

Markets, CSOs and Poverty Alleviation

Strengthening Farmers and
NGOs in Managing Markets



Farmer's Situation

- ★ From subsistence agriculture to market oriented agriculture
- ★ From extensive agriculture to intensive agriculture



Market Orientation

- ★ Export crops
- ★ Staple food
- ★ Cash crops



Intensive Farming

- ★ Year-round cultivation
- ★ New type of cultivars
- ★ New type of soil fertility management
- ★ New type of pest and disease management



3 Levels of Tenancy

- ★ Land tenancy
- ★ Technological tenancy
- ★ Market tenancy



Power of the market

- ★ Major component of global trade
- ★ 26% of Asian agri-output exported
- ★ 50 to 60% of population in the region are not in agriculture
- ★ Increasing size of urban markets



New Trends

- ★ Increased components of processed products
- ★ Small but growing organic market



Need to manage markets

★ **Opportunities**

- effective response, efficiency, equitable share of benefits

★ **Risks**

- Reduce risks, cushion, reduce potential losses



CSOs, rationale for existence

- ★ Gaps/failures of nation states in equitable and sustainable development
- ★ As institutional tool of the weaker sectors
- ★ Critique and counterbalance re dominant development paradigm



CSOs Characteristics

- ★ Option for the poor and powerless
- ★ Bias for just and equitable and sustainable development
- ★ Distance from nation states and its institutions
- ★ Distance from profit oriented enterprises



Reduction of “distance”

- ★ CSOs, from lobby to partnership with governments
- ★ CSOs, partnership with business companies
- ★ Government “openness”
- ★ Corporate citizenship



CSOs in SEAsia

- ★ Seeds sown during dictatorial governments
- ★ Activists were its first leaders
- ★ CSOs in Indo-China are INGOs (local NGOs emerging)
- ★ Business sector active



Issues in CSO market mgnt.

- ★ Market demands and sustainability
- ★ Business enterprise mgnt and participatory and empowering approaches
- ★ Economics of scale and family livelihood and food security
- ★ Managing farmers economic needs
- ★ Managing actors in the market chain
- ★ Emerging issues



Market demands & Sustainability

- ★ Agro-biodiversity; mono-cropping, genetic erosion, post production problems
- ★ Market standards; pressure on farm resilience
- ★ Surface aesthetics



Enterprise mgnt & participation

- ★ Participation and empowerment vs discipline of business mgnt
- ★ long-term education of farmers vs. immediate business decisions and discipline
- ★ Farmers' Pol organizations vs business institutions



Economy of scale vs livelihoods and food security

- ★ Small scale farming systems is more than production of products
- ★ Combination of diff. Livelihood strategies vs need for economic scale
- ★ Risks and farmers' vulnerability



Managing farmers' needs

- ★ High production costs trap farmers and they loss control of their harvest
- ★ Need for immediate returns



Managing market chain and its actors

- ★ Need to understand market chain; the issues, roles, allies, untouchables
- ★ Need to recognize the chain's actors roles and profit



Emerging issues

- ★ IPRs
- ★ Protecting local innovations
- ★ Food trends



Needs

- ★ Orientation on markets
- ★ Tools of analysis
- ★ Methods of work
- ★ Community of cadres and network
- ★ Organizational and institutional tools

