



Improving Access to Extension Services  
for the Poor Rural People  
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Enabling poor rural people to overcome poverty



# Agriculture and rural poverty reduction

- Agriculture as business, smallholder farming for rural poverty reduction
- Enabling poor rural people to overcome poverty
- Lack of access to agricultural services a main cause of poverty
- Productivity rise (land, labor & other inputs) through technology: the main way out

# A changing Context on the ground

- Expansion of markets
- Private sector taking stage – services providers
- Reverse the value chain (consumer driven)
- Multiple objectives (beyond food security)
- Agricultural skill drainage

Growing demand for services beyond crop production technology transfer .....



# Improving Access to Agricultural Services for the rural poor

- Incapacitate public extension:
  - training facility
  - participatory approach
  - transportation
  - exposure visits & trainer's training
- Incentivize public services (TE)
  - expanded team
  - incentive & risk fund
  - performance assessment



# Improving Access to Agricultural Services for the rural poor

- Learning among farmers
  - demonstration by poor farmer
  - field day
  - inter village visit
- Farmer cooperatives: support for service
  - poor inclusiveness
  - capacity building
  - demonstration, training, inputs & product services, technical guidance, market

# Improving Access to Agricultural Services for the rural poor

- Extension linked with credit services
  - extension training qualification for credit
  - refresh training
  - VIG facilitation
- Special window for women
  - WF acquire training services
  - arranged package: extension plus credit
- Partnership with private sector
  - organic production: contracted advisory from market/private players
  - contract farming with company/buyer: technical package

# Improving Access – Bangladesh practices

Partnership with NGOs to form farmer groups at community level to:

- extension planning at community level through groups;
- training at least one group member
- expand extension message to others through farmer club
- extension staff undertake technology dialogue with group through PRA
- Extension plus credit
- Adaptive research an add-on

# Some experiences

- Extension service positively correlate to income-production;
- Public extension though weak, still main provider for poor rural people (? %), but not meeting demands;
- Limited extension services from public in post-production aspects, esp. organic, marketing;
- Lack of market information – prior production decisions;
- Limited coverage to poor and remote farmers, decentralized approach supported by public financing;



# Some experiences

- Sustainability issue - self-financing mechanism
- Extension linked with credit and incorporate market access worked well
- Farmers' organization a potential hub for various services, capacity building needed (governance, access...), equality issue, inclusiveness of poor;
- Scaling up of pilots and policy influence --

# Key Learning:



- Human rights based approach:
  - extension focus on people, instead of technology
- From technical transfer to facilitation and knowledge-sharing, including farmers indigenous knowledge and tacit knowledge from practitioners, such as in market access;
- Producers are not simply beneficiaries of agricultural extension, but are the key stakeholders and sponsors, potential incentive contribution for sustained service

# Key Learning

- From information dissemination to Intermediary and facilitating services for integrated services (linking Tech, RF, Risk, PR...)
- Institutional innovation to enable interactive partnership among public, FO, private sector.. (outsource government extension service to external providers ?) → financing sustainability