input suppliers are looking to partner with LIFT to expand.

Sales of partner input suppliers:

Before expansion through LIFT partnership



2017-18 sales

10% increase, as a result of expanding to 27 new woredas and 29 new retailers



2018-19 projection by partner suppliers

18-22% increase, as a result of continuing expansion to 33 new woredas and 35 new retailers

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