



**KNOWLEDGE  
TRANSFER**



# **KNOWLEDGE TRANSFER**

## **ANNUAL REPORT 2020**





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This is the third public report by EWS-KT. For further information and access to online annual reports (published in March of each year) please visit [kt.eastwestseed.com](http://kt.eastwestseed.com)

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# Message from the chairman



East-West Seed's mission is to improve the livelihoods of smallholder farmers by providing them with high-quality vegetable seeds. However, for smallholders to be successful they also need to know how to use these seeds. This is why the EWS Knowledge Transfer Foundation was established. Empowering millions of smallholder farmers around the world is no easy task. It requires a separate, focused organisation that partners with NGOs, donors, governments and knowledge institutes, all united by the belief that rural poverty and nutrition insecurity can only be addressed via global collaboration and cooperation.

In 2020 we launched a new operation in Bangladesh, a country with an economy that is heavily reliant on agriculture. Together with international development organization the Solidaridad Network and supported by RVO (Netherlands Enterprise Agency), we aim to improve the livelihoods of 25,000 smallholder vegetable

producers through intensive training on climate-smart agriculture. Like all organizations, our work plan has been heavily impacted by the ongoing Covid-19 global pandemic. However, with agricultural extension positioned as an essential service, we have had tremendous support from local authorities to continue our work — albeit at a slower pace. To minimise risks of spreading or contracting the virus, the performance of our teams is measured by their adherence to safety protocols rather than by the numbers of farmers they reach.

Despite the many challenges, we were still able to directly reach more than 84,000 farmers with intensive field-based training activities. The situation also compelled us to accelerate the development of other indirect approaches of reaching farmers, such as mobile trainings and virtual gatherings. In addition to making a greater impact where we work, our commitment to developing a stronger digital presence will bring better information and knowledge into communities where we have no feet on the ground.

Enkhuizen, January 2021

A handwritten signature in blue ink, appearing to be 'R. Groot'.

Rutger Groot / Chairman, East-West Seed Knowledge Transfer Foundation



## From the director



Since our founding five years ago, East-West Seed Knowledge Transfer has helped put more than 300,000 farmers on a path of growth and positive change. We are confident that once on this path, these farmers continue, step-by-step, to adopt better practices, and the markets that we helped to catalyse continue to grow.

We have learned many lessons from these very productive years, and we are now ready to move into the next phase, one in which — funding permitting — we hope to triple the number of farmers we train. With some strategic fine-tuning to our approach, the farmers we work with in this phase will benefit from stronger and more sustainable support networks.

Our aim for the coming year is to put in place stronger systems for tracking change, not only of the farmers we are currently working with but also those we

have worked with in the past. This heightened emphasis on tracking change will help us better understand their progress, thus enabling us to continue nurturing their technical skills and strengthening their connectivity with agri-input markets and uptake markets.

If we are able to steer our approach in this direction, 2021 is destined to be a significant milestone in the story of KT. Wishing you all a safe and a very fulfilling year ahead!

Chiang Mai, January 2021

A handwritten signature in dark ink, appearing to read 'Stuart Morris', with a long, sweeping underline.

Stuart Morris / Director, East-West Seed Knowledge Transfer Foundation

# Our profile



## Background

East-West Seed Knowledge Transfer is the corporate non-profit foundation of East-West Seed - a global leader in vegetable seed for smallholder farmers. Simon Groot, who founded East-West Seed in 1982, received the 2019 World Food Prize in recognition of the company's impact on world nutrition. The company was also recognized by the Global Access to Seed Index for its efforts in improving the productivity of smallholder farmers in under-developed markets.

By positioning vegetable production as an attractive business opportunity, the mission of East-West Seed Knowledge Transfer (EWS-KT) is to improve the livelihoods of smallholder farmers in less-developed areas of Africa and Asia. In addition to creating opportunities for income generation, our work catalyses the development of competitive agri-input markets and increases the availability of safe-to-eat and affordable vegetables for consumers in poorer areas.





## Our Board of Trustees

### Chairperson

- Rutger Groot (member of EWS supervisory board)

### Board members

- Joan Boer (former Netherlands Ambassador to Thailand and former ambassador to the OECD)
- Joost Pekelharing (member of the EWS supervisory board)
- Bert van der Feltz (CEO of EWS until December 2020 – position currently vacant)

### Advisor to the board

- Flip Van Koesveld (Wageningen University Plant Research)

With new appointments planned, broader diversity and skills sets are expected over the coming year.



## Our Team

As of 31 December 2020, the EWS-KT team is comprised of 143 staff members in eight countries. Of the members, 61% are men and 39% women, while five out of eight country managers are female. All of the country staff are local.

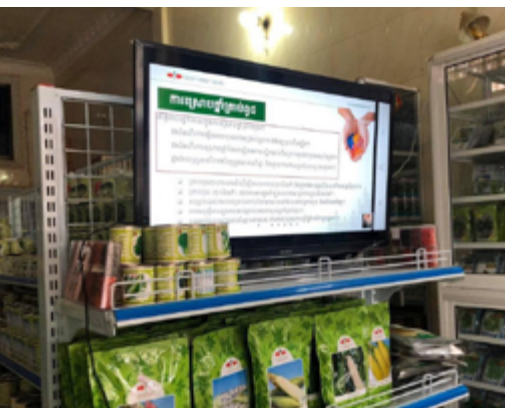
# Adapting to COVID-19



Social distancing during field training

By March 2020, COVID-19 emergency measures on the part of local governments were enacted in all countries in which KT operates. This resulted in closed borders, movement restrictions and in most cases full-scale domestic lockdowns.

In alignment with the commercial company's policy, a temporary halt was affirmed for all field activities that involved organizing groups of farmers. In some cases, local teams were able to support key farmers to maintain progress on demos.



Piloting video screens with input retailers



Knowledge through input retailers



Encouraging farmers to follow precautions





Radio programs in Africa



Training village volunteer in Uganda

Although most of our teams were able to resume field work by June, the situation remains unpredictable. We ensure that all training events follow strict protocols to reduce the risk of spreading the virus, including maintaining social distancing.

To prevent staff from exposing themselves, farmers and communities to the virus, we deliberately removed direct outreach targets from our KPIs. Rather than focusing on targeting numbers, our performance measurements shifted to adhere to local safety regulations. In addition, we encouraged farmers to set up simple sanitation facilities at their homesteads. Despite severe disruptions to our teams, their families and the communities in which we work, COVID-19 catalyses opportunities for piloting new approaches in training and outreach:

- Direct extension with social distancing (family-focused, to reduce grouping of farmers)
- Support key farmers to maintain demos as hubs of good practice through social media platforms
- Farmer-to-farmer extension via key farmers and village agents (volunteers)
- Support advice through agri-input dealers
- Radio programs and podcasts
- Social media discussion groups
- Training through mobile phones (piloted in Nigeria)
- Wider access to printed technical guides
- Virtual meetings among our staff and partners
- Webinars with farmers via social media platforms
- Systematic contact with key farmers to provide technical follow-up via phone

# Sharing Technical Expertise



EWS-KT brings technical expertise to communities of smallholder farmers through the following key activities:

## **Intensive training and exposure to profitable and sustainable cultivation techniques.**

Over 2020 we capacitated 2,688 key farmers to manage 3,593 field (technical) demonstrations. These demonstrations were used as a hub to provide advice and training to a total of 84,052 farmers in nine countries on all aspects of crop production (this includes activities in Indonesia that are separately financed and managed through Yayasan Bina Tani Sejahtera Foundation):

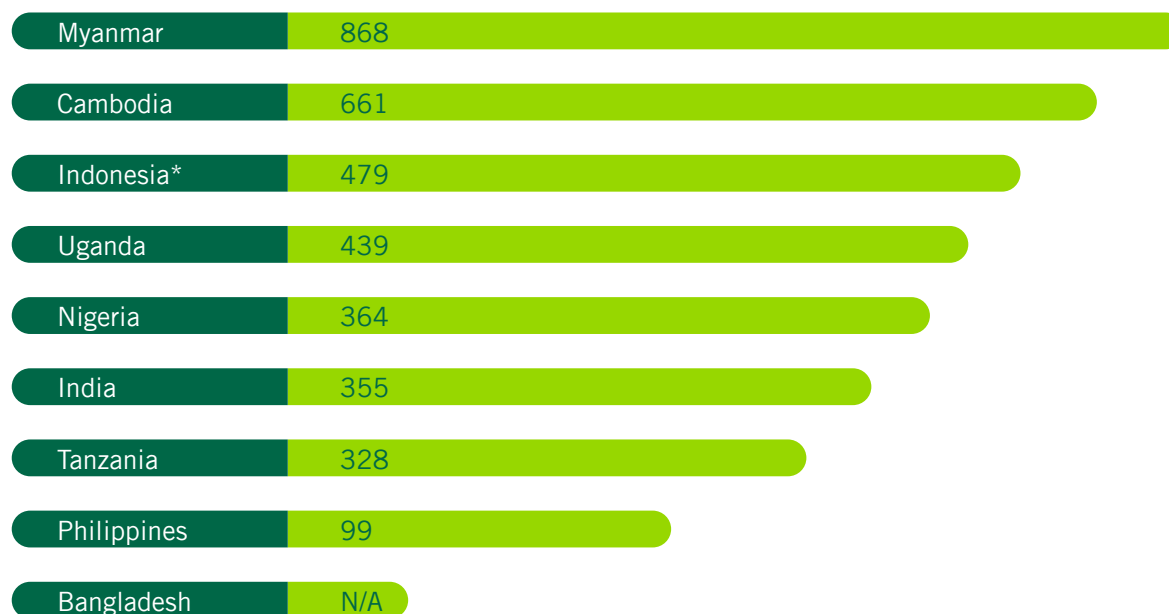
- Basic agronomy, soil improvement and land preparation
- Seedling production and transplanting
- Pest and disease management (IPM) and the safe handling and use of pesticides
- Nutrient management
- Crop maintenance, harvesting and planning
- Market awareness
- Farm records

A total of 6,894 training sessions and field days were organized throughout the year. On average farmers attended five separate training sessions. Of the participants, 41% were women and 18% were under the age of 35.



Detailed farm data was collected and analysed from all demonstrations to substantiate the success of using improved techniques. The table below shows results of a survey that indicated an average RoI of US\$437 per crop cycle on 500 sqm plots.

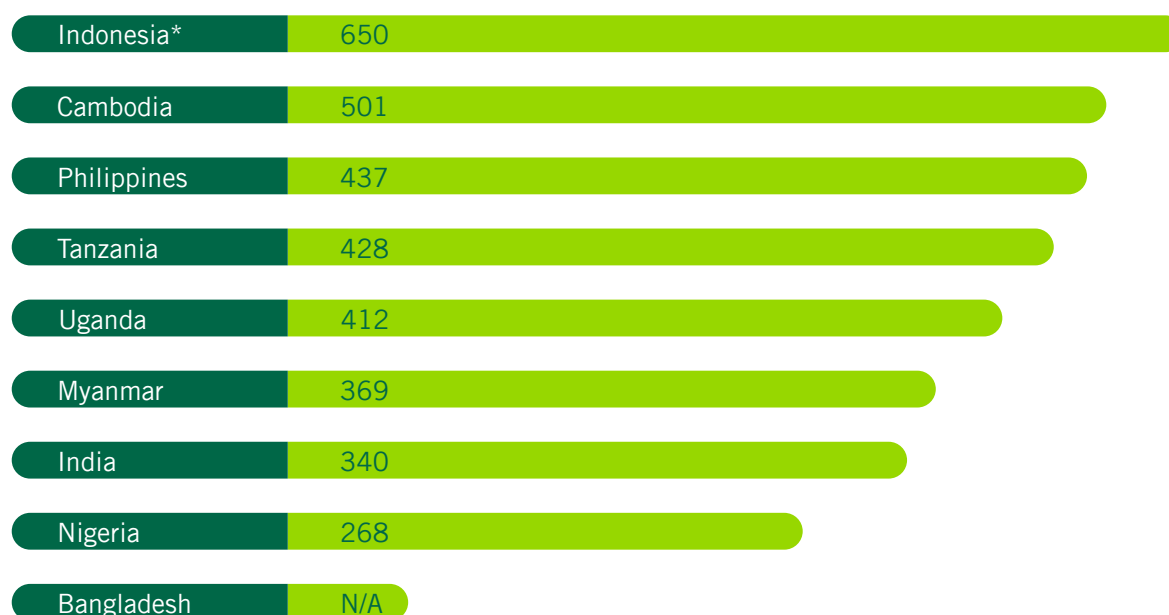
#### No. of demonstrations



\*Financed and managed through the Yayasan Bina Tani Sejahtera Foundation

#### 3,593 demonstration plots

#### Average RoI per crop cycle (U\$ on 500 sqm plots)



**U\$437 average net income**

## Extension material

Over 2020, the following guides were added to our comprehensive collection:

- Fall Armyworm Technical Guide (English language)
- Five Home Garden Crop Guides – Basil, Eggplant, Hot Pepper, Cucumber and Kangkong (Thai language)



Uganda	10
Choli, Bari, Juba Arabic, Langi, Lhukonzo, Luganda, Lugbarati Si, Lusebeyi, Lusoga, Rutooro	
India	6
Hindi, Marathi, Odia, Gujarati, Kannada, Tamil	
Philippines	3
Filipino, Bisaya, Maranao	
Arabic Speaking Countries in Africa	1
Arabic	
Mali (other West African Countries)	1
Bambara	
Tanzania (other East African countries)	1
Swahili	
International	1
English	
Bangladesh	1
Bangladeshi	
Cambodia	1
Khmer	
East-Timor	1
Timorese	
Indonesia	1
Bahasa	
Laos	1
Lao	
Myanmar	1
Burmese	
Pakistan	1
Urdu	
Thailand	1
Thai	
Ethiopia	1
Ahmaric	
Mozambique	1
Portuguese	
Nigeria	1
Hausa	
West Africa	1
French	
Guatemala	1
Spanish	



Our technical crop guides and instructional videos are produced in close cooperation with Wageningen University Plant Research. The full range of the instructional material is available through our online learning platform [GrowHow](#).

**New training modules developed over the last year include:**

- Vegetable production manual for community-based volunteers in Uganda
- Insect pests and disease management posters (onion and tomato) for the Agrodealers' Guide in Nigeria
- Zero text crop guides and farm record templates, for those with low literacy (in development in Nigeria)
- Webinar Topics that will soon be available on GrowHow:
  - Climate Smart Water Determination, by Wageningen University and Research (WUR)
  - Post-Harvest Handling of Vegetable Crops for Smallholder Farmers, by the University of the Philippines, Los Baños
  - Protected Cultivation of Vegetable Crops, by EWS-KT
  - How to Approach Problems in the Field, by EWS-KT Technical Working Group
  - How to Prepare for Data Analysis and the Basics of Data Analysis, by EWS-KT
  - Data Interpretation and Presentation with Infographics, by WUR and EWS-KT

**KT Webcast Series launched in November 2020**

- Episode 1: Choosing Crops and Varieties to Plant



# Collecting and using data

EWS Knowledge Transfer has developed a centralized information system in which data is collected and integrated via our internal Field Monitoring App. This tracks farm activities, ROI data, and training events participation, as well as the uptake of knowledge and adaptation of improved techniques among vegetable farmers. In addition, as part of our monitoring and evaluation we have also implemented baseline surveys, mid-term evaluations, endline surveys and impact questionnaires.







The analysis and use of information are key priorities for Knowledge Transfer. The data collected is aggregated and shared to different stakeholders and is also used for decision-making purposes. Details of how data is used by EWS-KT's key stakeholders is as follows:

- For Farmers - The KT app mirrors the farmer records and automatically calculates actual cost and return
- For field staff and technical staff - The performance of crops/varieties per season, per area and per crop management practice are recorded and analysed
- For managers – Key metrics regarding outreach and the impact of activities are recorded and studied

All Knowledge Transfer staff are able to access data relevant to their scope of responsibility so they can monitor, hold discussions with their counterparts, and make any necessary revisions.

A new Knowledge Transfer database, planned to launch in the first quarter of 2021, will feature a user-friendly interface and dashboard. It will generate information via aggregated data that will be shared transparently and openly on our website over the coming year.

The Knowledge Transfer team is aware of the importance that high-quality data plays in managing and decision-making efforts in different areas, including geographical, cultural-social, subjects, and tools, and that this can have an impact on sustainable results for vegetable farmers. As such, KT has put in place a code of ethics to respect the privacy of farmers and individuals. This code complies with basic data privacy principles, including:

- Informing when we collect personal information
- Indicating how we will use personal information
- Obtaining consent for information to be shared with stakeholders

# Use of digital media

The COVID-19 situation has allowed our team to shift to using more digital media to connect with farmers. This includes building local-language farmer's groups on Facebook and on chat platforms. At the same time, our central learning hub Growhow, for extension materials, and YouTube channel, for instructional videos, have also gained more interest and visitors during the pandemic. We currently operate the following digital media channels:





Facebook pages	Followers
<a href="#">East-West Seed Knowledge Transfer</a>	25,027
<a href="#">East-West Seed Philippines Extension and Advisory Solutions</a>	28,500
<a href="#">vegIMPACT NL (managed by YBTS)</a>	11,505
<a href="#">Yayasan Bina Tani Sejahtera (managed by YBTS)</a>	5,883
FB groups (local)	Followers
<a href="#">Noman Lambu / Vegetable Farming in Nigeria</a>	12,778
<a href="#">Myanmar KT</a>	6,264
<a href="#">Uganda Vegetable Farming</a>	3,712
<a href="#">Cambodia KT</a>	3,186
<a href="#">East-West Seed KT India Farmer Group</a>	2,541

Our local team also uses chat applications including WhatsApp, Facebook Messenger, and Viber to regularly communicate with farmers. We have a total of 78 chat groups globally.

Growhow website - [Growhow.eastwestseed.com](http://Growhow.eastwestseed.com) – (45,326 users, 711,396 annual pageviews)

YouTube channel: [Youtube.com/channel/UCGLRDV5V1ICefotYPFCaG4g](https://www.youtube.com/channel/UCGLRDV5V1ICefotYPFCaG4g) – (16,600 subscribers, 1.23 million views)

In addition to our online and digital approaches, we are also continuing to reach farmers in throughout Africa via radio programs. KT teams in African countries including Tanzania, Uganda and Nigeria have all partnered with local stations to launch radio shows.

[www.growhow.eastwestseed.com](http://www.growhow.eastwestseed.com)



Users

**45,326**

Annual pageviews

**45,326**

Subscribers

**16,600**

Million views

**1.23**





An exciting learning initiative is also taking place in Nigeria. With support from Wageningen University and Research, EWS-Knowledge Transfer has teamed up with Funzi to pilot training through their lightweight mobile-learning solution. The trainings, which are available in both the English and Hausa languages, introduce learners to the basics of vegetable farming and how to improve seedling production. Thus far more than 5,300 participants have enrolled in the course, and of those about 4,700 finished the training successfully and received a completion certificate. Also, because the course was designed to be a lightweight learning solution, data charges for users were very low. Feedback from participants was overwhelmingly positive, with many saying they would like to access additional courses.

More about our project in Nigeria can be found [here](#):



# 5,300

Participants have enrolled in the course



# 4,700

finished the training successfully and received a completion certificate



EAST-WEST SEED



WAGENINGEN  
UNIVERSITY & RESEARCH

Content in co-operation with

**East-West Seed Knowledge Transfer & Wageningen University & Research**

→ [www.eastwestseed.com](http://www.eastwestseed.com)  
→ [www.funzi.fi](http://www.funzi.fi)



**Stuart Morris**  
Director, East-West Seed Knowledge Transfer



**Flip van Koesveld**  
Project Manager, Wageningen University & Research



**Tero Salonen**  
Aape Pohjavirta  
Founders, Funzi



**CERTIFIED FUNZI LEARNING ACHIEVEMENT**

② The Vegetable seedling production course introduces valuable skills in seedling production for more profitable and sustainable farming practices. It concentrates on how to plan seedling production and raise high-quality seedlings with practical step-to-step instructions.

③ Funzi is a mobile learning service, that uses pedagogically proven methods for enabling people to learn the skills they need to build their dreams. All course scores are validated with a series of activities. Funzi originates from Finland, Europe.  
→ For more information about Funzi, visit [funzi.fi](http://funzi.fi)

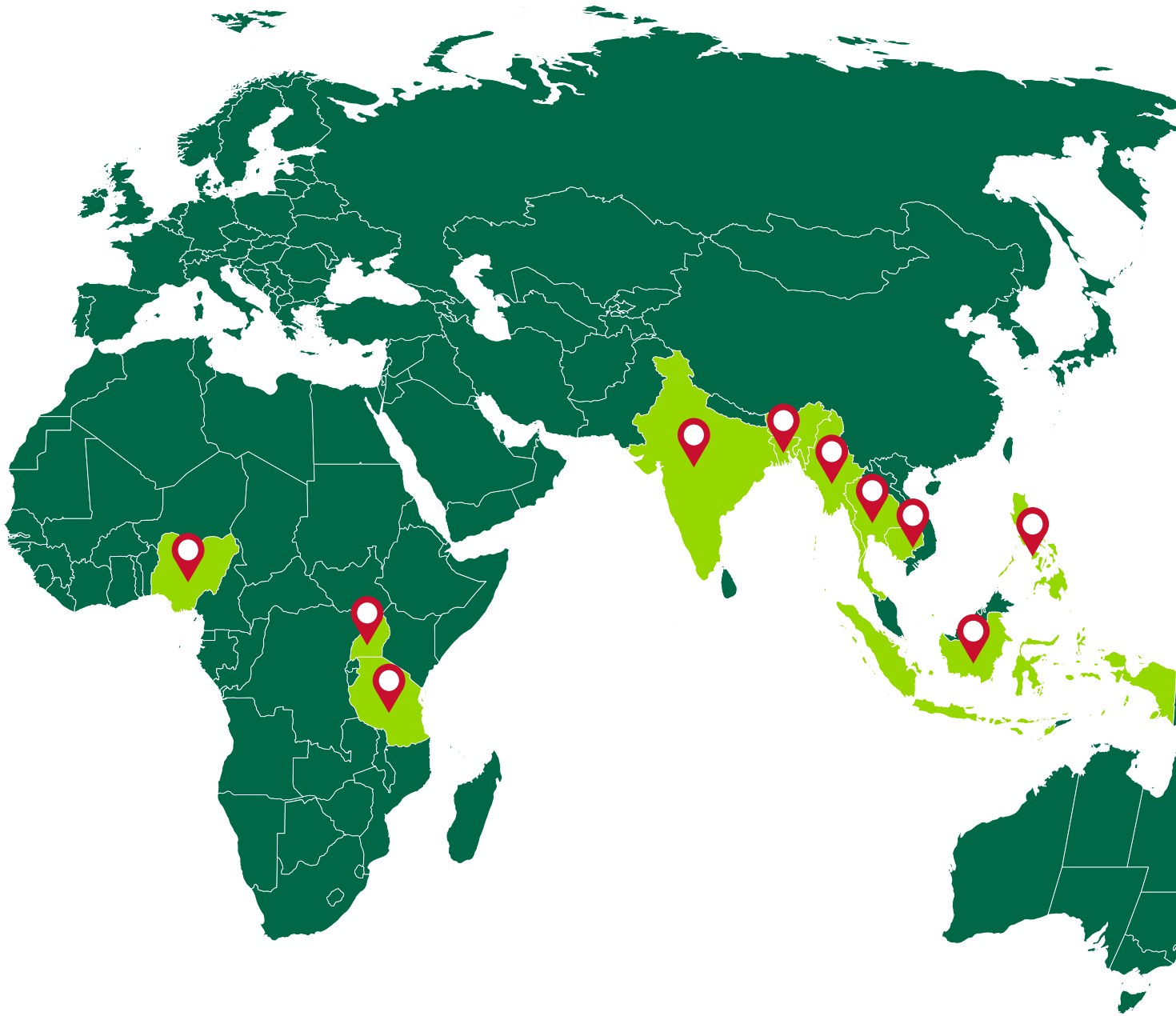




Another innovative digital learning program was launched last year in the Philippines. The local KT team joined forces with the Dutch non-profit mobile app builder Skilled to develop a program for sharing digital materials offline through Bluetooth transmission.

The pilot program is currently being run on the Philippine island of Mindanao and consists of learning cards, videos, and extension material. The mobile app is especially useful for farmers in areas with poor or no internet connectivity. Participants are able to receive digital materials via their phone while attending training and during field visits. The target is to have 5,000 users by the end of the project.

# Outreach and Impact



During 2020, EWS-KT was able to directly reach 84,052 farmers through field-based training activities. To arrive at this summation accurately, farmers are only counted if they participate in multiple training events; with no free handouts we assume that their multiple participation reflects a genuine interest to learn and adopt improved practices. On average, each of the 84,052 farmers attended five training events.



Cambodia 2020



8,293

India 2020



11,701

Indonesia\* 2020



18,115

Myanmar 2020



8,275

Nigeria 2020



14,373

Philippines 2020



6,566

Tanzania 2020



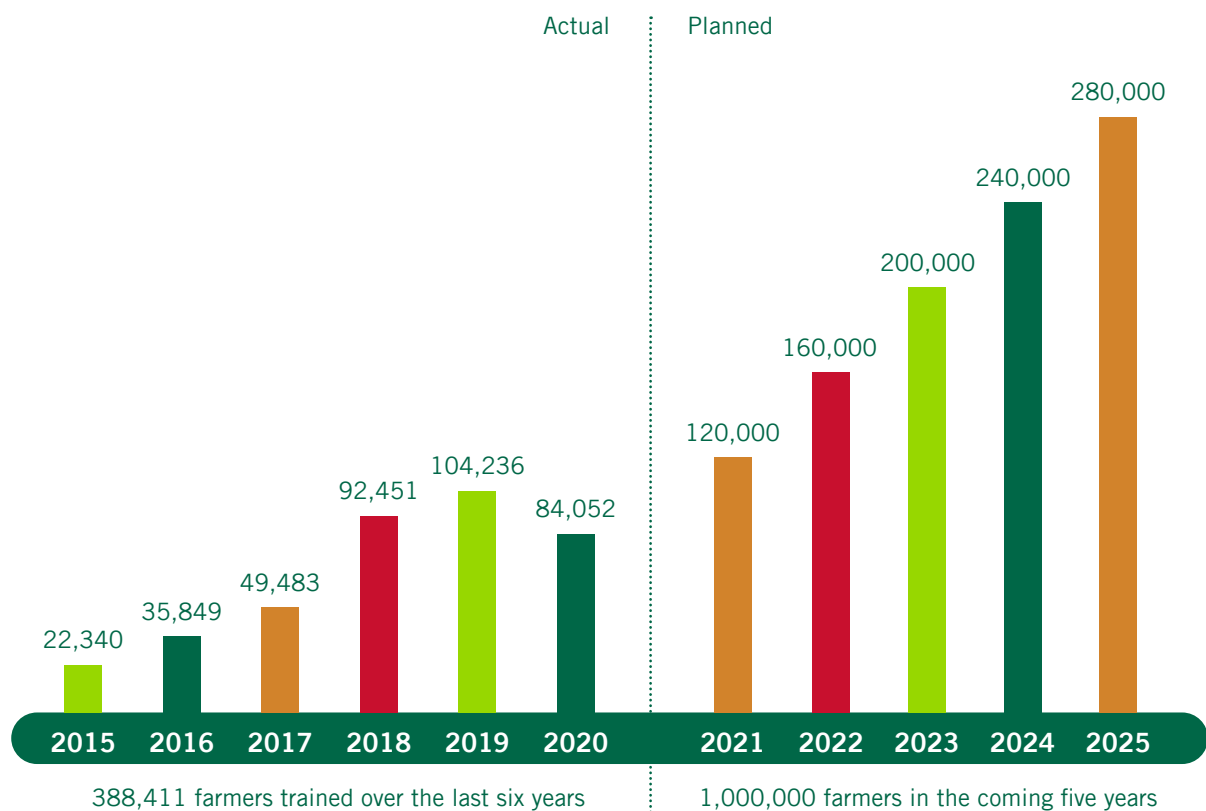
4,657

Uganda 2020

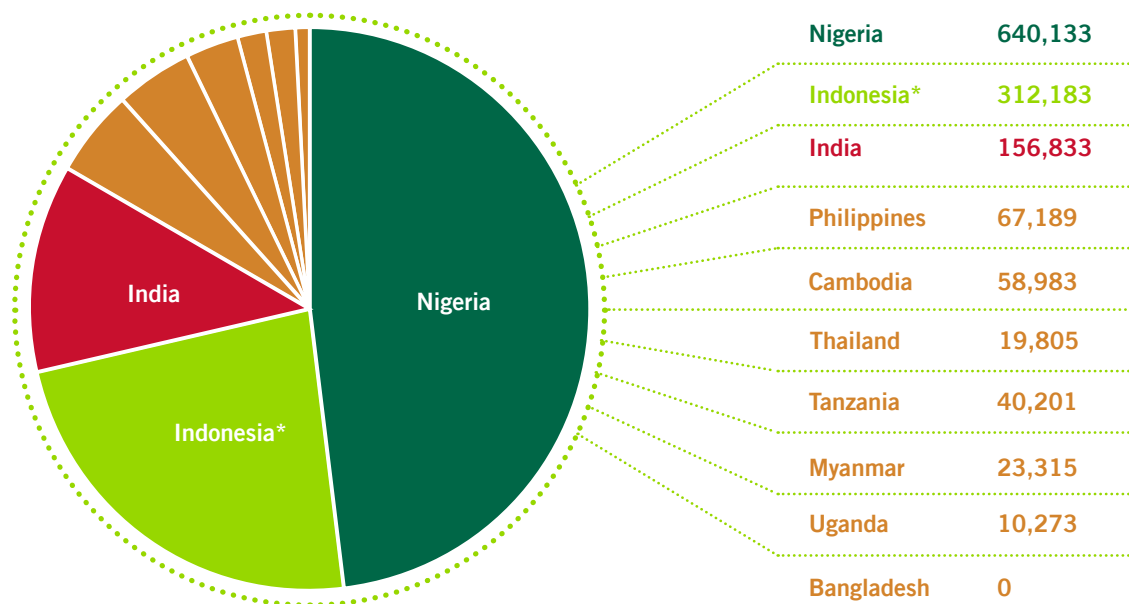


12,072

\*Financed and managed through the Yayasan Bina Tani Sejahtera Foundation



In 2020 we began quantifying indirect outreach through crop guides, social media, radio and other digital media. Until we can determine how to better measure meaningful outreach, we have used a very conservative estimate by assuming that only 5% of outreach through social media and radio is impactful. We will adjust these figures as we learn more.



\*Financed and managed through the Yayasan Bina Tani Sejahtera Foundation

# Country Summary Reports



## a. Bangladesh

Bangladesh is the newest country for EWS-Knowledge Transfer, after its launch in the beginning of 2020. Our first program is a project led by international development organization Solidaridad under the Dutch government's Sustainable Development Goals Partnership (SDGP) program.

The “Smart Farming, Health Food” initiative aims to contribute to the development of sustainable and climate-resilient smallholder vegetable-based cropping systems in Bangladesh's Barisal and Chittagong divisions. Over the next four years, 25,000 smallholder vegetable producers will undergo intensive training in “climate-smart agriculture”, and a further 40,000 farmers will benefit through exposure to the demos and less intensive training.



## b. Cambodia

Actual performance 2020



661

Number of demonstrations  
(plots)



501

Average ROI from  
demonstrations  
(U\$ per 500 square meter)



521

Number of trainings  
(events)

200

Number of technical  
field days (events)



8,293

Number of farmers reached  
in field events (pax)



81,268 EWS-KT funds (U\$)

154,187 Partner funds (U\$)

235,455 Total funds (U\$)

## c. India

Actual performance 2020



355

Number of demonstrations  
(plots)



340

Average ROI from  
demonstrations  
(U\$ per 500 square meter)



634

Number of trainings  
(events)

65

Number of technical  
field days (events)



11,701

Number of farmers reached  
in field events (pax)



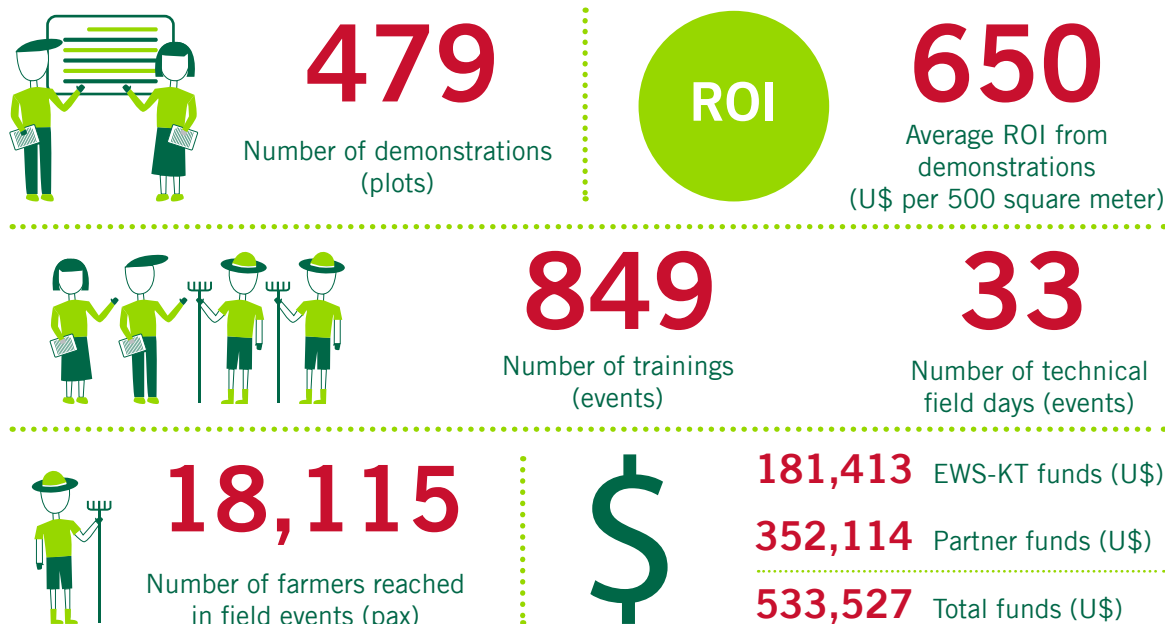
220,538 EWS-KT funds (U\$)

69,376 Partner funds (U\$)

289,915 Total funds (U\$)

## d. Indonesia

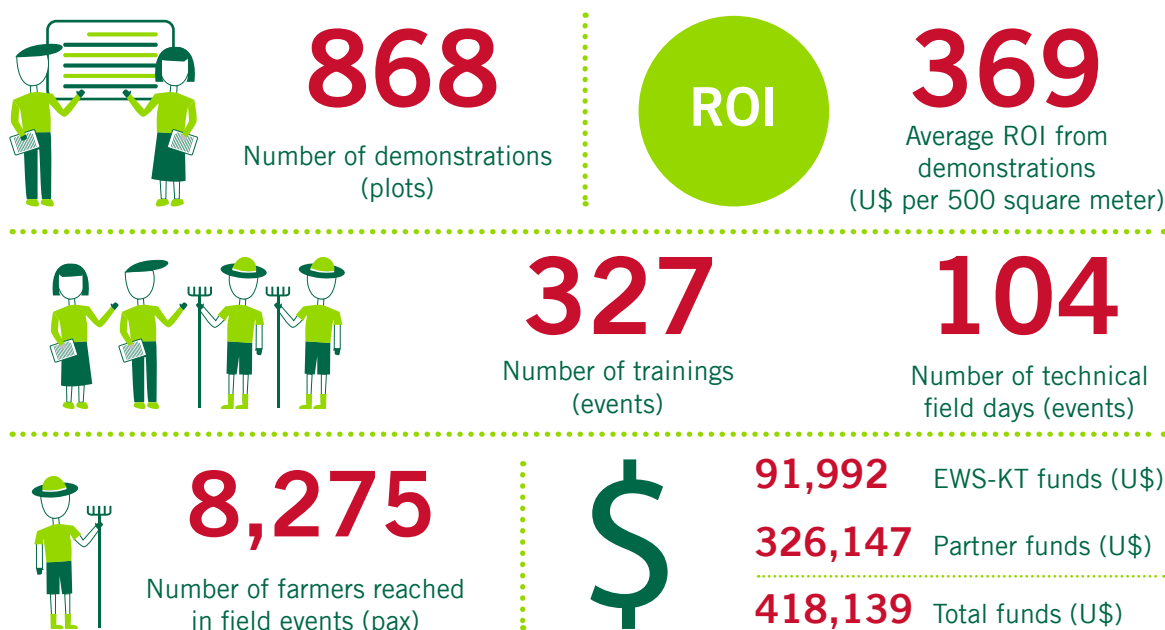
### Actual performance 2020



The Yayasan Bina Tani Sejahtera Foundation (YBTS) is an independently financed and managed nonprofit foundation affiliated with East-West Seed Indonesia. EWS-Knowledge Transfer and YBTS work together for staff training and in developing extension materials and training modules. More information on their work can be found on the [YBTS website](#).

## e. Myanmar

### Actual performance 2020



## f. The Philippines

Actual performance 2020



99

Number of demonstrations  
(plots)



437

Average ROI from  
demonstrations  
(U\$ per 500 square meter)



81

Number of trainings  
(events)

102

Number of technical  
field days (events)



6,566

Number of farmers reached  
in field events (pax)



195,250 EWS-KT funds (U\$)

88,481 Partner funds (U\$)

283,731 Total funds (U\$)

## g. Nigeria

Actual performance 2020



364

Number of demonstrations  
(plots)



268

Average ROI from  
demonstrations  
(U\$ per 500 square meter)



1,363

Number of trainings  
(events)

210

Number of technical  
field days (events)



14,373

Number of farmers reached  
in field events (pax)



41,350 EWS-KT funds (U\$)

418,722 Partner funds (U\$)

460,072 Total funds (U\$)



## h. Tanzania

Actual performance 2020



328

Number of demonstrations  
(plots)



428

Average ROI from  
demonstrations  
(U\$ per 500 square meter)



192

Number of trainings  
(events)

22

Number of technical  
field days (events)



4,657

Number of farmers reached  
in field events (pax)



158,835 EWS-KT funds (U\$)

0 Partner funds (U\$)

158,835 Total funds (U\$)

## i. Uganda

Actual performance 2020



439

Number of demonstrations  
(plots)



412

Average ROI from  
demonstrations  
(U\$ per 500 square meter)



2,062

Number of trainings  
(events)

147

Number of technical  
field days (events)



12,072

Number of farmers reached  
in field events (pax)



29,587 EWS-KT funds (U\$)

354,254 Partner funds (U\$)

383,841 Total funds (U\$)

# Partnerships

EWS-KT's core operational costs are funded through a fixed percentage of EWS seed sales. To cover program costs and enable a wider outreach, we leverage additional resources of like-minded organizations. While we welcome contributions of funds, we also seek out partnerships that reach beyond financial support. Complementary skills such as community mobilisation, access to finance, conflict sensitivity, targeted youth and gender inclusion, and broad-based livelihood development bring significant added value to our work. Over 2020, EWS-KT had the following partnerships:

Country	Project duration	Project Name	Donor	Lead organization
Bangladesh	2020-2024	Smart Farming, Health Food	Netherlands Enterprise Agency (RVO)	Solidaridad
Cambodia	2019-2021	HARVEST II	USAID, Feed the Future	Abt Associates
Cambodia	2018-2021	Cambodia Horticulture Advancing Income and Nutrition (CHAIN)	Swiss Development Cooperation (SDC)	Netherlands Development Organisation (SNV)
Cambodia	2020-2023	Scaling off-season vegetable innovations in Cambodia and Laos PDR	German Federal Ministry for Economic Cooperation and Development (BMZ)	World Vegetable Center (WorldVeg)
Philippines	2019-2023	Developing vegetable value chains to meet evolving markets in the Philippines	Australian Centre for International Agricultural Research (ACIAR)	Applied Horticultural Research
Philippines	2020	PAG-AHON Project	Philippine Dept. of Agriculture (Philippine Rice Research Institute)	East West Seed Philippines
Philippines	2020	Sustainable Farm to Table	World Wildlife Fund	World Wildlife Fund (WWF)
Myanmar	2017-2020	ADVANCE Myanmar	Australian Government Department of Foreign Affairs and Trade (DFAT)	Mennonite Economic Development Associates (MEDA)
Myanmar	2020-2021	Improving Market Opportunities for Women	Global Affairs Canada	Mennonite Economic Development Associates (MEDA)
Myanmar	2018-2020	Transforming Rakhine's Vegetable Market	Department for International Development (DFID)	DaNa Facility (DAI)

Country	Project duration	Project Name	Donor	Lead organization
Myanmar	2017-2020	Pulses, People, Planet and Profit (P4) project	Department for International Development (DFID)	Interchurch Organisation for Development Cooperation (ICCO), DaNa Facility (DAI)
Myanmar	2017-2020	Veg Impact / VegCAP	Netherlands Enterprise Agency (RVO)	Advance Consulting and Wageningen University Plant Research
Cambodia	2020-2023	Scaling off-season vegetable innovations in Cambodia and Laos PDR	German Federal Ministry for Economic Cooperation and Development (BMZ)	World Vegetable Center (WorldVeg)
India	2019-2023	Good Farming, Good Food	Netherlands Enterprise Agency (RVO)	Solidaridad
Uganda	2020-2023	Pumpkins in Africa Catalysing opportunity for farmers and consumers	Dr. Simon N. Groot (dedicated prize money from the 2019 World Food Prize award)	EWS-Knowledge Transfer
Uganda	2017-2020	Developing a vibrant vegetable sector in Uganda	Netherlands Enterprise Agency (RVO)	Integrated Seed Sector Development Plus (ISSD), Wageningen University
Uganda	2018-2021	Nutrition and Income Generation Intervention for Refugees and Host Communities in the West Nile Region	Netherlands Embassy Uganda	Wageningen Centre for Development Innovation
Uganda	2019-2020	Crowdsourcing vegetables for farmers livelihood improvement	Consultative Group on International Agricultural Research (CGIAR)	Bioversity International
Nigeria	2020-2024	Transforming Nigeria's Vegetable Market	Netherlands Enterprise Agency (RVO)	EWS-Knowledge Transfer (in partnership with Wageningen University Plant Research and Solidaridad)

## Strategic Partnerships

In addition to country-focused partnerships, EWS-KT continues its long-term strategic partnership with Wageningen University to foster research and knowledge development. Through Wageningen Plant Research we have received high-level technical support, which ensures sharing the best quality advice with farmers. Wageningen's experts continue to ensure that our technical recommendations and crop guides consist of up-to-date information on the use of pesticides and fertilizers. This supports our vision to promote sustainable and profitable vegetable production with smallholder farmers.



# Farmer stories



## India

Sabita Sahu is a vegetable farmer in the village of Lolasingi, located in the Indian state of Odisha. She grows a variety of crops, including tomato, chili, maize, bitter gourd and beans. In the past, she oftentimes faced problems due to a lack of cultivation knowledge and a high cost of production.

***“I am very happy to learn the new technologies that were introduced to me by East-West Seed KT,”***

***“I am also grateful to the staff for helping me to improve my vegetable cultivation practices and livelihood.”***

Then East-West Seed KT staff contacted her, and she agreed to grow a bitter gourd demo on 195 sqm of land. EWS-KT introduced new and innovative techniques to both her and her neighbors. As a result of EWS-KT's guidance, her next crop was more profitable than what she would have obtained through traditional growing practices.

With her profit she was then able to invest in additional materials to improve her plot of farmland. She now cultivates vegetables on over 8,000 sqm of land. She says she is confident to grow more crops by using practices she learned from the KT team, and she is also actively sharing her knowledge with other villagers.

## Myanmar

Nang Khin Ni Aung is a schoolteacher who lives with her extended family in the village of Shan Su in Hpa An township, Myanmar. For many years Nang had been growing yard long beans and cucumbers in her backyard farm for family consumption. If there was ever a surplus, Nang would sell the crops at the local market. Along with her husband, who is also a schoolteacher, the two worked in the vegetable garden before and after school, and during the holidays.

Although they had farmed vegetables for many years, their yields and profits were always low. Their family's situation was only exacerbated by their low salaries as teachers. One day Nang met Saya Saw Hel Htoo from the local East-West Seed Knowledge Transfer team and from then on, the lives of her and her family members changed for the better. From the KT team, she received training about land preparation and plant and disease management.

She also visited other farmers to learn how they had implemented the practices supported by EWS-KT. When she applied her newly acquired knowledge to improve her vegetable production, she was met with great results.

She then became a lead key farmer to share her knowledge with other farmers in the community, and provided demonstrations to give the participants first-hand experience. Now, the techniques Nang learned from the EWS-KT team are used throughout her local community. As her vegetable production became considerably more profitable, Nang and her husband decided to hire two local workers to assist in the farming, thereby helping to create jobs in the community.



The crops are currently in the harvesting stage, and thus far her surplus vegetables have earned her family 810,000 MMK (US\$580) from cucumber and 600,000 MMK (US\$430) from yard long beans. Through her improved income from the higher yields, she intends to support her parents sufficiently and also donate more money to the local charitable causes. Nang continues to keep in contact with Saw Hel Htoo for further advice and technical assistance.





## The Philippines

Edwin Bernaniza lives near the municipality of Mahaplag in the province of Leyte, Philippines. The father of four was a van driver, and while he had previously harbored interest in vegetable production, his time was limited due to his demanding job.

In March 2020, at the height of the COVID-19 pandemic, van operators were forced to temporarily cease their operations due to health protocols enacted by the government. This left Edwin unemployed, but it also provided him with an opportunity to pursue his interest in farming while staying at home with his family.

Edwin was able to receive training and support through the Philippines Good Agricultural Practices program via a joint partnership by the Australian Centre for International Agricultural Research and the EWS- KT team. He now has his own vegetable farm filled with different varieties of crops, his most profitable being EW Seed's Morena F1 eggplant variety, which now has a total yield of 500 kg while still on its third harvest.

Edwin says that, thanks to the training and support, being a vegetable farmer has given him the chance to live a more fulfilling life while also being able to spend more time with his family.







## Uganda

Edna Asante is a 22-year-old refugee from South Sudan, Yeyi State. Along with her three children, Edna and her family fled their homeland in March 2018 due to a civil war and are currently living in the Rhino Camp Extension Refugee Settlement in northwestern Uganda.

***“My husband and I are glad that our lives are changing slowly as we continue with our daily farming activities,” she said.***

***“We are glad we now have the knowledge of vegetable production. Hopefully when our country stabilises, we will engage in commercial production back home and train our neighbors to do the same.”***

Upon arriving in Uganda, Edna was allocated a small plot of land – about 250 square meters – on which they constructed a shelter and prepared a small patch of farmland. While Edna and her family were safe from the horrors of the war, their new life in Uganda was also proving difficult. The plot of land Edna was given was rocky, which made it challenging to grow vegetables successfully. Despite having land for farming, her family mostly subsisted on rations of maize grains and beans given to them by the World Food Programme.

Her luck changed in early 2019, when her community took part in a training session held by East West Seed Knowledge Transfer as part of Wageningen University & Research’s Nutrition and Income Generation Intervention (NIGI) project. The community members received training about kitchen gardening, including how to successfully farm in rocky soil.

The program had an immense impact on the lives of Edna and her family. Using the knowledge gained from the NIGI program, she was now able to produce more than enough vegetables for their family, meaning they could sell the surplus to buy household necessities such as soap, sugar, and salt.



## Cambodia

Poa Sophea is a Cambodian who lives in Kratie, a village in the northeastern part of the country near the Mekong river. The region is heavily dependent on agriculture, fishery and forestry. In the past, Poa made a meager living by cutting wood from a forest near his home and selling it to local villagers. He had tried his hand at farming as well, but with little success.

In March 2020 Poa began participating in the Cambodia Horticulture Advancing Income and Nutrition (CHAIN), a project operated jointly by the Netherlands Development Organisation (SNV) and EWS-KT that strives to improve vegetable production for smallholder farmers.

He began using his newly-acquired farming skills by growing cucumbers on a 1,000 sqm plot of land. This unfortunately coincided with the beginning of the Covid pandemic, which hampered his initial efforts. However, he was undeterred and stayed active with the local group and project coordinators via phone, Facebook Messenger, and direct meetings held with the usual safety precautions.

Through proper guidance and his own determination, he eventually earned a profit of around US\$500 from the sale of his crops at harvest. From the initial success, Poa is continuing to acquire knowledge about the benefits of land preparation, nutrient management, water resourcing and plant spacing.

He has doubled the amount of land for cucumber farming, and is preparing to plant corn and eggplant as part of a plan for crop rotation. He has also begun keeping detailed records, a method introduced to him through the program, as a way to track profits and costs, improve his technique, and plan for the future.

Other villagers have taken notice. Poa is now regularly visited by neighbors in the area who wish to learn his techniques and adapt their farming methods, meaning that he is not only helping to improve himself and his family but also the community as a whole.



## Tanzania

Nemati Misasi is a 45-year-old tomato farmer who lives in a small village in the Kamaha district of the Sinyanga region of Tanzania. Farming his land was always physically demanding, however, because in order to irrigate his small plot he had to fetch water from a deep well using just a rope and a bucket. Due to this, Nemati had a deep desire to purchase a pump to make his farming easier and more efficient.

He began working with the local EWS-KT team after attending a demo provided by a local tomato farmer. He agreed to test out a demo plot on his farm using the EWS growing and production methods, in the hopes that he could use the higher profits to acquire a water pump.

Nemati followed the advice of the KT team, including using Imara F1 tomato variety seeds and employing proper practices of raising seedlings, transplanting, crop management, fertilizer application, integrated pest management, trellising and mulching.

At harvest time, following the advice from the KT team paid off, as the tomato crop exceeded his expectations. Nemati was proud of the yield and he became the envy of the Sangilwa village. He could now use the profits to finally purchase the water pump he so desired. In fact, he was even able to use some of the excess profits to install a small satellite TV dish on his home.

***"I am very happy after accomplishing my wish and even more," Nemati said.***

***"I am very thankful to EWS-KT for the technical support and I promise to increase the scale of production and make full use of my new irrigation pump."***



Transplanting Nemati's tomato plot with neighbouring farmers



EWS-KT TFO, Christopher Mganga proud of his support to Nemati.



## Nigeria

Gidan Kwari village is a rural community in the Bunkure Local Government Area of Kano State in Nigeria. Like most communities in rural northern Nigeria, its inhabitants are largely dependent on agriculture for their livelihoods. Unfortunately farmers here face many challenges, including unpredictable rainfall as well as lack of technical knowledge of the latest agricultural practices.

Bashir Abdu Sani is a 33-year-old farmer in Gidan Kwari who also runs a small pharmacy in his neighbourhood. He has a 250 sqm piece of land where he has been cultivating tomatoes for many years, but without much success.

In 2020, Yusuf Magaji Dabai, a Technical Field Officer for the local EWS-KT team, visited Gidan Kwari to train some farmers on the safe use of pesticides. During the trip he met Bashir on his farm and noticed signs of some pests and diseases on the tomato crops, and successfully convinced Bashir that his output could be improved by employing new growing methods. Bashir was initially skeptical because his crops had always grown so poorly in the past, but eventually he agreed to the plan and the two began the transformation.

First, Bashir established a demonstration on his plot of land and planted platinum F1 variety tomato seeds. Yusuf trained Bashir extensively in the best practices of land preparation, sowing the seeds, raising and transplanting the seedlings, and most importantly, pest and disease management. When it was time to trellis, Yusuf taught Bashir step-by-step until he was able to tie the strings by himself. Other EWS-KT practices he taught him included the use of organic mulch and the correct pesticide application.



As the tomatoes grew, Bashir was astonished at the results. When it came time to harvest, Bashir's yield and subsequent profits far exceeded his expectations, with a net gain of about 255,000 Nigerian naira (US\$669). With the proceeds from the bumper crop, Bashir was able to purchase a number of items that would improve his life and his future farming practices, including a used motorbike, a water pump, a cellphone, fertilizer and insecticides. Bashir has since become the talk of town and he regularly receives visitors from



his village who enquire about the EWS-KT techniques. The realisation of the potential inherent in EWS-KT's improved agronomic

practices has motivated both Bashir and the entire Gidan Kwari community to acquire seeds and farming equipment in readiness for the upcoming rainy season.

***"To be candid, nobody in this community would ever believe tomatoes would do so well in the dry season because of the Tuta absoluta pest," he said.***

***"But EWS-KT techniques and Platinum f1 seeds proved us wrong."***



## Indonesia

### Youth engagement in vegetable farming

In 2020, the Yayasan Bina Tani Sejahtera (YBTS) Foundation assisted 2,602 young farmers through a series of trainings on good agricultural practices and field days at crop demo sites. YBTS Technical Field Officers were also active in providing assistance to help the young participants become successful vegetable farmers. Here are a few brief stories about the youth farmers in Indonesia who took part in our program.

#### Learn and practice together

Through the program, we encouraged young farmers to work together as a group in establishing vegetable demonstration plots. This way they could learn together, share knowledge, support one another, and increase their chances for success. A group of 25 young farmers living in the Cendana municipality of the Timor Tengah Selatan district showed what working together can achieve. The participants, who ranged in ages from 19 to 29, adopted the YBTS team's strategies on sustainably maximising crop production. They were able to grow 1,600 tomato crops and harvest 1,675 kg of fresh tomatoes, an average of more than 1 kg per plant. While many in the group are employed around town in various occupations such as motorcycle taxi drivers, shopkeepers and honorarium teachers, the positive results of their venture showed them that vegetable farming can be a promising source of additional income. They all expressed gratitude to YBTS Project Officer Hermina Supadi for her support and guidance throughout the project.

#### Never give up, despite challenges & difficulties

Bang Ari is a 29-year-old vegetable farmer who lives in Cerucuk village, Belitung Regency, a scenic island southeast of Sumatra. Before becoming a farmer, Bang worked as a fisherman and sometimes as a laborer

on a vegetable trader's farm in his village. One day YBTS technical field officer Andre Ferinando encouraged him to try farming on his own. His first attempt at growing sweet corn was a bit of a disappointment as he harvested only about 30% of the potential yield. This was partly due to the highly acidic soil present in the Belitung area. Undeterred, Bang tried again by planting 2,000 cauliflower seeds, and incorporating advice received from the EWS-KT and YBTS team. This time, the results were far better. He also took pride in how his farming is helping to uplift the community.

#### Nursery project is fun

Due to the COVID-19 pandemic, YBTS TFO Rika Bhernike launched an initiative on Morotai, an island in North Maluku, that encouraged young locals to grow the vegetables in their yard because they were forced to stay at home. In the first months, 20 young participants joined the "Nursery Project" by planting chili and eggplant. The youths say they are enjoying their new hobby, and program leaders are looking to increase enrolment in the coming year.

#### Why should one go to the city? Farming in the village is profitable

Selfina Bere (Isa) is another success story for EWS-KT and YBTS team. She is a 20-year-old who lives in the Mollo Utara area of West Timor province. She was originally a shopkeeper, a job she began after graduating high school. In 2019, she joined the Manektob farmer group operated by EWS-KT and YBTS upon encouragement by her mother, who was also a member, and was guided by program coordinator Junike Medah. Taking part in the program allowed Selfina to obtain knowledge about seed selection, nurseries, fertilizers and crop management. After just the first tomato harvest, Selfina was able to make IDR 4 million (US\$400) in profit. Seeing the potential of vegetable farming, she planted other types of crops. Eventually,





she was making up to four times more selling vegetables than she was when she worked as a shopkeeper. Thus she has now decided to devote her full efforts to farming. With the increased income and ability to spend more time with her parents and family, Selfina said she has no desire to leave the countryside to work in a city again.

*“Being a farmer is a never-ending job, because everyone eats from a farmer’s harvest,” he said.*

*“If farmers give up then everyone will starve.”*

# Financial summary

## East-West Seed Knowledge Transfer

Statement of Expenses (USD x 1,000)	Note	2020	2019
<b>Expenses</b>			
Labour costs	1)	2,134	1,709
Communication costs		79	53
Travel and stay		234	468
Training costs KT staff		69	38
Training costs farmers		265	307
Consultancy fees		257	219
Licenses fee		43	23
Tools and equipment		38	20
Office & Operation expense		78	74
Others costs		26	4
Depreciation non current assets		22	31
In kind expenses Partners	2)	0	1,411
<b>Total Expenses</b>		<b>3,243</b>	<b>4,357</b>
<b>Funded by :</b>			
Funding by EWS Group	3)	1,832	1,657
Funding by Partners	4)	1,411	1,289
Funding by Partners in kind		0	1,411
<b>Total Funding</b>		<b>3,243</b>	<b>4,357</b>

## East-West Seed Knowledge Transfer

### Notes

- 1) Although EWS-Knowledge Transfer is independently managed and financed, where possible we make use of the administrative structure of East-West Seed company operations to reduce costs and maximise efficiency. In some countries we are able to pay salaries through the company payroll (the administration of the payroll is part of the company's in-kind contribution, however the salaries paid are covered by EWS Knowledge Transfer).
- 2) In Kind Contribution is our estimation on the value of complementary activities (which contributed to the same overall objectives) funded independently by our partners. Although we continue to recognize the high value of these contributions, due to the difficulty of collecting accurate figures, as from 2020 we will no longer report the In Kind Contribution of partners
- 3) Funding from EWS Group for East-West Seed Knowledge Transfer operations. To reduce the cost of Knowledge Transfer operations, EWS also provides significant additional in-kind support (which is not reported); for example the use of office space and facilities and the support from company ICT and HR.
- 4) Cash contributions from partner organizations to co-fund Knowledge Transfer projects

### Others

The Board of Trustees consists of 4 members

Total compensation for cost of the Board is USD 30,000 for the year

*In order to clearly present an overview of the expenses and the funding of our activities, as from 2020 EWS-KT will - in line with industry best practice - only present an Annual Finance Statement. Publishing a balance sheet merely showing donations as accounts receivable and some limited hardware was considered to be of relatively low added value.*



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