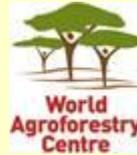


Farmer to farmer extension (FTFE): Lessons from extension providers and farmer trainers

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Introduction

- Farmer to farmer extension (FFE): **the provision of training by farmers, to farmers, often through the creation of a structure of farmer-trainers**
- Approach is widely used: A 2012 study of 37 extension providers in Malawi found that 78% use it.
- But no **studies available** comparing approaches used or lessons learned
- Much variation in objectives, selection criteria, and incentives.
- Our findings based on our work with 2,500 **volunteer** farmer trainers in the East African Dairy Development Program and findings from **surveys of organizations** using FTFE in Malawi, Kenya and Cameroon.
- Our focus here :
 - Motivations of organizations and farmer trainers
 - Income earning opportunities as a motivation
 - Gender implications



Motivating factors for using the approach

- Extension providers' **motivations**
 - Reach more farmers
 - Reduce costs
 - Realization that farmers learn best from peers (Feder & Savastano, 2006)
 - Empower farmers, especially women



Motivations for farmers to become and remain farmer trainers, East Africa Dairy Development Project, Kenya

(N=99)

Motivations	For becoming a trainer	For remaining a trainer
	% scoring motivation as important	
Gain knowledge		
Help others		
Social status and networking		
Project benefits		
Income from extension activities		

Motivations for farmers to become and remain farmer trainers, East Africa Dairy Development Project, Kenya

(N=99, score range: 1(low) to 3 (high))

Motivations	For becoming a trainer	For remaining a trainer
	% scoring motivation as important	
Gain knowledge	61	
Help others	42	
Social status and networking	28	
Project benefits	27	
Income from extension activities	23	

Motivations for farmers to become and remain farmer trainers, East Africa Dairy Development Project, Kenya

(N=99, score range: 1(low) to 3 (high))

Motivations	For becoming a trainer	For remaining a trainer
	% scoring motivation as important	
Gain knowledge	61	52
Help others	42	49
Social status and networking	28	28
Project benefits	27	31
Income from extension activities	23	60
Meet demand for training	0	43

No signif diff between men and women

Income generating opportunities

- 3 years after starting, 51% of farmer trainers were earning cash from activities related to their extension activities, eg,
 - Selling seed/seedlings either formally or informally
 - Selling services, such as silage making, hay making, chaff cutting
 - Selling products they learned to make, e.g., hay and silage
 - Training others, generally outside their own group



Implications concerning gender balance

- Many organizations found it **easier to recruit women farmer trainers** than to recruit women professional staff.
- Example: in the East African Dairy Development Project, Kenya,
 - **<10%** of extension staff are women while
 - **38%** of 1,473 farmer trainers are women.
- **But**...increasing women farmer trainers **did not** increase the numbers of women trained.
- On average, women train **as many farmers** as do men



Key lessons

- Cash payments/allowances generally **not necessary**, not sustainable and demotivate those not receiving them;
- Motivations for being a farmer trainer vary; important to find **low cost ways of motivating trainers** eg,
 - Recognition, certificates, hats, T-shirts for those motivated by altruism and social status
 - income opportunities for those who are entrepreneurial
- Farmer trainers continue **actively training farmers** even several years after project support ends, indicating sustainability of the approach (Lukuyu et al, 2012).
- Farmer trainer programs can be a means of **empowering women** and improving gender balance in extension provision.
- But such programs will improve womens' access to extension only if they are **targeted to women** who do not have such access