PILLAR 2 GLOBAL LEARNING EVENT REPORT

LUSAKA, 12-16 SEPTEMBER 2022

The Sowing Diversity = Harvesting Security (SD=HS) program works with Farmer Seed Enterprises and Farmer Field Schools, focusing on the production and marketing of seeds in Guatemala, Peru, Zambia, Zimbabwe, Nepal, and China. The pandemic limited the possibilities for sharing information and for exchanging. As 2023 marks the final year of the current SD=HS phase, the organization of a Global Pillar 2 Learning Event for SD=HS partners was considered particularly relevant, complementing efforts in other areas of work.

In the current phase of SD=HS, the establishment of Farmer Seed Enterprises (FSEs) and Farmer Field Schools (FFS) followed a common strategy, but the process responded to country-specific contexts, leading to slight variations, and adapted "models". As a result, the teams in the different countries faced different challenges, and have seen different results. This diversity led to many lessons and recommendations, helping the program teams to adjust strategies and ensure an even more successful program. The learning event served as a forum for dialogue and mutual learning between those working to support smallholder farmer-led seed production and marketing initiatives. The objectives were two-fold:

1. Provide opportunity for participants to look back, compare results and share ideas, focusing on the impact different seed production and marketing initiatives have had in terms of:
- supply of seed desired by farmers and impact on incomes, livelihoods, skills, and knowledge.
- engagement of women and youth.
- advantages and disadvantages of different models/approaches and the need to adjust or adapt strategies and activities to a specific agricultural, socio-economic, cultural, and political context.
- national policy and legislation, in particular seed laws and implementing measures, on farmers seed production and marketing initiatives.

2. Provide concrete recommendations for a new program or for a new SD=HS phase, building on the experience of and on the main lessons drawn from the analysis of all activities and results.

The event was attended by participants from Zambia, Zimbabwe, Uganda, Peru, Guatemala and Nepal. The individuals were selected according to their focus on farmer seed enterprises initiatives (pillar 2).

This document summarizes the five-day global event, each meeting day has its own annex with additional outputs.

DAY 1: SUPPLY AND DEMAND OF APPROPRIATE GOOD QUALITY SEED

Introduction video by CTDT Zambia. Keynote address by Zindaba Hanzala who gave insights on successful youth smallholder farmer enterprises. Key factors included support with technology and extension, financial literacy, and market linkages, notably through digital platforms. Dr Miti of SCCI noted that the Zambian government agricultural policy aimed to empower smallholder farmers, and "facilitate farmer's access to high quality genetic resources of their choice".

Session 1: Farmers' demand in program countries

Farmers' needs and demands, and the extent to which quality seeds are more widely and readily available across farming communities because of FSE efforts. What do the farmers want? How are we responding to their needs? The session was kickstarted by a **Presentation by CTDT Zambia**

Set up: The group split into groups to answer, "How do each actor know exactly what the farmer needs?". The subgroups were: Agro dealers, Neighbour farmers, SD=HS project, FFS, Market-oriented farmers, FSE.

Conclusions

→ Needs may differ but the goals are common; this can help how we work
→ We must strengthen collaboration of players in the sector and value chain
→ More collaboration with organisations/entities that are well established in the market
→ Agrodealers are a marketing channel that can be engaged by FSEs, but how best to interact with them as FSE/FFS?
→ There is a diversity of farmers in communities but there tends to be a commonality of cropping systems, food consumed and earning levels.
→ FSEs and FFSs need to be business oriented to be sustainable.
→ We still lack marketing skills and a strong grasp of farmer demand for seed in terms of customer segments, quantity, price, and timing.
→ The FSEs and FFSs tend to focus on varieties and seed production and not so much on services associated with seed marketing (such as information, distribution, credit).

Session 2: Markets and marketing

In this session participants discussed niche markets, marketing channels, pricing, competition, market analyses and impact of local policy and legislation on seed production and marketing.

Set up: Working in groups, participants considered the following the questions and challenged each other *("Yes, but…" and "No, unless…")*:
- A. Do farmer seed processed have a niche market?
- B. Marketing channels in local/formal markets?
- C. Price selling
- D. Competition for seed with other in the same market

Conclusions

→ Farmer Field School vs Farmer Seed Enterprise: Seed production and marketing is building an appetite for the FSE; farmers are now becoming more introspective.
→ Transitioning from FFS to an FSE must make use of the seed production and marketing training; without it they have no real appreciation of the context and negotiations that a part of FSE.

→ Access to market is complicated for the FFS; there are benefits to linking up with a commercial entity for this aspect.
→ Common challenges in FFS/FSE regarding group dynamics like reaching agreements in the decision-making process, financial management issues.
→ FSE/FFSs can compete on price, diversity of product (niche products and locally adapted/ accepted crops and varieties), seed quality, local connections, knowledge and trust, and possibility of credit/barter trade.
→ FFSs need to be linked or evolved into FSEs because this is expected to move the FSPM into a more commercial and sustainable model.
→ There is a lack of clarity on price setting, especially differentiating what price is paid for the product from producing farmers and what price to sell to buyers.
→ Capacity building in marketing is needed.

Session 3. Seed processing, storage, and transport

From the field to the market: collection, bulk processing, labelling, certification, etc. (as "internal" conditions required for commercialization). The session started with a **Presentation by CTDT Zimbabwe.**

Set up: Form a sentence using specific words. Example should be what the participants believe in or what is true.

Conclusions

→ Seed production and processing for profit is impossible without good/skillful producers, suitable land, capacity to mitigate production processing challenges (e.g., drought, economy, and electricity brownouts) and government support for commercialization.
→ Internal quality assurance systems, that meet (and exceed) the government seed regulations are required.
→ Different countries have different abilities to manage their FSEs; thus, business development and management is an important focal point.
→ External help from the likes of Oxfam-Novib and government policy is essential for the development and growth of local seed businesses.
→ Farmers tend to sell off their produce at an undesirable price. This is a matter that needs addressing.
→ How are FSE financing investment for the following season if they buy at a low price? Investment is necessary for the farmer to break even; however, this takes time.

Session 4. An enabling policy environment for commercialization

A **Presentation by the FSN in China** kickstarted the session.

Set up: Interactive discussion on seed law requirements to register, possibilities and challenges for farmers to register their variety, identify bottlenecks and how farmers deal with plant breeders rights. The modified flow chart below was a product of discussions during this session.

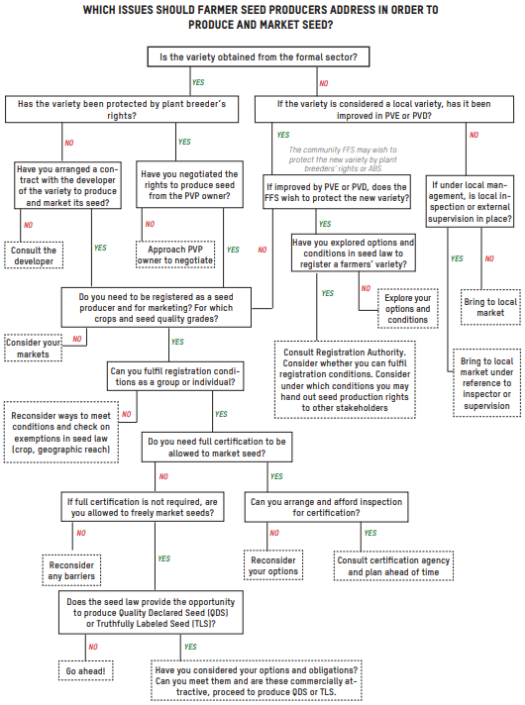
Conclusions

→ A favorable and facilitatory government policy regarding local seed businesses is necessary.
→ Government policies and regulations are not always clearly articulated.
→ The terminology used for seed sectors may be an issue that hinders progress; the term "informal" may not portray the importance or entrepreneurial aspect of local seed systems. It may be wise to adopt other terms, such as "indigenous seed
→ systems" or "traditional seed systems." The use of FSE is a good way of describing these local seed systems.

→ Seed mixtures was a point raised, and raised the question: "How genetically pure and uniform do indigenous seed have to be to qualify for certification?" In the light of climate change or genetic diversity, seed mixtures may be important to farmers. In OPVs, the DUS regulations allow for a stable variation in phenotype of a variety, but could this be applied to a self-pollinated crop?

→ This government policy component of the (new/extended) program may be a critical weak link if not addressed in some countries. Issues such as the official recognition of FSEs as certifying agencies or legitimate seed companies, recognition/registration of local varieties, accommodation of a certifying system for local seed/varieties, and clarity on local variety ownership, maintenance (and EGS production), licensing and value distribution need clarifying attention.

The edited flowchart was adapted to include local management, local inspection, and external supervision as additional options. Find the initial flowchart and the edited flowchart



DAY 2: IMPACT AND (LIVELIHOOD) OPPORTUNITIES FOR IPSHF & SEED PRODUCERS

Power Walk Exercise

Session 1: Seed production and income generation

The relation between farmers' participation in the FSEs and their incomes. Profitability (is it worth the effort or the investments made?) and regularity (is it expected to be the same every year)? Session initiated through a **Presentation by ASOCUCH.**

Set up: "Snakes and ladders" - from seed production to higher incomes to better livelihoods.

Conclusions

→ FSEs still have some work to do to fully grasp the financial management and potential profits from seed production. Income generation is only through sales of seed and not from seed production *per se*.

→ Emphasis was given by the South Americans on the need for consistently high seed quality to assure continued income generation. Building trust in the quality of seed is key!

→ Naturally the seed producer wants higher income from seed production, but aggregation of seed, selling the seed and distribution of the net proceeds needs further understanding in the FSEs.

→ Start with the willing, those farmers whose mindsets are positive and once access to seed improved, move on to recruiting those whose mindsets need changing.

→ Farmers from P1 and P2 can benefit from improved linkages. Capital is important for both pillars and the focus on achieving diversity is shared.

→ Beyond income generation, access to and availability of seed in the community as equally important considerations.

Session 2: Farmer empowerment

The expectation of empowerment is farmers become capacitated to develop new skills for their benefit. Discussion was initiated through a **Presentation by ESAFF.**

Set up: *A list of the steps that do **not** lead to farmers' empowerment, and a review of the ways to change this.*

Conclusions

→ Clear thinking and rational justification for who to focus on in the design phase is key. As soon as criteria are set for who to include in a program, those who are excluded may be overlooked or disempowered to some extent.

→ It is crucial to involve the target group(s) more in planning and implementation, providing supporting services only where needed, increasing capacity and skills of the farmers, and encouraging responsibility and accountability to the FSEs. This also means adequate distribution of resources.

→ We must make information and materials available in local languages, or we run the risk of alienating and intimidating farmers.

→ Examine systemic issues that impede empowerment and draw needs from diagnostics carried out by youth and women, which can lead to increased inclusion.

→ Improve collaboration/cooperation with public sector by presenting the farmer with both negative and positive aspects

Session 3: Skills and capacity development

Participants discussed skills necessary for seed production and marketing, skills gaps, access to and benefit of training, external support for capacity development and how gender and intergeneration issues are addressed. A **Presentation by FOVIDA** provided the context for discussion.

Set up: *BINGO: participants talk to each other looking for those who know specific problems, situations, approaches.*

Conclusions

→ A training needs assessment would assist greatly in designing skill and capacity development programs.

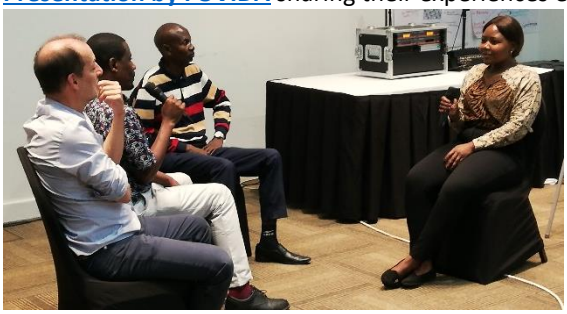
→ Use of local language and local support services (e.g., government extension and seed regulators) will greatly assist in this and be one means of institutionalising FSEs in communities.

→ Farmers are generally good/competent at crop production but can learn more on three topics: group dynamic, marketing, and financial management (unless the training needs assessment shows otherwise).

→ Exchange visits between FSE either within or across countries would be beneficial.

Session 4: The participation of youth

Young people are generally seen as more commercially driven, and FSEs are presented as a "carrot" that may help enhance their engagement. Young people can also contribute enormously. The session started with a **Presentation by FOVIDA** sharing their experiences engaging youth.



Set up: *Role play of a job interview to select a new colleague that will help us engage young people.*

Conclusions

→ The greater inclusion or emphasis on youth is challenging due to the "lure of the city". It appeared that income generation and use of technology were two big drawcards for youth.

→ Engagement of the youth in the planning phase is critical, so that they have a sense of ownership and purpose in the FSE.
→ Access to land, resources and information will also encourage youth participation.

DAY 3: FIELD TRIP TO SHIBUYUNJI

A field visit gave participants a practical feel on the programming context in Zambia. The pictures below provide select impressions of the visit.






Find more pictures here.

DAY 4: IMPACT AND (LIVELIHOOD) OPPORTUNITIES FOR IPSHF & SEED PRODUCERS

Session 1: SD=HS P2 Models: FSE and FFS

The session explored the different models for the FFS and FSE, the key factors for choice, farmer organisation participation of community members and their responsibilities, roles, and resources.

Set up: *World Café: four subgroups collect ideas*
Conclusions

→ A wide range of models and possible models exist in the arena of local seed systems, from community seed banks through FFS, cooperatives, FSE and LSBs, however the ability of each to be profitable and sustainable depends on many factors in the Seed Value Chain. Any model could probably be profitable and sustainable if the business model is robust and weak links are strengthened and overcome.

→ An aspect that raised some discussion, but which needs further attention at the FSE/FFS is the modalities of seed aggregation, cost sharing and profit sharing.
→ The FSE and FFS linkage with the wider seed sector environment needs attention too, such as with suppliers, agro dealers, “formal” seed companies, public institutions and the local community. These relationships will likely vary depending on the context, but these linkages need to be identified and build.
→ The formal organisation of the farmers in the FFS or FSE structures needs attention. I got the impression that some groups did not have a constitution or bylaws, which would help guide the group dynamics, operational systems and financial management.
→ Instilling a commercial orientation in the FFS/FSE

Session 2: Partnerships and Collaboration

On the need to work with other organizations, with the private sector and with the local authorities, the session

explored institutional arrangements and regulating frameworks. Discussions were initiated based on a **Presentation by LI-BIRD.**

Set up: *"Margolis wheels": Sitting in two circles, participants pairs talk to each other, then move a seat further.*

Conclusions

→ FSEs need to clearly identify, understand the relationship and establish appropriate communication systems with stakeholders. Some stakeholders are more important and have greater influence than others – these are the ones that need to be engaged in a manner that makes them champions and cheerleaders of the FSE.

→ Specific conditions need to be in place for fruitful collaborations, this may take time and certainly planning efforts.

→ It is key to think of accountability mechanism and put those in place when establishing partnerships.

Session 3: Integration with other issues & themes

Seed production and marketing as part of a broader effort.

Set up: *Participants represent one pillar and think about relationship to other pillars.*

Conclusions

→ Clearly the four pillars are highly complementary and co-dependent, but it appeared evident that further integration and continuum should be facilitated and embedded to achieve greater success. For example, the Community Seed Banks could be seen and the maintainer and provider of EGS of local varieties into the FFS/FSE. These would then feed directly into the nutritional component, while the policy and management aspects help drive the whole process towards institutionalisation and sustainability.

→ Finding ways to add value to the products produced from seed marketed by P2 would create "pull" for the whole seed value chain.

→ The need for achieving government recognition and support for "legalising" FSEs is essential.

→ The model for local community beneficiation from germplasm in seed banks needs attention.

→ P2 may consider including regenerative agricultural principles in the seed production and associated crop production in their targeting communities as a means of improving diversity and resilience.

→ In P1, improvement of the storage facilities for longer-term seed viability and improved cataloguing and utilisation of germplasm was noted.

Session 4: Sustainability issues

This session emphasized the need to have an enabling environment which includes resources, motivated participants, rules, and regulations among others. **Presentation by ASOCUCH** sharing their efforts to ensure sustainability supported discussions.

Set up: *"Troika consulting": participants play the role of clients and consultants, working to solve a problem.*

Conclusions, key issues

→ Achieving legal recognition of FSEs, local varieties and seed certification thereof.

→ Cataloguing local varieties at the FSE level and finding a way to register these so that they may be recognised for certified seed production.

→ Establishing systems for community beneficiation from local varieties. At the simplest form this is through informal FFS/FSE SPM of local varieties, but if there was a way of institutionalising this it would probably be better for the long term.

→ The maintenance and production of EGS of local varieties needs to be established.

→ Good financial management of FSEs will assist in securing sustainability.

→ Seed quality assurance systems need to be established.

→ Internal governance structures need to be well organised and managed.

→ A definite end-game plan is needed from the external supporter, so that the FSE has the capacity to be self-sustaining.

DAY 5: NEXT STEPS

Session 1: Closing remarks - From theory to practice: institutionalization

The discussion on institutionalisation in the program was guided by a **Presentation by Charles Nkhoma, CTDT Zambia.**

Actions that will contribute to institutionalization of P2 programme

- Introduce FFS and FSE approaches in farmer training institutes in target districts, publicize the FFS and FSE concepts and strengthen the visibility of existing FFS and FSEs. Along with striving for the formalization of FSEs as legal entities.
- Develop guidelines on trading of seed of farmer varieties. This will lead to increased sales of seed of farmer varieties by FSEs. Also strengthen linkages with agro dealers.
- Develop guidelines for FFS ownership of germplasm and farmer varieties and create direct linkages for FFS to access foundation seed.
- Formulate a farmer variety registration framework, this will increase interest in FFS PPB products for seed production and marketing by FSEs. Always engage and raise awareness of policy makers.
- Develop Community Seed Banks to become focal points for farmer seed production and marketing.

Session 2: Key lessons & agreements

Inspirational video from FSN China set the tone for thinking outside the box for future programming!

What should be the key elements of a new proposal / new program? What are the next steps we all agree to?

Set up: "Postcards from the future": write to your 2030 self, what happened within a couple of years?

What have you learned from this meeting?

- There is vast experience among countries, perhaps we could form a seed working group under the SD=SH that can advocate for this, including the exchange and learning that can be done.
- Cooperative umbrella works for SPM and legal entity for SPM. The cooperative approach can directly influence the price and be of direct benefit to seed farmers. More cooperative effort is needed in registering the local varieties. We must maintain a strong drive for the cooperative approach.
- Sustainability is a major criterion for planning: how to plan in such a way as to optimize sustainability? Breaking even is a necessary requirement in sustainability and need a common vision dependent on the group structure. Quality of administration, accountability and transparency are important for sustainability.
- What will be the focus of a future programme to be viable? Need a comprehensive approach, perhaps a landscape approach could be appropriate. Communities are complex systems, and many things are linked e.g., poverty and climate change. We need to think of an approach that links the pillars effectively. We must involve women and youth from the start.
- Addressing policy issue concerns around registration of farmer varieties, promote inclusion of local varieties in legal statutes. While working on local issues we should not lose sight of international policy advocacy which assist in shifting national policy for the benefit farmer varieties.
- Institutionalization of farmer seed systems requires recognition of the FFS approach.

What has been an eye opener for you (what did you not expect but has come out?)

- I learnt that FSEs can be run very profitably and can be economically viable if run as a business, there is power in strategic linkages and cooperation.
- I never thought that some governments are not in support of smallholder farmers for supply foundation seed, it is interesting that the FFS cannot graduate to seed enterprise and participate in the seed business in various countries.
- The importance of learning from each other, a lot of ideas came out on different aspects. This will benefit a lot of us.
- The urgent need to change government policy regards registration and certified seed production of local varieties at FSE/CSB scale. There is a need for policy work at all levels.

- How similar FMSS are across the participating countries, including the challenges the face, yet so different. How a holistic approach is imperative to institutionalization.
- Something that struck me is that in most countries local seed is not recognized by the government. A lot of work needs to be done on this!
- That there is a pathway to register farmer varieties and commercialize them the support of national authorities and policy work.
- The fact that there are numerous linkages between the pillars and how all of them are significant to the program it was interesting to note how the pillars related and the synergies created amongst them. The interconnectedness amongst the pillars was very significant to be discussed.

ANNEX DAY 1 - SESSION OUTPUTS

Output session 1 - Farmers' demand in program countries

Set up: The group split to answer the question "How do each actor know exactly what the farmer needs?". The subgroups were: Agro dealers, Neighbour farmers, SD=HS project, FFS, Market-oriented farmers, FSE.

Agro-dealers group

Farmers need:	*Agro-dealers may respond by:*
• Early maturing, high yielding seeds • Affordable (sales); • Drought resistant • Packaging of certified seed	• Demonstrations • Handing out free packs • Providing well packed seed • Providing technical support (understanding needs) • Meteorological data • Facilitating access to information on seed policy

SD=HS project

Response
• Provides technical backstopping-plant breeding • Facilitation of training • Providing links to relevant stakeholders • Links to different markets and financial information

Neighbors farmers (Not involved in seed production; are food producers)

Needs from marketed-oriented farmer	*Response to female farmers*
• Learn from him, how does he do it successfully • Engage with him to advise him on the seed needs we had e.g., crops varieties, quality, price, quantity, timing; • Work with him to supply us with quality seed (certified)	• Understand her experience in farming • Exchange seed especially local seeds e.g., groundnuts • Sharing costs of production and marketing

Market oriented farmer

What do they need?
• Market research for identified crop • Demand for crop at the market • Storage process, transport • Capital

Farmer Seed Enterprise

What does the FSE need?	*Response*
• Can assist to carry out market research (SD=SH) • Share tools that may be used to extract information (SD=SH) • Assist to carry out market research (SD=SH) • Conduct research & engage with smallholder farmers (SD=SH) • Ask members what sort of varieties they like/would want (FSE) • Visit local markets to find out what farmers want (FSE) • Understand and map climate impacts (FSE) • Visit local markets to find out what farmers want (FSE) • Ask female farmers and youth their preferences and needs • Is it easy for female farmers to access markets and can they get a good price? (FSE/farmer)	• Seed multiplication and marketing; adapted varieties (resources) • Attending field days and farmer seed faire • Encourage community members to be part of FFS especially in relation to plant breeding • Seed collection and storage • Agro-dealers can advise on seed for use for the season depending on climate data • Learning business practices from the agro dealer

Farmer Field Schools

What do they want?
• Diverse seed-for increasing food production and nutrition levels; • Good quality and affordable seed • Accessibility to seed • Seed savings and recycling • PPB, PVS and seed production and marketing • Selection-adaptive to local context • Saving for the future demand • Learning techniques of quality seed production

Output session 2 – Markets and marketing

Set up: Working in groups, participants considered the following the questions and challenged each other *("Yes, but…" and "No, unless…")*:

***A*. Do farmer seed processed have a niche market?**

There's is still room for setting up niche markets; especially for those groups neglected by the commercial market. Always room for improvement; seed policy is open; seed production is a good business

***B.* Marketing channels in local/formal markets?**

We should look at how alliances may be established with key stakeholders to strengthen marketing channel; Addressing policy issues surrounding marketing of farmer varieties

C. **Price selling**

Production cost and market conditions key in setting farmer seed price; More decision-making power for farmer producers in Champion Seed; Farmer experience in calculating profitability is important; how do farmers make profit if profit price is fixed; issues of profit raising have been raised by the farmers

D. **Competition for seed with other in the same market**

Sourcing foundation seed is critical for the FSE; More work is needed to penetrate markets; Seed diversification puts the FSE at an advantage; Breaking even ensures sustainability of the FSE

Output session 3 - Seed processing, storage, and transport

Set up: Form a sentence using specific words. Example should be what the participants believe in or what is true.

State one crucial step for processing seed at the crucial stage. Use "impossible", "government", "profit", "for example" and "challenge"
- Seed processing and storage for **profit** is **impossible** without suitable equipment, quality assurance systems, **government** supportive policies mitigating **challenges**, **for example** storage and post-harvest losses. - It is not **impossible** to produce and process seed on a normal commercial basis, however, the **challenge** is the **government** seed regulations, **for example**, the farmers versus regulations restrictions. - It is **impossible** to process seed at commercial scale without mechanization in order to realise substantial **profits**, **for example** in Zambia processing groundnuts has been a **challenge** because everything is done manually and very labour intensive for women; it is therefore important to lobby the **government** for support to enable farmers access finance for procuring processing technologies. - Mechanization and **government** for this, needs processing adequate amounts, otherwise transition to commercialization may not be achieved; processing cannot be separated from profits. - Quality assurance during seed storage is crucial for process commercial seed which is **impossible** without inception of **government**'s officers or FSE's representatives which is still a **challenge** for low **profit**-making, **for example** storing diverse seed in same store. In Nepal some FSE's produce different varieties, different crops and have to store in the same room.
How do the FSE/FFS respond to the existing (or lack of) registration in country. Use "awareness", "scale", "in my country", "registration" and "monitoring".
Group 1: In **Zambia**, the FFS has good **awareness** of government regulations which restrict the marketing of farmer varieties and for the FFS to remain competitive and **scale** up production, they market farmer varieties informally **monitoring** adherence to existing seed regulations. - FFS monitoring for seed production and marketing in the competitive seed industry has been dome by SCCI for quality assurance gaps in the policy have been highlighted and **awareness** on farmer rights being done at FFS **scale** and community scale. In **Zambia** the project responded through collaborative efforts with responsible authorities to ensure inclusive systems; - There is need for **awareness** through seed training conducted by SCCI for the FFS in **Zambia**; before **scaling** up seed growing the organisation that has the mandate to **monitor** all seed production leading to low competition as only those that meet the criterial set by SCCI end up being seed producers - In **my country** producers are **aware** of the regulations and adherence to the regulation enables them to compete in the formal market allows them to produce on a large **scale**; - **Monitoring** of smallholder farmer seed production by a formal organisation such as the Zambian SCCI is beneficial; Uganda wants to replicate the Zambian arrangement. Trust by the communities is built through participation of monitoring institutions.
How do you get your working capital? use "in my country"; "quality"; "quantity"; "participation"; "sustainable**"** and "profit"
- In order to obtain **capital** in **Zimbabwe** an FSE will need a **quality** business plan that shows a **sustainable profit** and supportive **participation** of key stakeholders - *In* **Zambia** and **Zimbabwe participation** of cooperating partners can assist in obtaining working **capital** in order to provide **quality** seed for **sustainable profit**-making enterprises. A business plan is important but should be targeted. - In order to increase farmer **participation** and enable **sustainable** and **profitable** production of **quality** seed, there is a need to source for **capital** such as grants and loans or government empowerment programmes/initiatives. - In order to make FSE/FFS **sustainable** CDF (Constituency Development Funds, community level government grant) will be key finance in **Zambia** for **quality** seed production and **profit** which has potential to increase member **participation** on a regular basis; CDF allocation is up from ZMW 1.6 million to ZMW 25.7 million in 2021. - In my country (Peru) with an initial **capital** we started the production of seeds in a **sustainable** and **participatory** way, which generates **profit**.

Output session 4 - An enabling policy environment for commercialization

What are the requirements in the seed law to register (personnel)?

- Registration is possible and could be aided by the SD=SH project. Registration of farmers is not possible if farmers are left to do this by themselves. There is a high digital divide in the community. The SCCI services are not available at community level; services need to be made available
- Farmers can only produce with the current variety register. So, it is possible to register farmers as seed producer, but it is not easy. The SD=SH project needs to provide assistance from both ends-help provided to farmers as well as the SCCI to make life easier for the farmers
- In Nepal there is no requirement to register for small farmer seed producers. Registration is required for marketing and not production.

To what extent is it possible to register a variety produced by a farmer? What are the issues?

In Latin America and the Caribbean has no system for registering farmer varieties. Ten percent (10%) of seed is form the formal seed system while ninety (90%) of seed is from the local production; Imported seed is required to be registered; varieties for food are not considered for registration. It is therefore necessary for a new law for local variety otherwise farmers have no benefit at all.

What are the bottlenecks around registration of farmer varieties?

- Current ownership is held by the plant breeders;
- Who will maintain the seed?
- Current law seen to protect the breeders;
- Need to consider the parameters for evaluation before release of a variety
- Farmer rigidity in adopting helpful processes; inflexibility and lack of openness for the farmer in understanding seed registration processes;
- Lack of standards that support mixtures of varieties e.g., Mbala beans in Zambia.

Meeting requirements for seed certifications

- Should select a recognized variety;
- Producers must obtain permission;
- FFS has to be registered as a seed producer;
- Access to early generation seed.

How do farmer groups deal with plant breeder rights? Example from Zambia

- Farmers have access to breeder rights through PVS and PVD; basic early generation seed from breeders
- Lack of access at the right time;
- All materials are owned by the ZARI and farmers are required to specify all varieties for P2
- Exclusive rights are held for the right holder and royalties payment are required for everyone else;
- Royalties have been removed for small holder farmers; (FFS are non-profit);
- The Government of Zambia breeding entity is not for profit but for food security.

ANNEX DAY 2 - SESSION OUTPUTS

Output session 1 – Farmer empowerment

Set up: "Snakes and ladders" - from seed production to higher incomes to better livelihoods.

There are numerous farmers starting to produce seed; the end game is income generation.

- What ladders propel the farmers to generate income? What aspects help the farmer?

- What snakes make the farmer lose? What aspects obstruct the farmers?

Ladders (positive motivators)	Snakes (negative demotivators)
• Ready market/Contract farming ensuring ready market/demand for quality seed • Marketing plan • Higher producer prices at start of season/stable prices • Equipment and affordable inputs • Routine crop management • Favorable weather conditions • Support infrastructure • Enabling policy environment • Technical and institutional support (govt & partners) • Seed processing, proper storage and handling • Timely access to quality 1st generation seed/collaboration with breeders • Extension support • Initial capital/funding support • Secure partners of govt & NGO programmes • Consideration of social context of the farmer/support with relevant interventions • Certification and quality assurance process • Training/capacity building • Negotiating/sell skills	• Unfavorable policies • Covid/pandemics • High incidence of disease • Lack of irrigation • Extreme/negative weather conditions • Low literacy levels • Poor post-harvest handling • Lack of/limited project support • Market fluctuations • Failing to pass seed inspections • Social power dynamics in the household • Lack of inputs • Nonadherence to seed regulations

Reflect: Are there more snakes for women? Are there more ladders for men? What category of farmers should P2 focus on?
Some aspects to consider at the outset of the project include:

- Start with the willing, those farmers whose mindsets are positive;
- Once access to seed improved, move on to recruiting those whose mindsets need changing;
- Capital investment is important
- Do not separate farmers between P1 and P2; capital is important for both pillars and the focus should be on achieving diversity;
- While looking at income generation, access to and availability of seed in the community is equally important.

Output session 2 – Seed production and income generation

Set up: List strategies that disempower people/that take power away from individuals?

- Denying extension services to farmers
- Restricting membership/imposing high member fees
- Deliberately providing the wrong information
- Absence of feedback mechanisms that incorporate the farmers views
- Not training farmers
- Behaving in a military/authoritative way
- Using technical language/concepts difficult to understand (field guide)
- Exclusion from the market/to trading
- Promoting an individualistic way of working
- Not promoting the farmers/doing for or on behalf of the farmers
- Disregarding opinions
- Denying farmers to access to key information
- Deciding for the farmers on fixed set of activities when writing new set of activities
- Failing to recognize potential and to delegate responsibility
- Proving access rather showing how to
- Making farmers wait for seed provided by SD=HS;
- Disregarding opinions
- Making interventions complicated
- Doing advocacy on behalf of the farmers
- Project designs "sometimes done for the farmers
- Limitations to respond to the priority needs identified by the community
- Not involving their local leaders
- Lack of a farmer feedback mechanism
- Gender imbalanced approaches/ignorance of gender issues
- Lack of affirmative action policies
- Non-inclusivity/imposition of leaders on the community
- Limited access to information (training)
- Information shared to technical for the farmers
- Crippled education system
- Planning for and not with the community
- Divide and rule behavior of leaders/negation of community cohesion
- Disrespecting local culture and traditions (choosing not accepted days/times)
- Exclusion from decision-making (Limited participation in all decision-making spaces) (when participant is dominating);
- Taking away land (limited access to resources
- Criminalizing FMSS;
- Gender and youth exclusion in decision-making and participation (physical limitation not by design by default)
- Making access to finance difficult
- No infrastructure developed
- Divide and rule

Which strategies from the listed points do you recognize in your organisation?

- Intimidation; disrespecting local traditions and customs
- Use of jargon/high complicated concepts
- Limited access to information
- Not sharing relevant information for farmers ease of understanding
- Predesigned projects without the community's input
- Lack of/poor farmer feedback mechanisms
- Inappropriate timing for meetings
- Restriction of members at group's formation
- Domination of a particular group to the detriment of others
- Advocating on behalf of the farmers rather than with them
- Inability to identify the real problem of the community/not allocating enough time for this
- Limited specialist information
- Not engaging with the right people to support project implementation

How is SD=HS project empowering the smallholder farmer? What actions may be taken? What do we do next, for inclusion in the plan for next years?

- Redesign of project actions/involvement of farmers in the planning process;
- Facilitate farmer access to relevant research information and translated to local language;
- Encourage/facilitate technocrats to attend seed fairs in the community;
- Focus on increasing capacity in diagnostics in gender and the youth-carrying out the right diagnostics will provide results for better inclusion of gender and youth culturally different from other groups;
- Encouraging safe programming; being intentional and allocating adequate resources.
- Improve collaboration/cooperation with public sector by presenting the farmer with both negative and positive aspects
- Contextualize empowerment-avoid creating elites in the landscape;
- Skill farmers to be able "to do it for themselves" and not to do for them (teach to catch fish, rather than give fish);
- Better inclusion of other vulnerable groups in the value chain
- Examine systemic issues that impede empowerment; balance technical and social aspects

Output session 3 – Skills and Capacity Development

Set up: *BINGO: participants talk to each other looking for those who know specific problems, situations, approaches.*

Participants discussed the status/progression of skills development and training in the various countries. Below are three selected BINGO sheets that capture the discussions between participants.

Participants have very different knowledge and skills. Older, more knowledgeable than the young people, but after training, older people focus on what they want. They know about natural resources. *Angel, Peru*	***Problems caused by the long distance, travel.*** In China, it is a problem. Travelling to meetings places can take 5 hours. *Yufen, China*	***Use of local cultures (dance, songs etc.).*** Yes, local culture like dances and songs during evets such as field days, food demonstrations. *Wally, Zimbabwe*
TICs/technologies provide many advantages. In Nepal, yes. For example, fertilizer spreader saves time. *Binod, Nepal*	***Local authorities DO NOT support*** In Zambia they do, but due to logistics sometimes they don't. *Joseph, Zambia*	***Peer to peer learning between farmers*** It is happening in Zimbabwe, cross learning during field days (food and seed) in the FFS *Siphiwe, Zimbabwe*
Participants have very different knowledge/skills. Yes, participants have different knowledge and skills because of the education background. *John, Zimbabwe*	***Women learn, but men decide.*** Most farmers are females but when it comes to organizing functions men make the decisions (generally). *Spihiwe, Zimbabwe*	**BINGO**

Similarities in the project countries:

- No documentation in the local language at community level
- Local authorities support to project interventions generally inadequate because they are poorly resourced
- Countries generally doing well in terms involving both genders
- Farmer migration is affecting local structures (Guatemala and Zimbabwe)
- Participation of local authorities good (Uganda and Zambia)
- Different knowledge and skills transfer to the farmer; FFS have no age limit (Zimbabwe and Zimbabwe)
- At FFS level men tend to dominate in decision making
- In China high literacy level tend to support knowledge transfer
- Good collaboration with government for crop breeding

Differences in context:

- High literacy in Zimbabwe (~95%); Zambia's literacy rate is still low (~78%); China also has a high literacy rate
- Young people in China are migrating away from rural areas for better opportunities-young farmers have access to university education
- Nepal is highly mechanized-e.g., Application of fertilizer is mechanized; facilitation by women is appreciated; both genders do work; but men more visible because women have a lower education level

- In Uganda learning manuals have been translated into local languages; not so in Guatemala (learning manuals only available in Spanish)
- In China farmers have smart phones; an indicator of wealth in comparison to others
- In Uganda government is always willing to give support and to train; But have to provide logistics to realize this support (e.g., transport and allowances inspections)
- Project success is supported by district officials; project would have struggled without the support (Uganda and Zambia). Institutional support is in various forms
- In Peru, government support is minimal because of poor staffing and transport and logistics; Focus therefore is in a few areas
- In Guatemala extension structure is weak; unwilling to take on more responsibility, though the support for international treaties is strong.
- Peru has organized special courses in conjunction with a university and research institute, which has had a positive impact in adaptation; institutionalization is lagging behind because of a lack of resources. Agriculture receives the smallest budget allocation
- Zimbabwe is training trainers, it has undertaken a considerable amount of work to capacitate master trainers

Output session 4 – The participation of Youth

Set up: Role play interview to recruit a youth facilitator

Young people want increased information, income, communication, and use of technology.

Potential for young people	*Limitations for young people*	*Potential challenges for young people*
• Young people know their locality well • Are more risk averse and willing to explore new things Have higher level of education	• Community not trusting of young people to take the lead or to take over • Difficult to get credit • Difficult to get jobs because of limited experience	• To convince the young that FSE is a source of employment and income (consideration of provision of seed capital for them) • Starting new activities that promote participation for the young

A new position is advertised for a youth engagement officer. How would you interview this person? Think of their main tasks, academic background and skills and competences that would be required for the position.

Main tasks	Academic background	Skills & competences	Other
- Mobilize youths - Propose management innovative ideas for youth engagement - Design youth programmes	- Degree in agriculture, sociology, communication, human resource management or any relared field; - Degree in social sciences	- Creative - Technical competence - Computer literate - Good communication - Speaks 3 languages - Experience working with youth - Good motivator	- Passionate - Positive and dynamic - Woman is preferabele - Energetic - Creative - 19 to 25 years old - Single

ANNEX DAY 4 - SESSION OUTPUTS

Output session 1 – SD=HS P2 Models on FSE and FFS

Set up: ***World Café: four subgroups collect ideas***

A) What are the main different models that we work with?

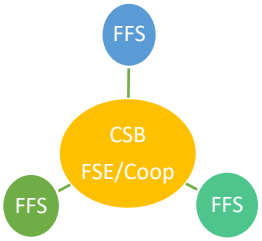
- The Farmer Field Schools - Zambia, Uganda, Nepal and Peru
- Seed Growers Association - Zambia
- Cooperatives: Uganda, Zambia, China and Nepal
- Champion Seeds model - Zimbabwe
- Community Seed Banks - China; Nepal; Zimbabwe. Marketing points; Guatemala for storage only
- Community Seed Bank/PPB/Seed Enterprises - China (combined), Nepal

How are the models selected?

- Transition from learning to business i.e., FFS on Pillar 1 - Uganda and Zimbabwe
- FFs converted to existing cooperative - registered
- Existing community seed bank & cooperatives - introduced the FFS - learning and strengthening the groups
- Community seed bank very central to FSE-China, Uganda; for the future in Zimbabwe and Zambia
- Savings and credit associations – Nepal, Zambia, Zimbabwe and Uganda

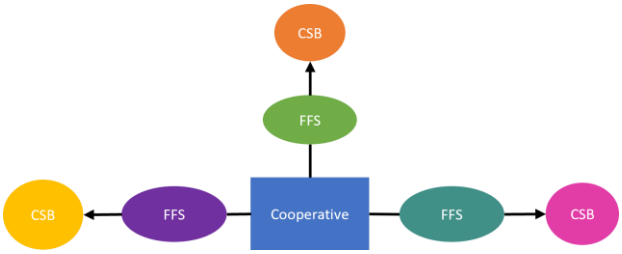
- Community Seed Bank committee is central and makes decisions - Nepal

Examples of Models:

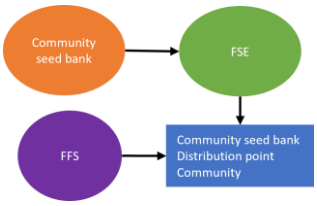


Nepal

Peru



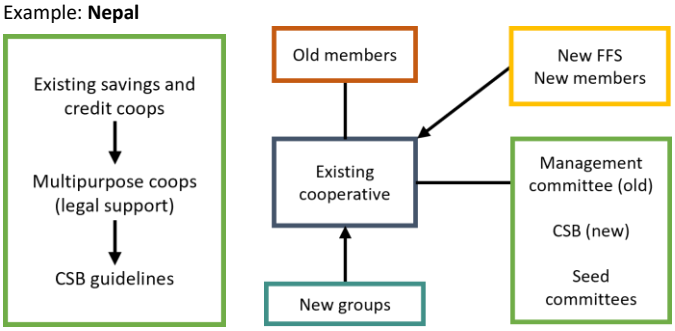
Zambia



B) Do farmers organize themselves? Do they build on existing structures?

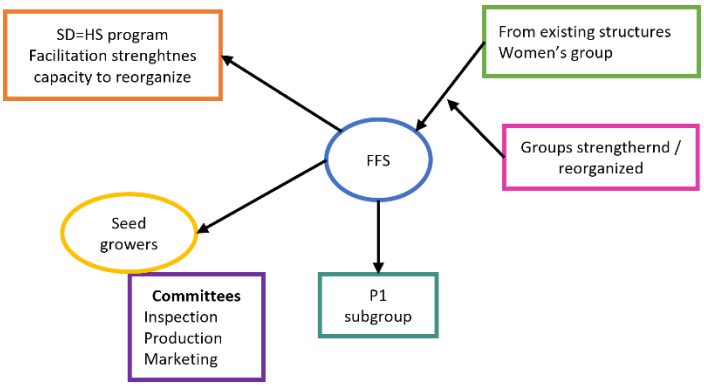
- Farmers organize themselves from new and existing structures through FFS and form committees
- In small agriculture groups and cooperatives (they have committees, we should facilitate and strengthen the formation of committees
- In small subgroups composed of: Executive; marketing; inspection and production
- Farmers ensure involvement of government extension for sustainability, but also of traditional leaders

Example: **Nepal**



Example: Peru

- Not everyone chooses companies, often non-profit associations are preferred
- They break away from the agricultural communities
- Producers' cooperatives are a lot more popular now
- The company structures are proposed by the team of technicians (committees made up of members of various FFS).



Example-Uganda

- Structures are built of existing structures e.g., existing farmer groups and cooperatives.
- In very few cases are new structures set up
- Seed production and marketing groups are formerly FFS in Pillar 1 and 3

Example-Zimbabwe

- Farmers organize themselves into committees but will help from Government officials. The committees will then be given responsibilities which will be for the benefit of the whole group;
- They can also build on existing structures but will still come up with committees

C) How is membership determined? Is everyone invited? Does everyone join? How are responsibilities shared? How are benefits distributed

Membership:

- Voluntary
- Also head hunting
- Optimum members of members ~30
- Representation from men, women, youth
- Competency of quality seed production
- Members must have been in FFS
- Proximity as key criteria

Responsibilities:

- Setting up of committees with roles and -democratic process
- Facilitator selected depending on interest, literacy
- Farmers agree on a crop management plan (participants agree on a crop management plan).
- Form a marketing committee, identify a commercial manager
- Quality assurance committee
- Foundation seeds from CSB/PPB; external research institution and companies

Cost sharing:

- Costs are shared according to quantity stored, if storage facility of a group is used;
- Cooperative members put resources together for input procurement
- Leveraging resources from sources

Profit:

- Shared as per member contribution
- A percentage (agreed is distributed amongst members, balance capitalized for credit provision or re-investment risk bearing of load.

Example: **Uganda**

- Farmers organize themselves into committees such as quality control, monitoring and marketing
- Role of each committee is clearly stipulated
- The structure is co-opted from the Pillar 1 and 3 arrangements

D) What are the main factors determining success? Are the factors the same everywhere? Also, in the future?

Factors determining success:

- *Exchange of ideas between project countries*
- *Equal participation of the young and both genders*
- *Efficient and adequate technologies and transfer*
  - Processing facilities, packaging and storage
  - Sufficient quality and quantities of seed for production for market
- *Good capacity building for marketing, organisation, for technical input; for legislation and advocacy (rights for production resources); staying up to date (empowering approach in facilitation)*
- *Enabling environment-laws that formalize farmer varieties; the need to positively influence government policies*
- *Favorable farming season*
- *Company dividend payouts, better prices; better markets*
- *Motivation (credit, input, insurance) and commitment*

What can be done differently, or better on the basis of the preceding discussions?

- *Collection of relevant information/documentation*
- *Better use of appropriate information and communication technology in the groups; to assist with saving time*
- *Introduction of the cooperative model which pulls together many strings and sets up the FFS for seed marketing as a model; strengthening of advocacy under a cooperative arrangement;*
- *Continuously hear from the farmers; how to inspire the farmers; continued exposure of the farmers*
- *Production consistency in the face of climate variability*
- *Capacity building; sustainability of results motivated by the farmers*
- *Partnerships and alliances in achieving sustainability of project*

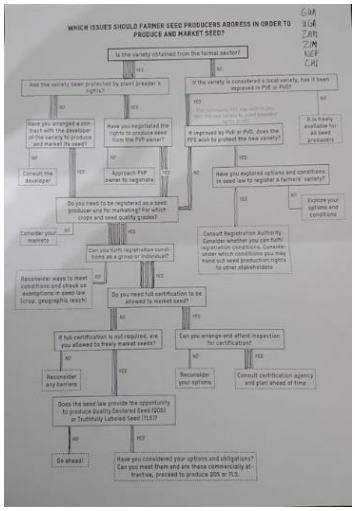
- *Good planning by FFS; strong internal governance; good working committees (division of roles); cooperation in the FFS; participatory decision-making; decentralized power; legislation supporting organisation-FFS; seed company/FSE;*
- *Good organisation of the farmers to overcome obstacles*
- *Good financial management of the seed company*
- ***Success**: profits (at least break even;); meeting community needs (nutrition, resilience and diversity); self-sufficiency.*

Short discussion on Policy

Is the current policy allowing us to meet the diversity objective? The analysis in the infographic below clearly shows the point at which we are. This filled in infographic is available here.
Are we just fitting into current policy frameworks? What else can we do to make a difference?

Suggestions from participants:

- Include/strengthen monitoring effort at the local for varieties that not registered
- Further effort towards advancing farmer varieties
- Zambia is working on a framework to register farmer varieties; What lessons can be learnt from other countries? (Nepal has experience)
- Advocacy-focus on providing the alternatives; what are the lessons from other countries?



Output session 2 – Partnerships and Collaboration

Set up: *"Margolis wheels": Sitting in two circles, two participants talk to each other, responding to a question, then move a seat further*. Participants further interrogate partnership issues. The following is a collation of partners identified:

Who should we work with/Who can we work with?

Partners	Why we should work with them
International and local NGOs/CSOs	Support in marketing; capacity building and policy advocacy
Seed breeders (government)	Provide varieties and maintain
Seed companies	Market for already formalized (OPV) seed produced by FSE/FFS
Farmer unions/associations	Market development; training and information; capacity building for FFs/cooperatives-create links with financial institutions
FSE/FFS/farmers	Seed producers/value addition to local seed and products/sharing experience and learning
Research organisations-local (e.g., ZARI in Zambia) and international (CYMMT/ICRISAT)	For variety and formalization of seed quality seed production and information sharing; ZARI provides foundation seed
Agro-dealers/agribusiness	Need quality seed for market information/seed distribution
Seed regulation agencies	Engage for seed certification and registration
Community seed banks	Source and storage of community seed
Seed banks (e.g., National seed bank; Southern African Dev. Community seed bank)	For storage and source of germplasm
Micro-financiers	Micro-credit facilities; digital financial services; support with machinery
Department of Meteorology	Weather climate information
Local authorities	Awareness and public mobilization/in Zambia are fund administrator
Ministry of Agriculture and extension staff	Policy holders and extension support/capacity building
Agriculture Training Institutions	Ensures sustainability in capacity building
Ministry of Infrastructure	Communication infrastructure to support marketing
Local/community leader	Mobilization
Donor organisations	Financial assistance
Linked minded organisations	Complement our work in their areas of strength e.g., in advocacy
Media (public and private)	Information sharing and publicity of work and products

Chain stores/commodity-based organisations; food processors	Venture into business to supplement seed production and marketing; focus on specific products
Transporters	Transport facilities with seed transport specs

What are the conditions needed for working together (or to get the partners to work)?

- Common goals and objectives, similar values and understanding/clear vision and policies
- Collaboratives attitudes; conducive working environment; openness to new ideas and learning.
- Organizing ourselves for points of engaging/engagement plan
- Creating good relations/signature of MoUs. Detailed contracts highlighting benefits for both partners
- Creating awareness of organisations principles
- Qualified human resources an expertise in specific field of operation
- Financial resources to operate
- Information on insurance
- Provide convincing cases-stating exactly what we need e.g., proposals and defined scope
- Involving lead farmers by linking them to key partners
- Creating self-confidence/training/capacity building in the FFS in engagement skills for mutual benefits in the partnership/technical support
- Training farmers in the community in seed production/high quality seed from farmers
- Good coordination arrangements
- Good extensions services
- Reliable information collection mechanisms
- Trusted results of research
- Advocacy and recognition of FMSS
- Able to demonstrate potential of seed (agro-dealers, policy makers); good examples or evidence from farmers
- Being organized; (have structures in place, registration)/structured organisation to achieve decisions
- Market intelligence
- Gender inclusivity; participation of the youth
- Adherence existing rules and regulations
- Land for production of seed/access to foundation seed
- Participatory decision making
- Internal agreements -quantity, quality and sources
- Seed variety resources-germplasm
- Organisation of community groups/understanding communities of smallholder farmers/indigenous peoples
- Demonstration of benefits from working with us
- Experts, knowledge and networking for sharing-all
- Capacity to facilitate empowerment of farmers
- Collaboration with government and other institutions
- Financial support to breeders
- For financial institutions-organized, registered, MoU and business plan; concrete concepts with business actors

Specific roles of partners we should work with? /Ensuring stakeholders do what we want them to do?

Non-governmental organisations	Support for advocacy support; lobby at that top-political for mindset change; creating advocacy space for the farmers capacity building training; support with groups organisation; provide links to financial institutions; technical assistance and resources for training and inspection; leveraging of resources' enabling regular discussion before, during project design and implementation; linking farmers to research instituted; engage other NGOS and advocate for their support.
Research institutions e.g., ZARI, ICRISAT, CIAT	Provision of information/access to adapted new varieties in collaboration with the farmers; provision of sufficient quantities of foundation seed; breeding seed; providing new varieties because of climate change; involve famers in developing crop varieties; generating evidence for policy dialogue/discissions; developing and implementing feedback mechanisms; joint monitoring
Regional platforms	Facilitate cross learning and boost the advocacy efforts of farmers through creation of spaces
Government/ministries	Design appropriate and conducive policies and implement them; Government to provide services on time e.g., inspection; ensure availability of sufficient staff; provision of extension-information on crop management; facilitate access to land for the farmers; support infrastructure and communications development in rural areas; provide irrigation services and facilitate availability of inputs' Direct engagement and dialogue with government; building capacity of government-understanding treaties/agreements; Creating a body/think tank-consensus building mechanisms
Farmer groups	Undertake market surveys/access markets; produce seed; self organisation;
Traditional leaders	Assist with mobilization; provide moral support; facilitate land acquisition
Seed company	Buy my seed; credit facility; pay royalties
Processors/value chain	Promoting diversity
Local leaders	Positive change assisting in land acquisition
Regulator organisations	Carry out seed inspection; Seed certification Guidance through certification procedures/training of seed smallholder farmer seed producers and provision of other certification services
Insurance companies	Provision of risk management information
Financial sector	Provide loans/subsidies to farmers/affordable finance packages (including support for mechanization)
Media	Amplify farmer voices; share programme activities; financing collaborations where possible of project outcomes
Financial institutions	Credit provision
Academia	Exchange of research information

Companies and agro-dealers	Provision of markets for seed
Certification authorities	Offer technical support during the seed production and marketing process
Generic roles	Willingness to collaborate with us e.g., if a FFS need external expert, should be available; flexibility to work at any given time e.g. during weekends

What accountability mechanisms should be in place?

- Better coordination to limit replications and duplication
- Share standard practical of certification so farmers Amy be familiar wit the steps to get there
- Clear budget and monitoring of funding;
- Budget racking of research institutions
- Set targets jointly;
- Create monitoring tool
- Joint planning and agree on monitoring actions
- Carry out joint/participatory evaluations
- Conduct field days and expos
- Create communication platforms for exchange of ideas
- Clear roles and responsibilities for each stakeholder
- Formalisation of work for understanding the gaps
- Sign memorandum of understanding: clear objective; responsibilities and milestones
- Create a standard operating protocols-farmers/should know-certification; information about government needs
- Joint visits
- Draw up M&E of project activities
- Conducting field visits; "Both partners know exactly what is happening on the ground"; preparation of field reports including picture for evidence
- Development of partner engagement strategy and related M&E (robust) framework to monitor progress and impact;
- Monitoring gender and youth inclusivity; include parameters in target
- Develop context appropriate engagement tools (simple)
- Incorporate engagement strategies at FFS level
- Incorporate partner engagement outcomes in reporting templates
- Research institutions: Joint visiting with stakeholders' inclusion of stakeholders in monitoring progress; meeting with organizations for sharing results
- Local NGO farmer records demands as outputs of engagement
- Invite media in documentation of project activities
- SD=HS robust partner engagement strategy with targets

Output session 3 – Integration with other issues/themes

Set up: Participants represented the pillar they work on the most and move between tables representing different SD=HS pillars, discussing the strength of linkages between PPB and seed production and marketing, nutrition, and policy work. Participants experiences confirmed the value of working with Pillar 2 but there were numerous overlaps with the other pillars.

TASK: Participants examined the overlaps by answering the following questions, from the perspective of their pillars: 1) What do you "take out?" (Benefits), 2) What do you "bring in"?, and 3) What facilitates collaboration?

Pillar 1: Participatory Plant Breeding	
What do you "Take out"?	• The Pillar provides us with enhanced and developed varieties through PVE, PVD and PVS; • Varieties for seed production PVS and PVE (selection) • Community seed banks for storage (quality maintenance; • Knowledge on variety maintenance • Capacity building for farmers, which prepare them for P2 work • Carry out off-season for to allow for isolation • FFS approach and existing capacities, lessons learnt and recommendations
What do you "bring in?"	• P2 provided opportunity for multiplication of selected varieties • Marketing of identified varieties • Seed certification of developed varieties • Plan for regeneration • Opportunity for varieties to realize potential through seed production • Quality and diversity • Opportunity for variety release. • Income
What facilitates collaboration?	• Synergies that exist between P1 and P2; • Use of one approach-FFS policy • Same people working in the two • Research in FFS • Seed quality • Marketing • Capacity building

"Stepping up" • Step-up off-season production • Address soil fertility issues • Devise strategies for long term storage in gene banks; increased materials stored; plan for regeneration • Characterization of materials • Work with researchers to generate some proper information to facilitate policy advocacy

*Reflections of **P1 and P2 relationship***

- Zambia progressing to seed multiplication trails under P2; this was facilitated by P1 work;
- Groundnut material at the Community seed bank in Shibuyunji came from P1
- There is opportunity to now register some varieties e.g. "Go-By-Red";
- In Zimbabwe two (2) groundnut and varieties and two (2) sorghum varieties are progressing to into Pillar 2; Work may be retarded by the limited level of resources for the partners
- Uganda is doing seed productions and multiplication with materials from P1 (groundnuts, beans under PVS); P1 FFS want to take on more;
- Nepal is working with 3 varieties (PVS) which are not yet recognized
- China: their starting point is the seed bank, with the intention of working to supply the community; Seed production is facilitated by PPB. In China seed can only registered in the breeder's name
- Seeds for P2 are coming from P1 and P3

Pillar 3: Improving nutrition with local food plants	
What do you "Take out"?	• Local products for marketing • Safeguarding of local food plants; • Increasing of members and portfolio; • Provision of information used for marketing of Pillar 3 products (product profiling) • Increasing no. of see growers
What do you "bring in?"	• Organizing marketing strategies for Pillar 3 products • Highlighting the commerciality of Pillar 3 products • Providing services to Pillar 3 e.g., storage, processing, marketing, finance
What facilitates collaboration?	• All the pillars are implementing in the same community • The work between the pillars complimenting each other • Promotion of seed and food fairs • Using of the same approaches and FFS structures • Common mission within the FFS • Cross-sharing of experiences
"Stepping it up" • Pillar 3 should focus more on food security • Improve on quality of local foods and variety? • Focus on nutrition values • Alliance building with experienced partners • Strengthen capacity of farmers on strengthening research	

*Reflections of **P2 and P3 relationship***

- In as far as local food plants are concerned there are challenges in the efficient collaboration between P2 and P3; There are clear tool that facilitate the relationship P1 and P2. However, with P2 and P3 there is no clarity as to which tools to use.
- Could we multiply seed of local food plants? Is there a seed source? If there is seed available could it be multiplied?
- P3 the converging crop points of P2 and P3 will depend on-research objectives; the need to know the bottlenecks under P3 in relationship to availability of seed; availability of seed in P3 will drive seed production under P2;
- P1 and P3 link is very possible supported by policy
- Nepal-marketing of food crops increases demands for seed

Pillar 4: Enabling policy and institutional environment for farmers' seed systems	
What do you "Take out"?	• Evidence generated for advocacy (through documentation • Identification of areas for further policy engagement • Awareness raising • Platform for farmer engagement
What do you "bring in?"	○ Improves policies, laws and regulations;(even if this is not happening yet) • Capacity building of farmers in the farmer rights and advocacy
What facilitates collaboration?	• Joint planning • Joint problem solving • Documentation and information sharing • Strengthening collaboration with local like-mended organisations
"Stepping up"	

- More localized/country level advocacy going forward
- Create strong think tank
- Deeper analysis of laws/regulations
- Link advocacy to food security
- Include researched evidence in work with researchers

*Reflections of **P2 and P4 relationship** (including P3)*

- Pillar 4 has a lot of work in addressing the challenges faced by the other pillars; The pillars work will advance by understanding the needs of other pillars
- Farmer variety registration is Zambia has started; the process needs to gear up
- We need to look more into native varieties and the legislation, laws and rules that around native varieties; we have to operate within the laws; There are obvious gaps in the law as current seed is not seen as "seed" and cannot commercial local varieties because of this. Farmers should be innovative to move this process along.

Output session 4 – Sustainability

Set up: This session discussed how to ensure continuity of project efforts; the internal and external condition needed (drivers, spaces and resources) including organizational structures that facilitate sustainability.

Participants discussed the factors promoting sustainability as follows:

a) Internal structures supporting sustainability

- Capacity for diagnosis/research
- Leadership, including the participation of subcommittees and cluster-could be according to age; participation of these actors in key decision-making;
- Capacity to motivate; identify those with passion
- Defined roles and responsibilities
- Working with those individuals with a passion for the work
- Structures addressing conflict management and training in this
- Capacity development in facilitation
- Collaboration with government and other and the capacity for this; involving traditional government extension leaders
- Inclusion of the youth
- Focusing on realizing current demand for seed
- Packaging, labelling and advertising; online sales
- Raising the sense of ownership among members; should accept that it is" ours" and not for the project e.g., the seed banks
- Consideration of climate change and early maturing/adapted crops
- Capacity to source seed on their own; strong linkages with ZARI and SCCI
- Internal capacity to advocate issues around the FFS; must therefore understand the issues
- Knowledge and capacity to develop business plan (5-Year vision) and marketing strategy

b) Partnerships with others: Partners don't want to work with us, what can we do?

- Check our approach; do self-introspections; identify correct partners; create open dialogues
- Develop partnership strategy including trust, respect/understand and respect their structures; look at what potential partners can bring to the table
- Develop clear M.O.U.s with roles and responsibilities
- More inclusive programme design that embraces participatory planning as an approach
- Join alliances; need to check our approach which should align with others
- Make our own approaches known
- Take time to learn from other and how they work
- See if we meet the needs of the field through feedback mechanisms
- Show our results and how our vision is being achieved
- Flexibility in budget spending
- Find join objectives/joint learning facilitation
- Networking with likeminded organisations/Learn from others who have similar partnerships as those we seek how did they get them to agree?

c) Enabling environment and sustainability

- Adopting a landscape approach and understanding the connectivity of systems
- The political environment-risk analysis especially for advocacy work; need to plan for contingency;
- Economics-consideration of the impact of inflation in the budget; impact of self-reliance and on product diversification
- Unexpected events (in the community)-funeral; opening of new bar; find options for the youth income generation
- Funding and insurance for the farmers in consideration of climate change

- Competition from seed companies-consider undertaking a SWOT analysis; also consider niche products
- Benchmarking and looking at the competition
- Look at general support for the interventions; if support is lacking important to undertake a stakeholder analysis
- Forming alliances with others
- Implementation of a continuous innovation plan.

d) Additional factors promoting sustainability

- Business plan shared with stakeholders
- Strong advocacy agenda on policy instruments/decisions.
- Become familiar with government cycles
- Funding media for communication of results which is linked resources mobilization
- Farmers getting an income (so lower expenses, more income)
- Ensuring sufficient agronomic conditions-water and, pests and diseases management

ANNEX DAY 5: SESSION OUTPUTS

Output Session 1: From theory to practice, institutionalization

Set up: Closing remarks - Presentation by Charles Nkhoma, CTDT Zambia

Actions that will contribute to institutionalization of P2 programme

- Identify, train, and graduate a team of integrated key master trainers.
- Introduce FFS and FSE approaches in farmer training institutes in target districts.
- Engagement and awareness for policy makers.
- Publicize the FFS and FSE concepts and strengthen the visibility of existing FFS and FSEs.
- Develop guidelines for germplasm and farmer varieties ownership by FFS. This will serve to integrate the work between P1 and P2 where ownership of germplasm and varieties will be secured during variety development, thereby promoting seed production by the FSEs
- Develop guidelines on trading of seed of farmer varieties. This will lead to increased sales of seed of farmer varieties by FSEs.
- Formulation of a farmer variety registration framework. This will increase interest in FFS PPB products for seed production and marketing by FSEs.
- Create direct linkages for FFS to access foundation seed from Zambia Agriculture Research Institute (ZARI).
- Formalization of FSEs as legal entities.
- Strengthen linkages with agro-dealers
- Develop CSBs to become focal points for farmer seed production and marketing.
- Regular participation in applications for Constituency Development Funds (CDF).

Output session 1 – Key lessons & agreements

Set up: "Postcards from the future": write to your 2030 self, what happened within a couple of years?
What should be the key elements of a new proposal / new program? What are the next steps we all agree to?
What roles / responsibilities?

What have you learned from this meeting?

- Ensuring ongoing groups works in PPB which will feed SPM as well as maintaining local diversity.
- Work with a selection of farmers who have the interest and passion.
- Must not forget agroecological approach, there is a risk if we focus too much on the commercial angle which should consider organic seed. We need to make seed production sustainable, organic seed is possible niche in the market.
- Working with local varieties including promoting local varieties adapted to climate change and also promote food and nutrition security. Zimbabwe has cleaned local varieties through PVE, we want to sell these on the market.
- Addressing policy issue concerns around registration of farmer varieties, promote inclusion of local varieties in legal statutes.
- There is vast experience among countries, perhaps we could form a seed working group under the SD=SH that can advocate for this, including the exchange and learning hat can be done.
- Cooperative umbrella works for SPM and legal entity for SPM. The cooperative approach can directly influence the price and be of direct benefit to seed farmers.
- More cooperative effort is needed in registering the local varieties. We must maintain a strong drive for the cooperative approach.
- Sustainability is a major criterion for planning: how to plan in such a way as to optimize sustainability? Breaking even is a necessary requirement in sustainability and need a common vision dependent on the group structure.
- Market intelligence is important for seed marketing.
- Quality of administration, accountability and transparency are important for sustainability.
- Involvement of gender and youth are critical from the start.

- What will be the focus of a future programme to be viable? Need a comprehensive approach, perhaps a landscape approach could be appropriate. Communities are complex systems, and many things are linked e.g., poverty and climate change. We need to think of an approach that links the pillars effectively.
- P1 and P2 have obvious connections for continuation; P3 pulled in for economic development reasons.
- Institutionalization of farmer seed systems requires recognition of the FFS approach.
- While working on local issues we should not lose sight of international policy advocacy which assist in shifting national policy for the benefit farmer varieties.

What has been an eye opener for you (what did you not expect but has come out?)

- Differences in the timelines needed to reach marketing success between FFS under farmer (umbrella) organisation and FFS "on their own".
- The programme/workshop did not have in-depth country cases to exchange.
- What came out nicely to me is the P2 FFS in Zimbabwe approach linked to Champions seed and the farmer sharing profit from sale of seed. This is a way forward to help our smallholder famers at FFS and community level.
- What surprised me was the different approached and results in P2 that took part in the first SD=SH phase, and the common issues in the FFS through 8 countries.
- I learnt that FSEs can be run very profitably and can be economically viable if run as a business, there is power in strategic linkages and cooperation.
- I didn't expect to learn that FFS were still struggling with selling their seed, I have however learnt that the government through ZAR and SCCI are very supportive, and this unexpected scenario might be a thing of the past in future.
- Each discussion sessions exceeds the original frame and brings so any different ideas, but also sometimes not to focus on the one issue.
- I never thought that some governments are not in support of smallholder farmers for supply foundation seed, it is interesting that the FFS cannot graduate to seed enterprise and participate in the seed business in various countries.
- Amazed to view institutionalization and sustainability from a wider perspective.
- The importance of learning from each other, a lot of ideas came out on different aspects. This will benefit a lot of us.
- I did not expect to learn that China has reached an advanced level with farmer variety registration at CSB level where they have even descriptors for local varieties.
- I didn't realise that changing seed systems is beyond the work we do at community level. It takes sustainability approaches, institutionalization etc., at local and national levels.
- Zambian government has relaxed it policies so that local farmer varieties are formally recognized!! Bravo!!
- The possibility of registering farmer varieties through the support of national authorities and policy work.
- The need for policy work at all levels.
- The urgent need to change government policy regards registration and certified seed production of local varieties at FSE/CSB scale.
- How similar FMSS are across the participating countries, including the challenges the face, yet so different. How a holistic approach is imperative to institutionalization.
- The P2 is a much broader programme than appears on the surface.
- Political frameworks regarding local seed are very different in each country.
- Something that struck me is that in most countries local seed is not recognized by the government. A lot of work needs to be done on this!
- I did not know that sustainability is the main focus of SD=SH project.
- Interesting to confirm the inseparable connection among the pillars.
- That there is a pathway to register farmer varieties and commercialize them.
- The fact that there are numerous linkages between the pillars and how all of them are significant to the program it was interesting to note how the pillars related and the synergies created amongst them. The interconnectedness amongst the pillars was very significant to be discussed.
- It was great to hear and learn about experiences from other countries.