

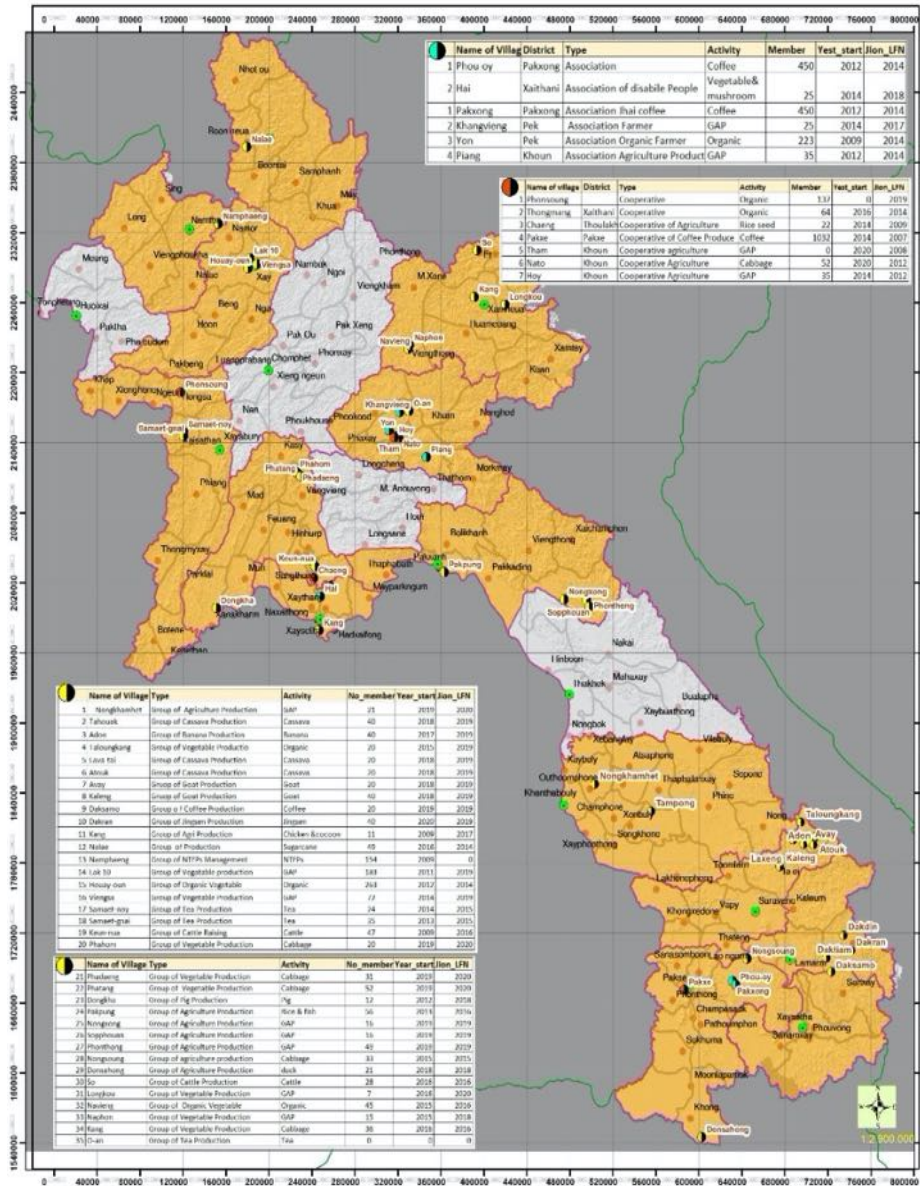


Lao Farmer Network

Restructuring for a better market engagement



Location map of the targeted villages of Lao Farmer Network



Organizational structure toward 2024

2021

Vegetable network

Cassava network

Rice network

Coffee network

Tea network

Sugarcane network

2022



**Lao Farmer
Network**

2024

Non-Timber Forestry
Product Network

Cattle network

Poultry network

2023

Flow of services to members

Farmer organizations



Commodity networks (vegetable, coffee, tea, cassava, rice, etc)



National farmer Network (Lao Farmer Network)

1. Organizational development/strengthening and networking to members
2. Market linkages to members
3. Business planning to members
4. Access to fund to members
5. Access to technology and better production techniques to members
6. Policy advocacy on issues related to their commodity

1. Network development
2. Market linkages to the network
3. Business planning to the network
4. Access to fund to the network
5. Access to technology and better production techniques to the network
6. Policy advocacy for all issues

Example of partnership approach 2021



1. Provide seeds and fertilizer as needed for the farmers
2. Price guarantee at farmer gate
3. Responsible for transport cost

1. Group development
2. Production standard (to ensure quality)
3. Access to fund



27 farmer groups in Vientiane, Khammouane and Champasack province involve over 500 households on jasmine rice

Example of partnership approach 2021



1. Provide seeds and fertilizer as needed for the farmers
2. Price guarantee at farmer gate
3. Responsible for transport cost

1. Group development
2. Production standard (to ensure quality)
3. Access to fund



5 farmer groups in Bolikhamxay and Xiengkhouang province involving 40 households on asparagus

Example of partnership approach 2021



- 1. Provide seeds and fertilizer as needed for the farmers
- 2. Price guarantee at farmer gate

- 1. Group development
- 2. Production standard (to ensure quality)
- 3. Access to fund



Saiko and ginger across the country

Example of partnership approach 2021



1. Provide seeds for the farmers
2. Price guarantee at farmer gate

1. Group development
2. Production standard (to ensure quality)
3. Access to fund

Bitter squash, spring onion and asparagus across the country





Assuring Resiliency of Family Farmers
Amidst COVID-19

Example of LFN revolving fund

Term of loan 1-3% interest per production cycle with max 5 month duration

Name of FO	Name of commodity	Target beneficiaries	Total USD	Amount per person
Jhai coffee cooperative	Coffee green bean	1,000	107,158	107
Jaeng agriculture cooperative	Milled rice	69	10,716	155
Nong xong production group	Spring onion seed	150	16,074	107
Huay oun organic vegetable group	Organic vegetable	39	6,159	158
Kang agriculture group	Poultry, mushroom, bean and tomatoes	28	3,858	138
Sopphouane production group	Spring onion seed	31	5,787	187
Phonthong production group	Rainy season vegetable	9	1,286	143
Dongkha pig production group	Pig	100	33,160	332
Thongmang organic production group	Vegetable	100	1,001	100
Total	9 groups	1,526 people	185,199 \$	158\$

Example of LFN revolving fund



Success factors

1. Access to markets- Have contracts between production groups and buyers
2. Economic calculation conducted to realize production cost and profits
3. Partnership between production groups- private sectors and the local authority established
4. LFN provide technical supports to strengthen groups, establish partnership with private sectors
5. LFN provides grants to start up the production as revolving fund to the group
6. LFN has some loan to members through ARISE project
7. LFN has many partners such as LURAS, APFP, Oxfam, CIMMYT and DGRV that help to build capacity and deliver services to members
8. LFN is a honest facilitator that farmers and buyers trust



Challenges



1. Pest and disease that affect productivity. Example: high mortality rate in the case of chicken production; Yellow leaf disease in case of spring onion production
2. Lack of fund to start up production especially to set up irrigation system
3. Lack of land to set up farming system that can supply product in large volume in regular basis (individual member has land but small and fragmented – high investment to be able to build infrastructure for each parcel of land)
4. Climate issues. Example: storm that destroy green houses
5. Transport issues, especially during lockdown (Cost and availability)
6. Less demands from restaurants. Example: Bungphao chicken group can't sell their chicken because the restaurants closed.

Recommendations

1. Open access to information on market opportunities Eg. Name, contact detail of buyers on public domain (websites, social media)
2. Organize events where buyers can meet producers directly
3. Please share export quota to FO of small holder farmers (example: to Chinese markets)
4. Each technical department at central and provincial levels should have a mechanism to provide solutions to production issues from farmers (whatapp number or Facebook page, etc)
5. Provide low interest loan (not 3% per month, but 3 % per year) and truly accessible for small holder farmers
6. Transport cost of rice seed from Vientiane capital to Champasack province is 2,000 Kip per kg (Hungaloun company); transporting fresh vegetable from Oudomxay to Vientiane capital is 1,300 Kip/kg (private truck) how to reduce the cost?
7. Stop creating farmer groups for the sake of project's agenda but rather strengthening existing farmer organizations.