



The Private Sector and Agricultural Extension

Pillars and Challenges

- Integrating farmers into the wider market
- Resource efficiency
- Entrepreneurship training
- Adaptation
- Human and animal health
- Gender equality

Evolving Extension Programs

- Old “Training and Visit” model
- Past focus on top-down approaches rooted in paternalistic attitudes
- Need to adopt inclusive and participatory forms of agricultural extension
- Public Sector Providers
- Private Non-Profit Sector Providers
- Private For-Profit Sector Providers
- A pluralism of service providers offers flexibility and innovation



Local Focus, Demand-Driven

- Demand-driven programs
- Decentralization
- More adaptive and responsible to local concerns
- Contracting and cost recovery methods
- Development of credit
- Local-focused research
- A more focused and synergic approach to research is required



National Smallholder Farmers Association of Malawi



- 100,000 + members
- Inclusive local and national participation
- Basic numeracy and literacy training
- Agronomy
- Market inclusion

Syngenta Foundation



- Engaging smallholders as respected and equal partners
- Access to credit
- Access to the marketplace
- Remunerative value chains
- Deepening public-private sector partnerships
- Inclusion of marginalized areas, such as 'pre-commercial' smallholders in arid areas

Private Sector Advantages

- Public partnership inadequately resourced:
 - Access to Resources
 - Agronomy
 - Market integration
 - Household nutrition
- Traditional cornerstones of entrepreneurial activity
- Investments are local decisions
- The very hurdles that had to be surpassed to invest in inaccessible markets equipped private sector actors with positive development tools

More the Merrier

- There is plenty of work to be shared
- Co-ordination is key
- Mutual respect is the underpinning



www.emerging ag.com

robynne@emerging ag.com +1-204-227-4611