



Agricultural
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Denmark
Asia

NEWS & VIEWS

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ADDA's actual projects

Every year ADDA is seeking funding for new projects from DANIDA, the Danish CISU, EU and other public donors. At the same time, ADDA has intensified efforts to get private donors to support our projects.

In 2017 we initiated two projects: The EASY Project in Cambodia – an follow up on COSIS project and the first phase of the AMDT project in Tanzania.

In 2018 we have closed two projects: 'ADDA-ADP partnership building for future interventions' in Tanzania and 'Contract Farming' in Vietnam. By 2018, the large AMDT project in Tanzania entered the establishment phase. In addition, ADDA has two applications at CISU, we cross fingers!

Here is an overview of the projects actually running and the source of funding them. Most projects include 5 – 10% self-financing in their budgets to be covered by ADDA and our partners.

Read more about the projects on www.adda.dk

Project	Project	Country	Budget, DKK/ - financed by
CISOM, phase II: Strengthening of Civil Society in Oddar Meanchay	03.2016-03.2019	Cambodia	5.000.000 DKK/ CISU
EASY Empowering Agricultural Cooperatives and Civil Society Development in Siem Reap	06.2017 - 05.2020	Cambodia	3.500.000 DKK/ CISU
VN Organic Improving organic farming	04.2016 - 03.2019	Vietnam	3.783.200 DKK/ CISU
Linking small-scale farmers to the international market for organic sunflower	01.2018 - 12.2020	Tanzania	AMDT 1.712.965 USD

Kilde: Adda

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Editors of News & Views no. 36:
Tove Bang and Povl Nørgaard



ADDA's adresse:
ADDA
Carit Etlars Vej 6
1814 Frederiksberg
Mail: adda@adda.dk
www.adda.dk

Cover photo: *On the way across simple bridge in Son La, Vietnam.*
Photo: *Ove Gejl Christensen*

Tryk: Kolind Bogtrykkeri I/S



Success stories from Africa

LEDER

Text & photo by Søren Thorndal Jørgensen,
Chairman of ADDA

Sunflowers grown ecologically in Tanzania and bought from poor peasants by an Indian company 'Vantage Organic Food' (VOF) and then exported to Europe and the United States - Future plans are many, and ADDA is in the middle of a huge project, which over time can become a success story for many poor farmers, as well as for ADDA and for VOF. Actually in this growing season, more than 20,000 small farmers will be certified, grow sunflowers, and the production will then be collected and exported. The value chain is promising, but all the joints in the chain are important and only sharp priorities and proficient leadership will make the project progress successfully. It is a tied task of reaching the goal, and the project deserves it.

The potential for organic production of agricultural products is enormous in Tanzania. The consumption of fertilizer is still marginal, and pesticides are very rarely used. But farmer's cultivation can be optimized, and it is ADDA's core competence. Training in sustainable field operations is one of our very great competences and for almost 25 years we have gained tremendous experience with this mode of operation through all our various projects. More and more, there is a need for a positive development based on local resources and the creation of a market in which small farmers can earn income from the surplus production. In order to hit the international market, we

need VOF core competencies, both as a private player, but also because the company has worked with similar group certification of poor farmers in India, Nigeria and Benin. It is a well-proven concept. It all sounds easy and specious. But we are also facing some challenges that must be overcome. ADDA and VOF have already completed many tasks, and more must be resolved, before we reach the finish line. We do not cross the other side of the river in a giant leap, but on a quiet walk on a lot of stepping stones. This systematic and gently working method is ADDA's experience from Vietnam and Cambodia. The direction is set and we go for the sun rays.

10 years of cooperation with Vietnamese Lawyers Association ends

Text and photo by Ove Gejl Christensen
Vice Chairman of ADDA

With the end of the project 'Legal Aid to Contract Farming', ADDA's 10-year partnership with the Vietnamese Lawyers Association (VLA) ends. Anyway so far! VLA has in all ways been an interesting partner and the projects have benefited the target groups a lot.

Cooperation with VLA began with the project 'Legal Aid' in 2008. The project was supported by the Danish Embassy by 4.3 million. The target group was the poor rural population in the northwestern provinces Dien Bien, Lao Cai and Lai Chau, bordering Laos and China.

Here, illiteracy is a widespread problem - up to 85% of women in some of these districts are affected. There are also provinces having more than 80% people living below the poverty line and where the average income is about 200 kr./month. The areas are isolated and with only little access to information. Often the villagers do not know much about their legal rights and oppor-

tunities, and rules and laws are typically communicated badly to those who live apart.

Many questions have focused on land rights, land access and land use, including conflicts between villages on the use of agricultural land - areas where the authorities have not been clear in their decisions. Eg. re-housing by expropriation of farmland for road construction, expansion of hospitals or construction of hydroelectric power stations have caused problems. Other issues relating to civil rights are schooling, health care and insecurity of civil law, inheritance and legislation in connection with marriages. Generally, it is difficult for this poor population to access legal assistance. It's expensive and the lawyer offices are far from the villages. Communication is difficult, as many from ethnic minorities do not speak Vietnamese and do not have the ability to communicate the problems further. The purpose of the project was therefore to strengthen the ethnic minority's awareness of their legal rights, and to enable them to approach relevant authorities in case of con-

licts and disagreements. During training -the VLA provided that lawyers were available at meetings in the villages, and residents could encounter the problems either in joint forums or at individual meetings with a lawyer, who often spoke the local language.

The projects 'Legal Aid II' and 'Legal Aid to Contract Farming'

The result of the first project, 'Legal Aid I', had a great deal of attention from the Danish Embassy, as well as Danida. And to a follow-up to the project, they allocated 6.7 million DKK to Phase II: 'Legal Aid to the Rural Population'. This time located in the provinces Dien Bien, Son La and Hoa Binh. The target group and project purpose were the same as in Legal Aid I. This means creating better economic conditions for the poorest and helping to give the population more control over trade agreements between the seller and the buyer.

The final project, which we have just completed in the provinces Lao Cai, Son La and Lai Chau, was called 'Legal Aid to Contract Farming', and it was supported by CISU with 5 million DDK.

Throughout the three projects, I have had the opportunity to attend several meetings with the poorest in the most remote villages hearing about the types of legal problems they have had. There has been no payment of war damage compensation. E.g. the money was usually paid, but „disappeared“ along the way to the recipient! Or it could be a case of lack of compensation by expropriation, marital disputes, or else where there was a need for legal assistance. In addition, I have participated in meetings with representatives of the public authorities on the interpretation of new legislation. These were meetings where officials from regions and municipalities met to be updated, but also to establish networks with officials with the same area of work.

▼ Preparation for planting tea plantation in Phieng Phat 2 village





◀ *Remote village in Lau Chau*

work to 25 unemployed in the area, which was paid at 560 DDK a month. It sounds like much, but in an area where the average wage is about 200 DDK. per month, it is well paid.

In addition to the task of landlord, Mr.Phuc himself has 9 ha with tea.

That production has given the family an annual income of approx. DKK 38,000, which has enabled the family to pay for the children's further education.

'Legal Aid to Contract Farming'

The most important topic of the last project was the design of standard trade contract between farmers and companies. Previously it was often the case that farmers and companies broke the deals, if they could each benefit from it. Even the State ran from agreements, both written and oral, so there has been and is still is need of legal rights assistance. And the good thing is that VLA will continue their efforts. The project has published „handbooks“ with examples of contracts.

The target group comes from the mountainous regions of North Vietnam, where 65% of the population belong to ethnic minorities such as Tay, Nung, Dao, Thai, Hmong and Giay. The main occupation in the areas is agriculture cultivating tea, rice, corn and vegetables, and a small number of livestock, for example chickens. Participants received teaching and learning in contractual terms when selling the products. At the final meeting in Hanoi, where there were representatives of VLA in the 3 project provinces, it was expressed the need for a continued support for activities that have been included in the project. There is still much to do.

Success with 'Contract Farming' in Phieng Phat 2 Village

There have been very good results in several of the project provinces. In Phieng Phat 2 Village, in Lai Chau province, 143 families with a total area of 160 ha with tea cul-

tivation have significantly improved their living conditions. The driving force behind the success was village leader Mr. Hoang Van Phuc, who was a pioneer in contracting with Than Uyen Tea Company. The contracts between the village and the company led to a better sales product for the company, and thus a better settlement price to farmers. With a delivery of 80 tons of tea leaves a year, a better price resulted in more winnings. The tea production alone gave

With the improvement of cooperation between businesses and farmers, tea production has in the last few years helped many farmers in Phieng Phat 2. village in Lai Chau province out of the worst poverty. The cooperation has also contributed to the expansion of the tea production area, and step by step the tea production has increased. The village has been a role model for other villages in the province.

▼ *VLA meeting in a village*



▼ *Picking tea in the plantation of village Phieng Phat 2*



New decree to help organic agriculture in Vietnam

By Charlotte Engell Denham
Project officer in ADDA
Photo: ADDA Vietnam

The government of Vietnam has developed national guidelines for Organic Agriculture, and ADDA can take a small part of the credit for this development. The decree came into force on 15 October this year.

Vietnam's organic development can be traced back to ADDA's first organic project. In 2004, ADDA launched its first organic agricultural project in cooperation with the Vietnam Farmer Union (VNFU). At this time, the term „organic“ for many Vietnamese people was relatively unknown, and there was a pronounced tendency for a high consumption of pesticides and chemical fertilizers in production, which had a negative impact on the environment and quality of agricultural products. During the project period, there were many obstacles to overcome, primarily due to the fact that until recently there were no national rules and requirements for organic production. The project therefore had to start from scratch to support the building of organic farming and develop standards for organic agriculture. The project, 'Development and Marketing of Organic Agriculture in Vietnam' en-

▼ *Prime Minister Nguyen Xuan Phuc, who addresses the forum, said that Vietnam will invest more in organic farming in the coming period to meet the growing demand for organic products both domestically and internationally*

ded in September 2012 and achieved many good results.

From this first step up to today, 33 of the total 63 provinces and cities throughout the country have started organic farming.

PGS - the first step towards organic certification in Vietnam

ADDA and VNFU have supported agricultural groups in several provinces with the building of organic farming. Together, the farmers and the project developed and implemented a certification system. The certification is based on the global Participatory Guarantee System (PGS), which acts as a mutual agreement between manufacturers, wholesalers and buyers to trust that the goods are manufactured as agreed to by organic standards. PGS is Vietnam's first organic label, which is internationally recognised marks an important milestone in becoming a part of the global organic movement.

Vietnam's first association for organic farmers is set up

In 2011, the Vietnam Organic Agriculture Association (VOAA) was formed and the ADDA-project contributed to this. VOAA aims to take care of members' interests and to ensure that organic agriculture is higher on the agenda of consumers and authorities. Since 2013, the association has carried out the PGS Ecolabel in Vietnam. ADDA and VOAA have chosen to carry the orga-

nic agricultural baton further with another project. While the former project aimed at building and developing organic agriculture in Vietnam, the goal of the new project 'Strengthening the framework conditions for production and marketing of organic agricultural products in northern Vietnam' is to ensure that organic agriculture will receive more support from the government. The project, supported by CISU, runs until March 2019.

Organic farming on the agenda

Today's interest in organic agriculture has not diminished, on the contrary. In December 2017, more than 400 delegates attended an international forum on organic farming, where ADDA's current partner, VOAA acted as a co-organizer. During the two-day event, delegates included representatives of 27 Vietnamese and foreign agricultural associations, engaged in topics such as organic farming and market, as well as international standards for organic products. The forum gave participants the opportunity to contribute to the government's draft decree on organic farming.

Decree 109/2018 / ND-CP, signed after this event, contains a chapter on regulation of certification of organic agricultural products, labels, logos, traceability of origin, business operations and inspection.

▼ *A woman in the ecological project harvesting ecologically grown water spinach*



Experience exchanges reinforce everyone!

How a successful chicken-raising spread into my village

By Mrs. Khay Monika
ADDA Cambodia
Photo: ADDA Cambodia

Back in 2007, ADDA and partner READA facilitate courses in chicken farming for poor families in the Thnol Keng village in the Siem Reap area, and the course resulted in three self-help groups. One of the female farmers from this course, Mrs. Chan Loeum has since spread her experiences of chicken farming and has affected a success of many other farmers.

After the course, Mrs. Chan Loeum expanded her chicken breeding from 5 up to more than 200 chickens. When selling chickens, she has improved her family's living conditions, and she has created one of the best success stories. In addition, she shared with enthusiasm her experiences to her neighbors, so they could improve their own chicken production.

Several women tell about success with chicken breeding

Mrs. Lam Thav, who participated in ADDA's Farmer Field School in 2007, later began to breed chickens, and she now has 200 chickens. It takes two to three months to feed a chicken up to a selling weight at 1.2 to 1.3 kg. Mrs. Lam Thav was also gi-

ven guidance from her aunt, Mrs. Chan Loeum.

Mrs. Lam Thav's chicken production is working well together with cultivation of a fairly large piece of land, as well as the operation of a small rice mill of her own. She has bought an incubator, that she has used to scale up the number of chickens, so she now owns 40 hens, that deliver eggs to the production. She has annual expenses of approx. 11,760,000 Riel. The total income from the sale of 1,600 chickens is approx. 31,360,000 Riel, so she has achieved a good profit of approx. 19,000,000 Riel, (about 31,000 kr.). She can take good care of her family with this income.

Mrs. The Phea is also a successful chicken breeder and neighbor of Mrs. Chan Loeum. She started raising chickens in 2016, and now she earns approx. 7,000,000 Riel. At the moment she is also a member of the 'Spean Thnot Meanchey Agriculture Cooperative'.

Mrs. The Phea said, „I visited my aunt, Mrs. Chan Loeum, almost every day. I noticed that she was getting more and more chickens on her farm, so I decided to learn from her. She did not hide her knowledge, but taught me as well as other neighbors to follow her example. Sometimes I stayed

with her all day and ate in her home, because I wanted to see how to vaccinate, care and treat the chicken. Now I trust myself as a chicken farmer, and last year I sold more than 200 chickens. I am learning from her until I have full knowledge.

Mrs. Loeum has created growth in her community

Several families in the village say they learn the methods of raising chicken by Aunt Loeum. She has also introduced the neighbors to the buyers. So the course in chicken farming has caused changes in the community and, not least, the success of the chicken breeding.

Aunt Loeum has been a strong resource person, and she shares her experience of raising chicken for other self-help groups. It is said that most self-help group members have changed their perception of raising chicken because of her teaching in new production methods.

▼ Mrs. Chan Loeum educates villagers in chicken breeding



▲ Mrs. Chan Loeum teach other women how to vaccinate a chicken



▲ Mrs. Lam Thav and her husband take care of the chickens

Organic food production in Tanzania

– About the ADDA project 's partners and methods

Text and photo by Erik Schiøtz Pedersen
ADDA Project Coordinator, Tanzania

ADDA's current development project in Tanzania will help small farmers to create a platform for the sale of organically grown crops. The article draws a picture of organic farming in the country and the actors, who help ADDA to give about 15,000 small farmers access to selling organic sunflower to the international market.

Organic farming in Tanzania is officially not very widely used. However, if you look at the most important aspect of organic agriculture - the absence of chemically produced fertilizers and pesticides, you can say that many areas of Tanzania practice organic farming. In many areas the purchasing power is small, so the supply of these inputs is also small. The potential for development is that the farmers often grow organic without using improved organic cultivation principles.

The problem for farmers is to achieve a market advantage in organic agriculture. The demand for organic products is very low in Tanzania, and most farmers have neither knowledge nor economy to take the initiative to become eco-certified. In order to sell organic products internationally, the purchasers require large quantities that meet up to very specific specifications. Therefore, ADDA's cooperation with Vantage Organic Foods (VOF) in this project is almost the only way in which small farmers in a country like Tanzania can access the growing international market for organic products. VOF pays and manages eco-certification and brings together many small amounts of yields from the farmers so that it can be sold internationally.

Cooperation with 'Tanzania's Movement for Organic Agriculture' - TOAM

Tanzania Organic Agriculture Movement (TOAM) is a nationwide Tanzanian umbrella organization with 89 member associati-

ons consisting of small scale farmer associations, cooperatives, NGOs and Farmer Based Organizations, researchers and teachers. TOAM was established in 2009 with the main purpose of spreading organic agricultural production to all of Tanzania.

Today, TOAM is an important player both at political level and as a practical participant in the spread of organic agriculture in Tanzania. Politically, TOAM is one of the key architects to get organic farming incorporated as an integral part of the Tanzanian government's agricultural strategy. At the practical level, TOAM has an extensive training program for farmers who are interested in converting to organic production methods.

Organic production, in addition to being good for the environment, is particularly suitable for raising production and thus the livelihood of small farmers with little or no economic resources, as they typically have very small farm lands (1-3 hectares). Farmers can produce their own organic fertilizers and disease prevention and thereby virtually free of charge.



▲ Air drying of sunflower seeds in Kibaigwa in Central Tanzania



▲ *TOAM employee and a 'Lead Farmer' in a field of sunflowers, Kibaigwa in Central Tanzania*

ADDA's partners in the project

TOAM has been working with ADDA and VOF since the beginning of 2017. In addition to the administering part of the project's farmers in Kongwa and the eastern part of the Chamwino districts of the Dodoma Region, TOAM will provide training for its own as well as other partners' Lead Farmers.

Actions for Development Projects -

Mbozi (ADP Mbozi) is a regional Tanzanian NGO, which mainly works with development projects for small farmers in the Mbeya and Songwe regions of Southwestern Tanzania. ADP Mbozi has been working with ADDA and VOF since 2015.

Genesis Agrocomplex Ltd. (Genesis) - is a locally based consulting firm specializing in agricultural research, farmers' training and consultancy tasks in agriculture and food, environment and development in rural areas. Genesis is the last arriving partner for the ADDA project and was engaged in April 2018. Since Genesis is a business-based partner, unlike the other two main partners,

which are NGOs, Genesis has quickly realized the business potential of the collaboration and has become the partner that trains and manages most farmers registered for organic certification in the project.

Establishment of partnership and cooperation

This three partners have been identified during a long process in a collaboration between ADDA and the primary business partner, VOF.

The project is designed to support VOF's business model, which is based on the company's experience from India. The requirement for any partners has been that they wish to enter into a business relationship with VOF, where they should be responsible for identifying and registering farmers for organic production and certification, training and maintenance of the necessary documentation (field diaries and internal control) of the registered farmers, as well as assist farmers and VOF representatives by buying in buying centers as close to the farmers as possible. The payment for this work will be based on a settlement per

ton purchased from farmers and managed by the individual partner.

Organic certification in Tanzania

Organic certification is based on agreed standards on how a production is to be organized and performed to be called organic. To ensure that these standards are followed, there must be both a documentation system and a control agency. This entire system results in a certification that guarantees that everything is as it should be. Since the target group for ADDA's project consists of small farmers with a small acreage, certification of each farmer will be too expensive. Therefore, work is done with a so-called group certification, where farmers in a local area are certified as a group rather than single individuals.

You can read about the certification process in ADDA's organic project in Tanzania at www.adda.dk

ADDA efforts work in the most remote provinces

By Kjeld Vodder Nielsen
Project Coordinator, ADDA Cambodia
Photo: ADDA Cambodia

One of the main results from a recently completed external evaluation of ADDA projects, started in 2013 in Oddar Meanchey Pprovince, shows that it has significantly contributed to reducing poverty among the project target group. The number of the poorest is reduced from 87% to 27%.

The Oddar Meanchey province, bordered by Thailand, was the Khmer Rouge regime's last stronghold in Cambodia. The province became part of the country in 1999, as part of the Prime Minister's 'win-win' policy to end decades of conflicts. Large areas had been cleared for forest and the tree sold to obtain currency. Extensive areas were mined and the province was both starved and sparsely populated. Poverty and hunger still affect the population, even though conditions are improving. The population in the province is increasing, because security is improved and there is access to land, which attracts landless and poor farmers from other areas of the country.

Since 2013, ADDA and four partners have implemented a number of activities to improve living conditions among the poorest

Classification of Families Income Status (%)	2013 The starting point for CISOM I	2015 Completion CISOM I	2018 10 months before the end of CISOM II
The poorest - ID poor 1 *	41	21	9
The second poorest - ID poor 2	46	21	18
Families without classification - No ID	13	58	23
Medium	0	0	50

**ID Poor 1 is the lowest rating of the poor categories, which includes households without land or less than 0.5 hectares per family. The family owns no other assets, has low education and lives extensively every day in a hand-to-mouth existence. It is a public classification / registration of the poorest - which gives these families access to free medicine, hospital treatment and project support, such as free water filters. Only the two lowest categories ID poor 1 and ID poor II get a term.*

„Medium“ means that the family has been assessed and is above the poverty line.

„Families without classification - No ID“ are families that have not been assessed (eg. migrants or relocated at the time of evaluation). This category can contain ID poor 1 or 2 as well as, medium and „rich“. (The classification is defined and made by the Cambodian Ministry of Planning).

st in the population - in particular women (Empowerment of Civil Society in Oddar Meachey - CISOM Phase I and II) in 5 districts. But does that work? Improve living conditions for the target group?

We all - including donors - would like to find answers to these questions. To illuminate these questions, we systematically use internal and external evaluation of the projects. One of the main findings from a recently completed external evaluation is outlined in the table below with the comment: „The project has significantly contributed to reducing poverty among the project's target group. The number of the poorest (ID poor 1 and 2) is reduced from 87% to 27% „.

Of course, we are pleased to see the significant reduction in the number of poor

through the project progress. But we are also humble, because the results are in fact created by the poor farmers' own operations, own will and their pursuit of progress - an improvement of the living conditions, that the project partners are trying to catalyze.

There is still some way to go before poverty is eradicated in the area. Hopefully we will be able to continue our efforts with a follow-up project helping with further reduction the poverty among an even larger target group. Unfortunately, Cambodia is still fragile in democratic terms, and you cannot find the stable frameworks or developmental conditions, that we know from Denmark.

◀ ▼ *Fra svedjebrug til mere bæredygtige produktionsmetoder.*



The Christmas Present 2018

- Give a contribution to wells, rice banks, small bridges, water channels and roads in Cambodia and Vietnam!

Find more about ADDA's Christmas Campaign for members and friends in www.adda.dk. Give 200 DKK or more, helping small development projects in the villages in ADDA's project areas. The Rural families has a great need for wells to get clean drinking water, water for irrigation of crops, good storage facilities for their rice and local infrastructure, such as smaller roads and bridges.

Contributions can be put into ADDA's account: Reg.nr: 9324, account no: 3245623703, or use ADDA's MobilePay no. 70636. Remember name, address and e-mail.

Everyone will receive a letter from ADDA as proof of the Christmas gift. Here you can also read how to do if you want tax deductions for your gift.

In case you have a question, you can contact ADDA via e-mail: adda@adda.dk.



▲ *Farmers in Phaaung Village enjoy using water from the new well to households and crops (Cambodia)*



► *Female farmers deliver rice to the new rice bank in Trapang Run Village (Cambodia)*

ADDA has updated our privacy policy

We will handle your information as a prerequisite for us to register you as a member and to charge your membership fee, to keep you informed about ADDA's work and to receive contributions from you. We

have written a privacy policy to inform you about how we protect your information and process them in accordance with the EU Data Protection Regulation (GDPR). You can read ADDA's privacy policy at www.adda.dk.

See www.adda.dk

We refer to the ADDA website in several of the articles in this magazine. Use it! You can always find more information and great photos from our projects at www.adda.dk!

FOLLOW ADDA'S CHRISTMAS CAMPAIGN 2018

Dear members! - Give a gift and support the rural population in Cambodia and Vietnam



The families and the self-help groups have great need of smaller development projects such as wells, rice banks, bridges, water channels and roads. See www.adda.dk

Join ADDA now!

As a member of ADDA you contribute to the poor farmers in Asia and Africa to improve living conditions through ADDA's projects under ADDA's motto: Help to Self-Help. You get two editions of the ADDA members' magazine yearly.

Furthermore, you can follow our projects by subscribing for our e-mail newsletter, and follow ADDA on our homepage and on Facebook. Sign on via www.adda.dk.

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Reg. No. 9324, Account No. 3245623703.