

# East-West Seed Knowledge Transfer



**Annual Report 2018**

---

Copyright © 2019 by Stichting East-West Seed Knowledge Transfer.

All rights reserved. This report or any portion thereof may not be reproduced or used in any manner whatsoever without the express permission of Stichting East West-Seed Knowledge Transfer.

7 moo 9 Chiang Mai-Phrao Road, Tambol Maefaek Mai, Amphoe Sansai, Chiang Mai Province 50290 Thailand

Printed in Thailand.

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

## CONTENTS

- I.** Message from Chairman
- II.** Foundation profile
  - A. Mission
  - B. Vision
  - C. About EWS Knowledge Transfer
- III.** What we do
  - Share technical expertise
  - Invest in impact
  - Harness the use of data and technology
  - Focus on sustainability
  - Leverage partnerships
- IV.** Where we work
  - A. 2018 KT Country Highlights in Asia
    - Cambodia
    - India
    - India farmer spotlight
    - Myanmar
    - Myanmar farmer spotlight
    - The Philippines
    - New countries on the horizon
  - B. A Growing Presence in Africa
    - Nigeria
    - Tanzania
    - Tanzania farmer spotlight
    - Uganda
- V.** Meet the Team
  - A. Board of Directors
  - B. Country teams
  - C. Knowledge Transfer Support
- VI.** Financial summary

# MESSAGE FROM THE CHAIRMAN



Our company was established in 1982 with an entrepreneurial vision to help farmers out of poverty. It brought people together from East and West on a mission to bring innovations that would help farmers earn more money using better seeds. We soon recognized that providing improved seed varieties was not enough. We needed so much more to have a real and lasting effect on the lives of smallholder farmers and the rural economies in which they live. East-West Seed Knowledge Transfer (EWS-KT) began its first farmer extension activities in the Philippines in 2000.

EWS-KT has grown and evolved since those days. As extension activities continued to increase, EWS formally set up a Foundation named 'East-West Seed Knowledge Transfer' in 2016 to harness the collective experience of the extension teams to train pre-commercial vegetable farmers. EWS-KT has now established teams sharing knowledge on improved vegetable production practices with smallholder farmers in Cambodia, India, Indonesia, Myanmar, Philippines, Thailand, Nigeria, Tanzania and Uganda.

This consistent effort has contributed to income growth, livelihood development, and increased supplies of high quality, nutritious, and safer-to-eat vegetables. EWS-KT, backed by 18 years of hands-on experience in strengthening smallholder farmers in Asia, is now expanding into other regions including in Sub-Saharan Africa where market-driven development is very much in need.

We believe improving food security and strengthening livelihoods requires the sustained contribution of diverse stakeholders, including farming communities, businesses, governments as well as local and international NGOs and international organizations.

We actively develop partnerships with like-minded actors, leveraging the comparative advantages of all sectors. In 2018, EWS-KT established new partnerships with the United Kingdom's Department for International Development (DFID) DaNa Facility in Myanmar, and the United States Agency for International Development (USAID) Feed the Future initiative in Cambodia. Through these partnerships, EWS-KT expanded programs to new areas in Rakhine State, Myanmar and four provinces in Cambodia. In the coming year, we will pursue expansion to new areas in India, and develop new KT country programs in Bangladesh and Nigeria.

We understand the importance of working closely with farmers. Through our Knowledge Transfer (KT) work, we train nearly 100,000 farmers each year. The additional volume of vegetables gradually produced by these farmers is enough to potentially double the per capita consumption of vegetables for approximately 3 million people. Beyond simply providing more, these farmers are growing safer to eat

vegetables by using fewer pesticides. Access to quality, affordable vegetables helps improve the health of children and families, leading to stronger economies and communities for the long term. Over the coming years, we hope to increase our operation to be able to reach 300,000 farmers per year.

As we look back on our impact in 2018, we see proof that knowledge transfer continues to catalyze more vibrant and competitive markets as more farmers shift towards more productive and climate-resilient practices and embrace vegetable production as a real business opportunity.

Enkhuizen-Netherland, March 2019



Rutger Groot  
Chairman

# FOUNDATION PROFILE

## Mission

To improve on-farm skills of smallholder vegetable farmers through sharing evidence-based knowledge on profitable and sustainable farming practices in Asia and Africa.

## Vision

We strive to be the partner of choice in developing a vibrant and sustainable vegetable sector, bringing widespread impact to smallholder farmers.

## Knowledge Transfer

EWS-KT is an independently funded and managed nonprofit initiative that seeks to improve the skills, knowledge, and techniques of growers in some of the least developed markets. Equipped with advanced agricultural practices, these growers earn bigger yields and higher profits, which sets the stage for long-term market development. As more growers adopt these practices, we increase the demand for higher quality vegetable varieties and other agricultural products, such as mulch, trellis nets, seed trays, agri-chemicals, and more.

Our process uses a peer learning approach in which our local field advisers set up demonstration farms to showcase advanced practices in key communities. Through practical field events, growers are encouraged to not only learn but also to share their knowledge with others in the community, creating a ripple effect that leads to sustainable growth across entire regions.

KT teams use an innovative monitoring and evaluation technology to track costs, yields and returns to determine which crops work best in different conditions.

Alongside committed partners who share our vision of a healthier, more economically developed rural communities, we are transforming farming and bringing more varieties of vegetables to more people.

# WHAT WE DO

## *Share Technical Expertise*

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

## **Capacitating Key Farmers**

EWS-KT provides in-depth training to carefully selected key farmers on a wide range of topics, including:

- Basic agronomy, soil improvement and land preparation
- Seedling production and transplanting
- Pest and disease management (IPM) and safe handling and use of pesticides
- Nutrient management
- Crop maintenance, harvest and planning

Key farmers remain an innovative source of advice for neighboring farmers; acting as hubs of good production in the coming years. EWS works in partnerships to link these farmers with relevant service providers and stakeholders, thereby better integrating previously excluded farmers into market value chains.

## **Demonstration Farms**

EWS-KT supports key farmers to manage demonstration farms. The project team collects detailed farm data on inputs, outputs and activities. Key farmers receive intensive support for two agricultural cycles (if possible increasing to three to aim at year-round production). The EWS-KT team visits each demo farm weekly to provide technical advice. Data collected on expenditure and income via EWS-KT's mobile app is used to substantiate success when promoting improved techniques during field days.

## **Peer Learning**

EWS-KT uses demonstration farms to conduct peer learning sessions on all aspects of sustainable and profitable vegetable production - from land preparation to harvest. Where possible, EWS-KT strives to ensure women's participation. EWS-KT We also organize practical and theory-based short village trainings; based on crop or technology-specific needs. These training sessions help farmers understand agronomic principles related to their fieldwork.

## **Field Days**

Field days are organized for larger groups of farmers on demonstration farms to disseminate the same technical information shared during village training - but condensed into one session. As well as technical information on crop production, EWS-KT uses these events to share financial and marketing information. Based on farm records, an analysis of cost and return is used to improve understanding of the benefits of adopting new varieties, technologies and practices. In addition to showcasing good cultivation techniques, field days also promote improved market linkages between value chain actors. Vegetable traders and agro-input dealers are encouraged to attend field days. This is expected to stimulate increased production through disseminating information on market opportunities and availability of inputs.

## **Extension material**

EWS-KT has produced a series of high-quality training modules and extension material specifically designed for smallholder vegetable farmers in local languages. To ensure best practices and up to date recommendations on agro-chemicals, these materials are designed in close cooperation with



Wageningen University and Research. All of EWS-KT extension material (technical crop guides, instructional videos) are available through our on-line learning platform [GrowHow](#)

## Training other service providers

In order to widen the scope of knowledge transfer, EWS-KT organises technical training and backstopping to a number of potential service providers such as government extension, state agricultural universities and like-minded NGOs.

## Invest in impact

EWS-KT directly reached more than 90,000 farmers through intensive field-based activities in 2018. The number of farmers reached has increased each year since 2015, and EWS-KT's capacity to operate at scale continues to grow. In 2019, EWS-KT expects to expand to additional farming communities, reaching over 113,000 farmers. As part of the EWS-KT Strategic Direction 2018-2022, over the next five years, we aim to develop our capacity to reach 300,000 farmers every year.

	Actual 2015	Actual 2016	Actual 2017	Actual 2018	Target 2019
<b>Bangladesh</b>					
<b>Cambodia</b>	1,640	2,113	6,117	9,000	9,000
<b>India</b>	0	789	6,261	14,000	30,000
<b>Indonesia</b>	9,023	12,218	7,933	10,705	17,660
<b>Ivory Coast</b>					
<b>Myanmar</b>	5,448	11,008	11,968	15,000	16,000
<b>Nigeria</b>					3,000
<b>Philippines</b>	3,493	3,406	4,730	13,061	8,000
<b>Thailand</b>	300	800	1,284	6,000	
<b>Tanzania</b>	2,436	5,515	9,816	16,685	14,000
<b>Uganda</b>				8,000	12,000
<b>Ghana*</b>			1,374		1,000
	<b>22,340</b>	<b>35,849</b>	<b>49,483</b>	<b>92,451</b>	<b>113,060</b>

\*EWS Knowledge Transfer invested in training technical staff of the company's distributor in Ghana. We plan to follow this up with a more intensive farmer training program over 2019.

We expect that approximately 420,000 family member will potentially benefit from the increased incomes - as a result of the gradual adoption of improved practices of farmers exposed to our training programs over 2018. The increase in productivity from this group of farmers (which may take several cropping seasons) has the potential to double the per capita consumption for up to 3 million households. In countries where per capita fruit and vegetable consumption is often only half of the daily recommended amount, this can have a significant impact on improved nutrition.



## ***Harness the use of data and technology***

We recognize the importance of steering our activities and developing a strong evidence-base for our programs through the use of solid field data. We are constantly refining our monitoring, evaluation, and learning methods, and over 2018 have made further improvements to the use of our mobile field apps.

### **Monitoring and evaluation**

EWS-KT believes that a strong Monitoring, Evaluation and Learning system is essential to demonstrate the impact of program activities, provide actionable data during implementation to promote adaptive management and distill learning for future programs and partnerships. During the course of 2018, EWS-KT further refined the accuracy of data collection. All project teams are now using an advanced app-based farm management and monitoring system to track activities and record expenditures and returns on each demonstration farm. This information is used to evaluate the potential profitability of different crops over different seasons, provide detailed information of farmers participating in training events, tracking regularity of participation, gender, and curriculum topics covered as well as helping with tracking the adoption of improved practices amongst groups of farmers.

### **Use of digital media**

In 2018, an internal analysis identified the need to engage more systematically into digital media to share knowledge more widely in farming communities. Accordingly, EWS-KT management has decided to invest more heavily in developing digital media approaches in 2019. Although this cannot substitute field-based activities, digital media is an attractive opportunity for farmers to strengthen their knowledge within project areas as well as widening the knowledge network to farmers outside of the project. As well as supporting knowledge exchange in social media groups, EWS-KT plans to pilot a new approach to learning through mobile networks.

## ***Focus on sustainability***

EWS-KT interventions are designed to be sustainable beyond the life of individual projects. By strengthening the technical, organizational, and business capacity of smallholder farmers, we seek to build market demand for improved varieties and better quality farm inputs, while simultaneously uplifting the livelihoods of smallholder farmers.

## ***Leverage partnerships***

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

During 2018 we were successfully engaged in partnerships with the following organizations:

### Myanmar

- DaNa Facility (funded by DFID)
- Mennonite Economic Development Associates (MEDA)
- VegIMPACT (funded by Netherlands Enterprise Agency)
- VegCAP (funded by Netherlands Enterprise Agency)
- ICCO (funded by the DaNa Facility, DFID)

### Cambodia

- HARVEST II (funded by USAID, Feed the Future)
- Swisscontact
- The Cambodia Horticulture Advancing Income and Nutrition (CHAIN), implemented by SNV

### Uganda

- Integrated Seed Sector Development (ISSD) Programme (partnership with Wageningen Centre for Development Innovation (WCDI))

### India

- Netherlands Enterprise Agency

In addition to country-focused partnerships, EWS-KT has continued a 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 ensured sharing the best quality advice with farmers. Over 2018 Wageningen Plant Research has supported EWS-KT with intensive staff training in Uganda and Myanmar. We also worked closely with their experts on the production of extension materials. With their special focus on agrochemicals, Wageningen's experts have ensured that our crop guides and technical recommendations are up to date information on the use of pesticides and fertilizers. This supports our vision to promote sustainable and profitable vegetable production with smallholder vegetable farmers.

We will explore similar global partnerships with select foundations and operational partners over the coming years.

## Where we work

During 2018 EWS-KT supported training activities in the following countries:

- Cambodia
- India
- Myanmar
- Nigeria
- Philippines
- Thailand
- Uganda

- We also maintained a close synergy with our separately funded and managed sister organizations in Indonesia (Yayasan Bina Tani) and Tanzania (SEVIA) where we support with the development of extension materials and technical advice

## KT Country Highlights

### *Cambodia*



Actual performance 2018		Financials 2018	
No. of demonstrations	368	EWS-KT	U\$ 87K
Average ROI from demonstrations	U\$354 (500sqm)	Partner direct	U\$ 78K
No. of training events	325	Total	U\$ 165K
No. of technical field days	38	Staff	13
No. farmers reached in field based training events	9,000		



In 2018, KT expanded to Kampong Thom, Battambang, Siem Reap, and Pursat through Harvest II, a USAID/Feed the Future initiative. We are seeking to expand to additional geographic areas through partnership with the World Vegetable Center in 2019.

## India



Actual performance 2018		Financials 2018	
No. of demonstrations	256	EWS-KT	US\$ 109K
Average ROI from demonstrations	US\$181 (500sqm)	Partner direct	US\$ 44K
No. of training events	145	Total	US\$ 153K
No. of technical field days	74	Staff	11
No. farmers reached in field based training events	14,000		

In India, the EWS team has identified Eastern India, and particularly Odisha and Assam (and to a lesser extent West Bengal) as locations with the most underdeveloped vegetable markets and highest potential for growth. As a result, in 2017, EWS began piloting KT activities in Odisha. Initial results have been highly positive, reaching nearly 4,500 farmers (with 25% women) and catalysing the beginning of a healthy agro-input market in piloted areas. In 2018, EWS-KT has continued to grow its presence in Odisha as well as engaging in a partnership to reduce child labour in seed production areas in Gujarat and Karnataka.

We are currently identifying new areas for expansion in Madhya Pradesh in partnership with Solidaridad over 2019.

### FARMER SPOTLIGHT: Nirankar and Binapani Mohanta

Panposhi, in the east-Indian state of Odisha, is a small village comprised of around 120 families primarily depending on agriculture as their sole source of livelihood. On a two-acre plot in the village lives a young

husband and wife farming team, Nirankar and Binapani Mohanta (30 and 25 years old), who have six years' farming experience.



In recent years, vegetable farming productivity in their community began to decline due to poor nutrient management and increasing pest incidence. More and more, the Mohantas were unable to get the desired level of yield and profit on the 330 square metre area they dedicated to growing vegetables - causing strain on their ability to support their two children.

In November 2017, Nirankar learned of East-West Seed Knowledge Transfer training activities taking place near his village. He attended the training and following a discussion about his experiences and hopes for the future with the local EWS-KT team, EWS-KT's Bhagyadhar Swain visited the Mohanta's farm. Mr Swain quickly identified the problems on the vegetable farm and provided solutions, such as raised beds, proper planting distances, healthy seedling production and pruning to name a few.

Of their own interest, the couple then decided to grow ridge gourd and intercrop this with coriander based on the knowledge of good farming practices provided by the EWS-KT team. Within four months of adopting these crop management approaches, the Mohantas realized a rapid change in the economic viability of their vegetable farm and are expanding the size of land they dedicate to vegetables.



Since then, the Mohantas have become highly recognized in their village. The surrounding farmers are visiting their plot to learn as they see the quality and quantity of vegetables produced. The excitement around their inspirational journey even reached the media and in March 2018, two news teams visited the couple to interview them. The couple feels more secure about their farm now and are happy to share what they have learned with others in their community.

## Myanmar



Actual performance 2018			Financials 2018	
No. of demonstrations	659		EWS-KT	US\$ 24K
Average ROI from demonstrations	US\$145 (500sqm)		Partner direct	US\$ 264K
No. of training events	486		Total	US\$ 288K
No. of technical field days	146		Staff	28
No. farmers reached in field based training events	15,000			

In 2018, EWS-KT in Myanmar expanded to Rakhine state, a collaborative partnership with Mercy Corps and the DaNa Facility, the local funding arm of DFID UK. The project aims to increase outreach by approximately 5,000 farmers per year. KT teams are currently seeking partnerships to expand training and farmer reach to areas in Southeastern Myanmar.

### FARMER SPOTLIGHT: Ko Aung Cho



When Ko Aung Cho's friends asked him if he'd discovered treasure buried beneath his land, he knew his newfound success was obvious for all to see. A resident of Pin Lon village in Myanmar, 40-year-old Ko Aung Cho has been farming for 30 years. But only three of those years have involved using the new farming techniques that have transformed his operations--and his life.

"I used traditional methods and didn't get much profit regardless of how hard I worked", Ko Aung Cho says. "I could barely survive." Now that he's learned proven techniques from East-West Seed's Knowledge-Transfer program, his life has been transformed. "I'm able to extend my work and get a good income so now my family can have enough. I've even built my own house."

Ko Aung Cho first met EWS when they came to his village to share growing advice. "I asked to meet Ko Zin and from him, I learned new techniques for growing crops. After that, I was able to grow crops systematically." Before that, Ko Aung Cho says, he had no idea about growing plants from seeds, but now he even knows how to select the best soil in which to grow the seedlings. He can also choose the best seeds, knows when and how to transplant, and understands how to take care of the crops, including when and how to add fertiliser and pesticides--knowledge, he says, "that has brought me many benefits."

Ko Aung Cho advocates strongly for EWS to continue with their mission to help smallholder farmers. He was sad when the Knowledge-Transfer course he was attending finished because he felt his education was still at a basic level. "I want to join future courses because I need to learn many things. I want to learn everything I don't know about farming." He also wants to help other farmers who don't yet know about the new farming techniques that have changed his life.



When his friends asked him if he'd discovered treasure under his house, he replied: "I told them it was just that I took the right path and that I've found my profession and a new way of farming." The treasure, it seems, was in the land all along, and the newfound knowledge was its alchemy.



## Philippines



Actual performance 2018		Financials 2018	
No. of demonstrations	519	EWS-KT	US\$ 377K
Average ROI from demonstrations	US\$190 (500sqm)	Partner direct	US\$ 33K
No. of training events	135	Total	US\$ 410K
No. of technical field days	6	Staff	24
No. farmers reached in field based training events	13,061		

One of the highlights of 2018 -- a joint workshop with the EWS company in which KT teams identified Mindanao, Mindoro, Palawan, South Leyte and Biliran as key areas for developing new markets through pre-commercial EWS-KT. In addition, the Philippines KT team placed 4 technical field officers for one year international assignments to support local teams in India and Uganda with the aim of bringing technical knowledge and organizational skills to these respective local teams.



## Thailand



Actual performance 2018			Financials 2018	
No. of demonstrations	82		EWS-KT	US\$ 185K
Average ROI from demonstrations	US\$168 (500sqm)		Partner direct	
No. of training events	118		Total	US\$ 185K
No. of technical field days	28		Staff	12
No. farmers reached in field based training events	6,000			

Pre-commercial KT is best geared towards supporting farmers struggling with basic production practices. Although there are still some areas where farmers are less advanced, compared to other countries many farmers in Thailand already have good exposure to improved techniques and achieve reasonable yields.

That's not to say that farmers don't need more knowledge; especially in optimizing the use of agro-chemicals; however weighing the limited options for pre commercial KT against the opportunities to improve the competitiveness of farmers products, EWS made the strategic decision to begin transitioning its KT team towards a more commercial approach. This transition started in 2018 and by 2020 all farmer training is expected to be supported directly through the commercial company.

### ***New countries on the horizon***

EWS Knowledge Transfer ideally operates in less developed areas -- areas where farmers have limited access to knowledge and technology, and where EWS sees high potential to develop new markets.

In 2018, EWS-KT investigated the potential of pre-commercial farmer training in Bangladesh. Through upgrading farmer skills in less developed areas, such as Chittagong and barisal, pre-commercial knowledge transfer is poised to be a significant driver to develop new markets in Bangladesh. EWS-KT anticipates to prepare startup activities in Bangladesh over the coming year.

### **A growing presence in Africa**

Over the last few years, East-West Seed Knowledge Transfer has been steadily growing its presence in Sub Saharan Africa. With a large market potential and relatively undeveloped horticultural sector, East-West Seed has supported technical training to smallholder farmers in Tanzania since 2014. From 2017 East-West Seed Knowledge Transfer has supported the development of a team of 25 local experts focused on pre-commercial farmer training in northern Uganda. This includes an innovative project aimed at bringing pragmatic economic opportunities to refugees from South Sudan and their host communities.

More recently, East-West Seed Knowledge Transfer has started building a team of 25-30 extension officers in Nigeria. After intensive training over 2018, EWS intends to operationalise the first part of this team in early 2019 in Kaduna. Initial pre-commercial knowledge transfer activities will focus in Northern Nigeria (especially Kaduna and Kano which have more than 400,000 Ha of vegetable production). However with time and resources it is expected to extend these activities to other states where there is a need to develop the skills of Nigeria's smallholder farmer community.



### *Nigeria*



In October 2018, a newly recruited six person team completed a four-month on-boarding process in Kaduna. As well as learning through EWS-KT's new online training program, our SEVIA KT team from Tanzania supported by setting up a 'learning farm.' The learning plot allowed new technical staff the opportunity to get hands-on practical experience of cultivating different crops and techniques.

After establishing the farm, SEVIA continued technical guidance through distant support combined with technical visits every 6 weeks. To grow our capacity, EWS-KT is currently seeking partnership with the SDGP Facility in the Netherlands. If successful, the 5-year program will train over 100,000 farmers in collaboration with Wageningen University & Research, Solidaridad, the Ministry of Agriculture and Ahmadu Bello University.

## Tanzania



Actual performance 2018	
No. of demonstrations	275
Average ROI from demonstrations	U\$310 (500sqm)
No. of training events	79
No. of technical field days	27
No. farmers reached in field based training events	16,685

Since 2014, EWS-KT work has been initiated through SEVIA, a cooperation between East-West Seed, Rijk Zwaan (a plant breeding company) and Wageningen University & Research that is separately supported by the Netherlands government through a Facility for Sustainable Entrepreneurship and Food Security (FDOV) facility. As the SEVIA project will close in April 2020, EWS-KT has developed a transition to bring the extension team to work directly under EWS Knowledge Transfer from mid-2019.

In 2018, SEVIA continued with its “Seeing is Believing” strategy epitomized by demonstrations as an evidence-based knowledge transfer method meant for farmers to improve their vegetable productivity,



marketing and income. The team established a total of 275 demonstrations in 10 regions (19 districts of Tanzania).

Field staff and management monitored demonstration farms to ensure the intended message reached farmers and other stakeholders. Technical field staff showcased technology such as the appropriate and safe use and handling of hybrid seeds, trellising techniques, raised beds, drip irrigation, greenhouse production, ground nursery trays, media preparation for sowing, fertiliser, pesticide, pruning, spacing and mulching using organic materials.

These techniques gained significant adoption amongst farmers. Allied training, field days, and consultancies reached 16,685 farmers throughout 2018. In the last quarter of 2018, three SEVIA staff members visited Uganda and Nigeria to train and onboard the new EWS-KT teams using the field-tested “learning farm” approach. Back in Tanzania, field staff documented success stories from the field to capture the impact of SEVIA’s efforts.

### FARMER SPOTLIGHT: Mariamu Abdallah and Issa Hamad

Mariamu Abdallah (right) and Issa Hamad (left) are proud of their home. The three-bedroom house is located in Mnenia village, in the northern-most Tanzanian district of Kondo. Inside there is a bedroom for themselves, one for their two daughters, one for their two sons and they are all kept dry from the rain. They are pleased their hard work has enabled them to move into such a beautiful home in February 2018.



But it wasn’t always this way.

10 years ago, the family were living in a different house. It didn’t have enough rooms for all their children, which meant some were sleeping in the family sitting room. When it rained, the old house’s tin roof leaked and drenched their possessions.



The first photo shows the couple standing at the house they lived in before and the one they live in today.

It was while they were living in this house that Issa Hamad saw demonstration plots of vegetables using hybrid seeds and recommended agricultural practices by SEVIA.

When he saw the high yields the seeds combined with tried-and-tested techniques provided, Issa



Hamad decided to join SEVIA in 2015. He moved away from growing maize (corn) and sunflowers toward vegetable crops such as onion, tomato and cabbage where he has found great success.

The program also enabled him to maximize the vegetable yields on his small plot using hybrid seeds, which provided him with the capital that has helped him move into his new home in 2018.

And it doesn't end there. Mr. Issa wants to continue working with EWS-KT as a key farmer in order to further increase his knowledge of farmer and share this information with other farmers in his community.

## Uganda



Actual performance 2018		Financials 2018	
No. of demonstrations	169	EWS-KT	U\$ 17K
Average ROI from demonstrations	U\$229 (500 sqm)	Partner direct	U\$ 152K
No. of training events	496	Total	U\$ 169
No. of technical field days	69	Staff	15
No. farmers reached in field based training events	8,000		

In 2018, the Lira team became fully operational and reached ambitious targets. The new team started a four-month onboarding process to prepare for a recently approved project with the Integrated Seed Sector Development (ISSD) programme in Gulu. Similar to Nigeria, SEVIA had positioned an experienced field officer with the team to lead them through their learning farm. Parallel to training the team is undertaking a baseline survey to support area selection and outreach planning.

The Netherlands embassy approved the two year West Nile program under Wageningen Centre for Development Innovation. This provides a foot into a strategic corner of the country (reaching South Sudanese vegetable farmers as well as local Ugandan farmers). The team is currently being recruited and the program is expected to start in early 2019.

## Financial summary

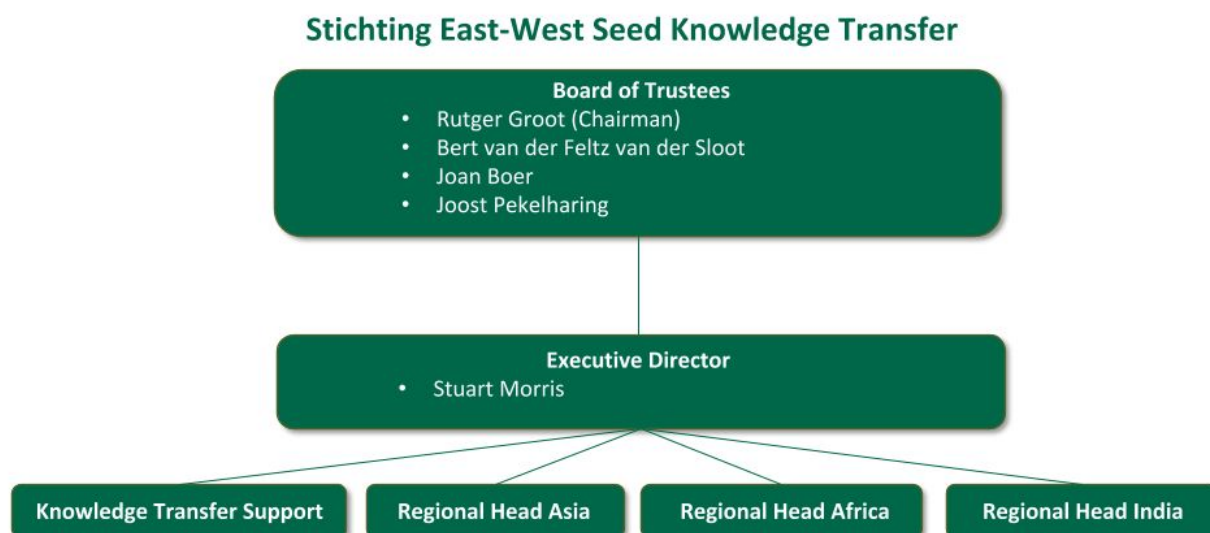
EWS-KT's Financial Statement for 2018 indicates total spending of US\$3.35M. Of this, East-West Seed Group contributed US\$1,695,000 and partners contributed US\$570,000 in direct funding and US\$1,090,000 as in-kind support. In-kind support from partners is estimated from their inputs into joint projects which were not directly managed by EWS-KT.

<b>East-West Seed Knowledge Transfer - Financial Statement 2018</b>		
	<b>Notes</b>	<b>USD x 1.000</b>
Balance sheet per 31 December 2018		
<b>Assets</b>		
Committed donations East-West Seed Group		654
Committed donations Partners		55
Total		709
<b>Liabilities</b>		
Projects in progress		709
Total		709
<b>Statement of Income and Expenses for the year 2018</b>		
<b>Income</b>		
Funding by EWS Group	1)	1,695

Funding by Partners	2)	570
Funding by Partners in kind		1,090
		3,355
<b>Expenses</b>		
Labour costs	3)	1,280
Travel and stay		463
Training costs KT staff		27
Training costs farmers		188
Consultancy fees		201
Tools and equipment		32
Office supplies		63
Others		11
In kind expenses Partners		1,090
		3,355
<b>Notes</b>		
1) Funding by EWS Group is either in cash or in kind.		
Partners apply for cooperation with projects which are initiated by East-West Seed Knowledge		
2) Transfer.		
Most projects run for over 1 year. For the reporting year,		
Partners have committed to a contribution in kind with a value of USD 1,090		
3) Staff is on the payroll of East-West Group companies.		
The countervalue is considered as contribution in kind.		
<b>Other</b>		
The Board consists of 4 members.		
Compensation for the Board is \$ 30.000 for the year.		

*More details are available upon request.*

## Meet the Team



### ***Board of Directors***

EWS Supervisory Board member Rutger Groot chairs the EWS Knowledge Transfer Board of Directors composed of former Dutch Ambassador to Thailand HE Joan Boer, former EWS CEO Joost Pekelharing, and current EWS CEO Bert van der Feltz.

### ***Country teams***

We understand the importance of working closely with farmers in the communities in which they live. This has been a unique strength of EWS-KT. In 2018, KT boasted a wide and active field team that interacts closely with partners and represents a flexible organisation that responds quickly to the needs of farmers and market shifts. The EWS-KT team stands at 114 people globally throughout Cambodia, India, Indonesia, Myanmar, Nigeria, the Philippines, Thailand, Tanzania, and Uganda.

### ***Knowledge Transfer Support***

Stuart Morris as Executive Director oversees and connects all extension teams in various countries. A team of five colleagues support KT country operations by providing support on management, technical knowledge, financial systems, communications, M&E, and partnership development and compliance.