


INNOVATION AND INSTITUTIONALIZATION OF TECHNOLOGY TRANSFER: An Experience from Sulawesi, Indonesia

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Aims:

- To share experiences from Sulawesi in terms of technology transfer, and
 - To provide some constructive ideas towards innovation and institutionalization of technology transfer
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Presentation organization

- Lesson learned from SUCCESS Alliance FFS in Sulawesi
 - Lesson learned from other related programs:
 - PRIMA project (1 area of 1,000 ha plantation)
 - Cocoa Village Model - CVM, (1 area of 3,000 ha plantation)
 - Cocoa Sustainability Partnership (CSP)
 - Initiatives for future direction
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SUCCESS Alliance (SA)

In Sulawesi, SA utilizes FFS, trainers, CD/VCD, brochures, radio & TV for technology transfer

Within 5 years:

- 703 FFS trainers
- >60,000 farmers trained, mainly in Sulawesi

Is FFS approach viable?

Through FFS, SA has:

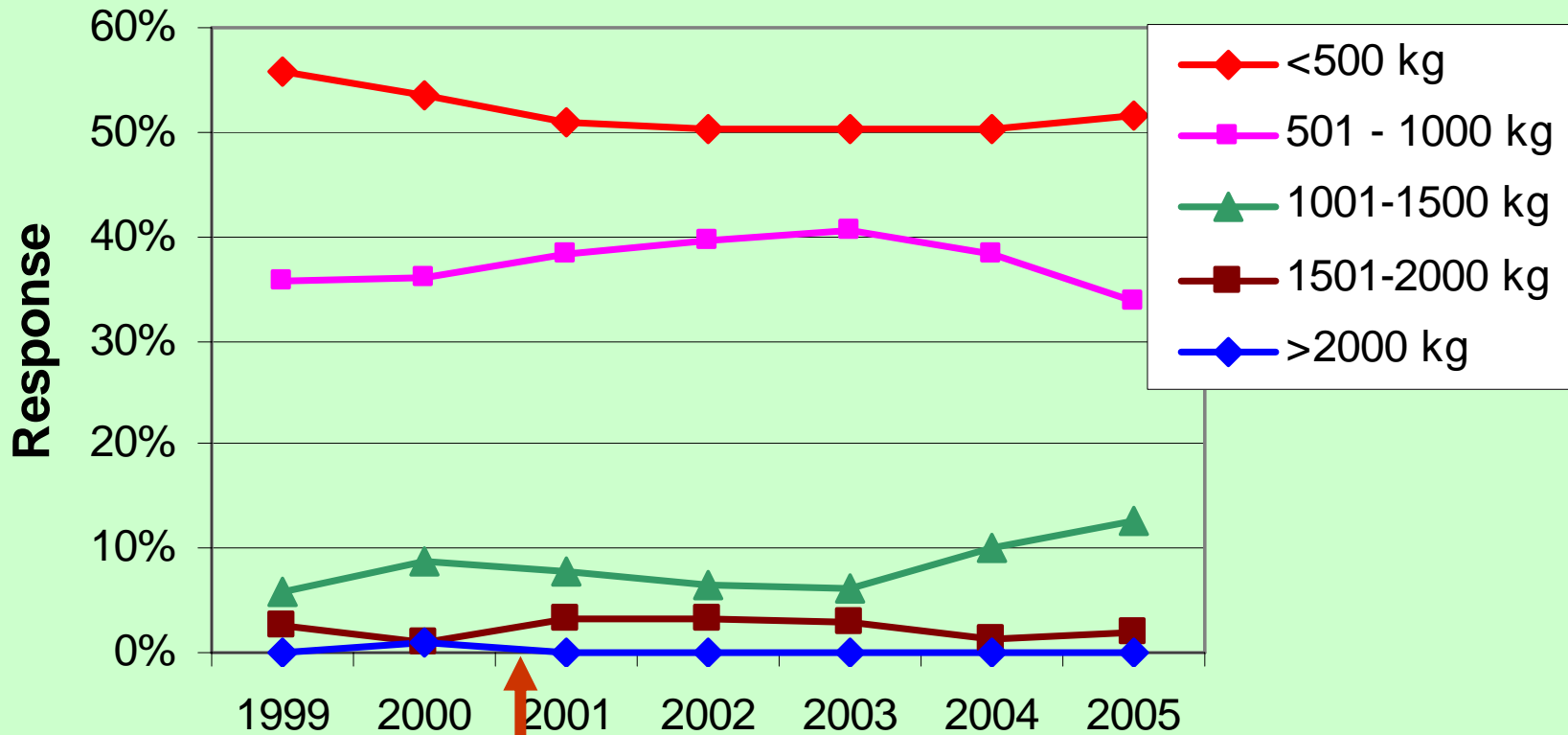
- Successfully promoted PRUNING practice as an element of standard cocoa agricultural practices and basic knowledge on PsPSP
- Laid bases for the emerging interest on side grafting at present
- Stimulated yield increase of few farmers
- Motivated actions for bean quality improvement
- Promoted conditions for lower CPB infestation
- Promoted some understanding of book keeping importance and cocoa farming as business

Is FFS approach viable?

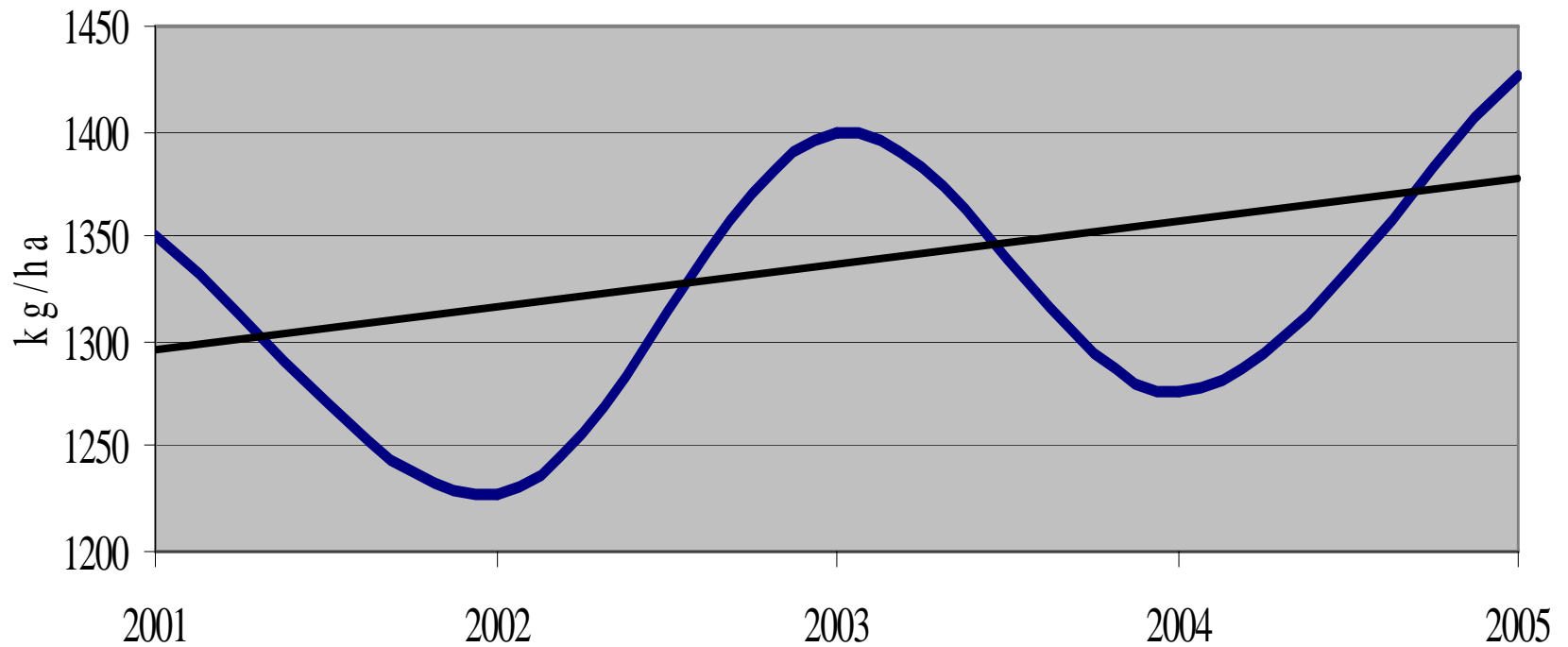
Some shortcomings:

- Low/slow rate of technology adoption/implementation
- Some trained farmers remained reluctant to implement the technology transferred
- Project based target (number of TOT, trained trainers and farmers)
- FFS and supervision were too short
- Expensive

Is there an impact of FFS on yield?



**Farmer estimated yields/ha,
3 province average (S, C, SE Sulawesi)**

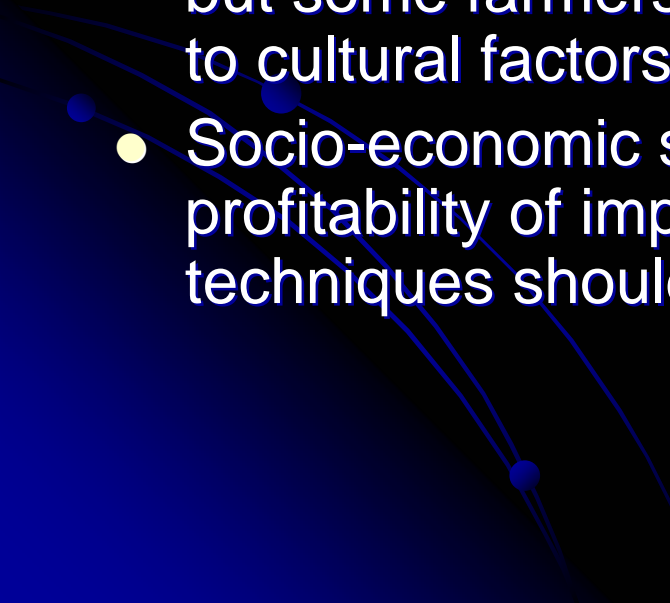


PRIMA Project

Three important focus areas:

- **Supply chain development to more effectively integrate farmers within the global cocoa system**
- Much attention was given to **research** (black ants, bio-insecticides, pesticide use), aimed at developing an integrated system of smallholder crop management within a 1,000 hectare pilot area
- An extension service to promote new farming techniques to growers; and

Lesson learned from PRIMA (1)

- Limitations in terms of project duration, & no research conducted to cover social-economic aspects
 - A system of integrated cocoa management, as aimed, has not yet been developed
 - The project promoted farmer awareness and adoption of improved crop management methods within the area, but some farmers resist to implement the technique due to cultural factors
 - Socio-economic studies to accurately assess the profitability of implementing different crop management techniques should accompany technical solutions
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Lesson learned from PRIMA (2)

- Adoption of improved cultivation methods is significantly higher amongst farmers organized into farmer groups, especially those linked into supply chain structures
- Extension activities should be linked with direct marketing opportunities
- Engagement (direct purchase) of Masterfoods with farmer organizations through the PRIMA project is an innovative and progressive development for the Sulawesi cocoa industry

Cocoa Village Model (CVM)

- CVM is a-cocoa based community development program, designed to improve cocoa farmers' prosperity through a more profitable and sustainable cocoa production system
- It is a long term (minimum 5 years) program
- CVM integrates technical and socio-economic-cultural approach
- Farmer groups and cooperation are key to technology transfer
- Integrated farming (e.g. cocoa-goat) is stimulated
- Farmers, through their cooperation, are directly linked to city buyers and exporters for better bean price & quality control
- CVM does not conduct research, but linked to university for improved technology access

Achievements through CVM

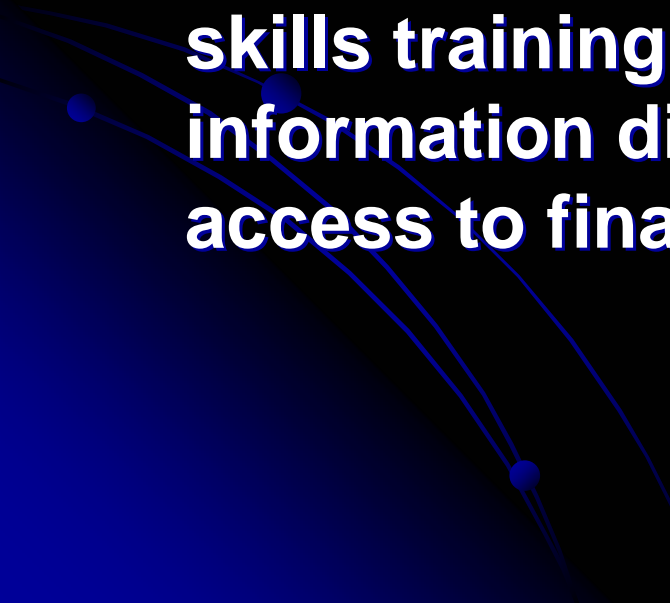
Within 3 years:

- Yield increased from 0.4 to 0.9-3.2 t/ha/y
- Bean quality improves
- Farmer groups and cooperation play active role in the supply chain for higher profitability
- The village prosperity substantially improves and become more attractive to major buyers

Cocoa Sustainability Partnership (CSP)

- CSP is established (early 2006) to accomplish better success on cocoa industry development in Indonesia, learning experience from Department of Crop Estate, SUCCESS Alliance, PRIMA Project & CVM
- CSP is a public partnership among cocoa stakeholders & supporters that coordinates cocoa development activities for higher productivity, quality, efficiency & profitability, ensuring cocoa industry sustainability
- CSP coordinates development & transfer of cocoa farming technology & business skill empowerment, supporting sustainability & higher profitability for all segments of cocoa industry

CSP programs

1. Development of technology relevant to the identified issues and farmer's needs
 2. Effective and efficient **TECHNOLOGY TRANSFER** to farmers
 3. Farmer empowerment through business skills training, farmer group strengthening, information dissemination and improved access to finance
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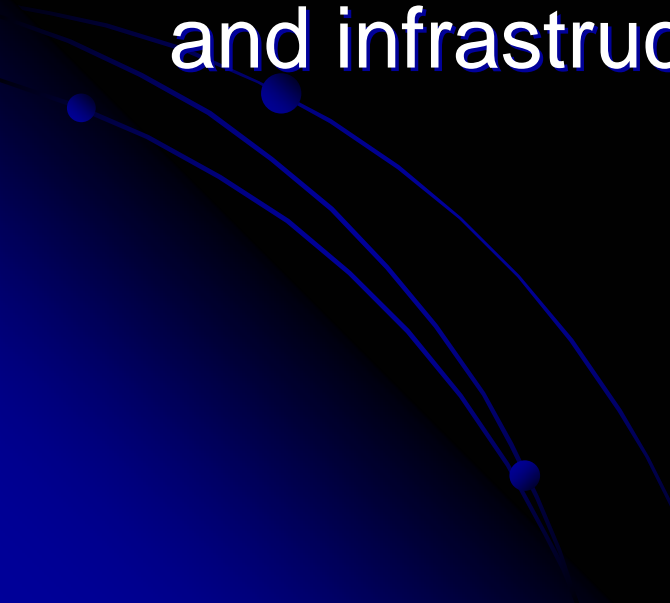
CSP Technology Transfer

- Technology is transferred through Field Facilitators (FF). Each coordinates about 1000 ha, delivers technologies obtained from Research & Development. Indonesia needs about 900 FF
- Sulawesi Cocoa Center is to be established with 6 outreach laboratories to support the technology transfer

FUTURE CONSIDERATION (1)

- The SUCCESS Alliance FFS model may still be relevant in pioneered area for promotion of technology transfer on standard cocoa agricultural practices. In small scale, FFS can be sponsored by government or private sector
- FFS should be followed by integrated, coordinated and continuous programs, involving public sectors and related industries in one coordinated body, such as shown in *ITC E-Choupal*, *CSP* or in smaller scale, *CVM*, to give a significant impact for wider, quick & sustainable adoption. Without this, technology transfer through FFS can be quite slow and expensive

FUTURE CONSIDERATION (2)

- In the future, as cocoa industries, especially cocoa farming, can gain satisfactory profit, farmers through cooperation are expected to be able to sponsor their own research and infrastructure needed
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Thank you

