

# 2SCALE

10  
YEARS

## Replication Briefs

**Creation of specialized professional services for SHF  
youth spray services providers**



2SCALE Consortium



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# 1. Pioneer partnership

One of the 2SCALE partnerships in Ethiopia is the vegetable partnerships with Liben Farmers Cooperative union. This union is found in Oromia National Regional State in South West Shewa where production of vegetables using irrigation is practiced. However, despite the huge potential of vegetable production by member primary cooperatives the union is sourcing only less than 5% of the members produce per annum. This is mainly associated with lack of good marketing strategy and poor competitiveness in the market by the members. The vegetable farmers in the area usually apply too much fertilizer and agrochemicals. Hence, the partnership with 2SACLE is aimed at improving the competitiveness of the vegetable producer farmers by reducing their production costs at the individual member farmers level and professionalize their joint marketing through having a sound marketing strategy that helps them capture a fair share in the market. Improving crop protection measures to ensure high quality vegetables reach the market is key to achieving this ambition.



## 2. Replicable practice

The replicable practice was introduced as one of the measures to improve competitiveness of the vegetable producer as part of production cost reduction and enhancing their productivity. In the intensive production system where farmers are compelled to use large quantities of fertilizer and spray heavily to combat pests and diseases. At times, farmers do not get the desired effects despite using a lot of chemicals and spraying repetitively on their farms. As a result, their competitiveness is deteriorating from time to time. Hence, creation of professionalized services for smallholder farmers by establishing youth as; spray service become an issue. Even if farmers do get those kinds of services locally the service providers do not have the required skills and knowledge on crop protection. This knowledge includes knowledge on recommended dosage, time of application and methods of application to minimize the technical inefficiency that is characterized by repeated spraying that led to high production costs. Moreover, knowledge on how to distinguish between genuine and counterfeited products. In general, this has affected both the profitability and environmental as well as personal health. Hence, the youth that participate in the service provision were equipped with the required tools knowledge through training in collaboration with CropLife to serve the local communities.

To summarize, this practice is addressing constraints in terms of:

Inclusion	<ul style="list-style-type: none"><li>• <b>Ownership:</b> The cooperatives own the equipment that the youth use to provide these services whereas once certified the youth get the fee for the services rendered.</li><li>• <b>Risks:</b> The use of appropriate agrochemicals by the smallholder farmers through the advice and service of the spray service providers reduces the risk of production damage due to ineffective use of chemical that happens either through using a counterfeited product or inappropriate dosage. Moreover, reduces fatality the environmental damage that is caused by heavy usage of chemicals and.</li><li>• <b>Rewards:</b> The Youth that are organized in groups to provide service to Smallholder farmers get an employment opportunity by providing a knowledge based effective and efficient service at affordable prices. Hence, the reduction of crop care cost and improved productivity will further enhance the profitability of vegetable farmers</li></ul>
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# 3. Preconditions for replication

## A felt need or demand for professionalized Services by smallholder farmers

Looking at their costs and results obtained farmers are not happy. Although they have not clearly articulated their needs there are clear indicators that their current services are not efficient and effective. Therefore, farmers indicated that the results are not obtained despite they are applying chemicals on their farm repetitively. So, they are questioning about the qualities of the chemicals, the dosage used and the method of application.

## Recognizing opportunities of professional services in farming by the youth

Professional services provision in farming as any other opportunity requires a recognition to act upon it by the entrepreneur. The youth in the community need to see the available opportunities. In line with this, they need to be sensitized and or supported to see opportunity. In line with this, the facilitator may need to show the feasibility of the opportunities by forecasting the possible revenue that could be generated, the costs involved in the service provision and the potential profit that could be generated once the opportunity is acted upon it.

## Existence of strong capacity builder

To tap into the opportunities in the service provision for farmers the youth require the skill and knowledge to tap the opportunity. In many cases this skills and knowledge may not readily exist at the youth. So, Organizations like CropLife who have the knowledge and expertise to develop the skills of the youth are very important to match the opportunity with the capacity of the youth.

## Linkages to agri-input dealer(s)

A registered agri-input dealer (in close proximity) must be identified and linked to the trained SSPs to supply genuine pesticides. This is critical as most farmers tend to rely on the advice of the SSP in selecting pesticides. These dealers must also have adequate stock of all Personal Protective Equipment (PPE) so SSPs can replace worn out/damaged ones



# 4. Results Achieved

There are a lot of results achieved because of the professional service provided by the youth groups. Among others the following are few of the results obtained in just one year of intervention: -

- 2557 cooperative members served.
- 1520 hectares of different vegetables including potatoes, tomatoes, onion, and others
- The cost of spraying cost has reduced from 2,580 ETB/hectare to 1,350ETB
- Job opportunities created for 15 youths.
- Reduction in wastage of chemicals has positively affected the environment.
- More services availed though the cooperatives to members.

## Want to know more?

If you want to know more, please contact:

- Alhasan Issahaku, climate -smart agriculture specialists, [aissahaku@2scale.org](mailto:aissahaku@2scale.org)
- Hans JW Meenink, program manager, [hmeenink@2scale.org](mailto:hmeenink@2scale.org)
- Tekalgn Ayano, country team leader for 2SCALE Ethiopia [tayano@2scale.org](mailto:tayano@2scale.org)

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*A decade of promoting inclusive  
agribusiness in Africa*



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