

Increasing productivity, improving quality, and accessing better markets for Indonesia's agribusiness stakeholders



Before and After AMARTA Cocoa Study Garden in Jembrana, Bali

AMARTA invited representatives from farmer groups to look directly at successful learning gardens prepared by farmers.
read full article on page 2



Bappenas and USAID Visits AMARTA Sites in Lembang

August 9th and 10th USAID and a contingent from Bappenas visited demonstration plots and AMARTA's partners in West Java.
read full article on page 5

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SUCCESS STORIES

Leaving Gold-panning Behind and Returning Home to Grow Coffee Again in Wamena

Mr. Waku Wakerkwa from Wamena who had moved to Timika to pan for gold returned to Wamena to plant coffee after learning that Baliem Arabica Cooperative (KBA) was buying coffee at a better price and providing training to coffee farmers to improve production.

In 1993, Mr. Waku Wakerkwa was an aspiring coffee farmer in Wamena. Unfortunately, after years of futility cultivating his trees and no viable market for his products he cut down most of his coffee in 1995 and planted staple crops such as taro, sweet potatoes, and vegetables. In 2003, Mr. Wakerkwa, 50, left his home village of Pirime in Jayawijaya Regency, in hopes of improving his life in Timika, where some relatives had settled earlier. After searching



Mr. Waku Wakerkwa handsorting green bean coffee for export

"I am very happy. This is amazing! Thank you USAID/AMARTA for training farmers to improve coffee production and processing at the farm level through the Cooperative. Now we are able to produce better coffee and gain higher income. With the profit made from selling coffee we are able to support community projects, such as building a new church."

Mr. Wakerkwa, coffee farmer

for a job in vain once he arrived in Timika, Mr. Wakerkwa decided to join his family who were panning gold at the time on PT Freeport's mine tailing location. He traveled from Timika to the tailing river to pan, often spending one week at a time at make shift base camps. He only returned to Timika after he had found at

least two grams of gold to be sold at the shop in Timika.

Mr. Wakerkwa continued panning for gold through 2009, until he heard news from home that the USAID/AMARTA-Papua Agriculture Development Alliance (PADA) program was

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assisting the Baliem Arabica Cooperative to improve Arabica coffee throughout the Baliem Valley. "I heard that the Cooperative was buying coffee at a better price and actually trained farmers to improve coffee production and processing at the farm level," Mr. Wakerkwa noted. He also heard that the Cooperative was buying directly from villages, hence reducing the transport cost for farmers. Excited about what he was hearing, and the prospects of replanting his coffee trees after many years, Mr. Wakerkwa decided to return home.

In October 2009, Mr. Wakerkwa finally went back to Pirime Village and noticed that what he heard in Timika was true. He began encouraging his family and relatives to return home to rejuvenate their coffee gardens. They

began selling coffee and the profit gained from the Cooperative was beyond what Mr. Wakerkwa was hoping. "Niniki Ale'nggen... Abuiya!" said Mr. Wakerkwa in the local Lani language, which means "I am very happy... Amazing!"

Word of Mr. Wakerkwa's successful return to farming appears to have spread to others from Wamena who are working on the Freeport tailings. At least three other workers subsequently returned to the Valley to farm coffee. If this trend continues, it will be welcome news both to civil authorities in Timika who are trying to deal with the unregulated influx of newcomers looking for work opportunities, and to the Baliem Arabica Cooperative in Wamena whose members are anxiously seeking to expand their membership

and the production of their highly sought after coffee.

Mr. Wakerkwa is very grateful for the assistance provided by USAID/AMARTA through the PADA program, which aims to alleviate rural poverty and to bring economic development to remote areas of Papua by helping small coffee farmers through training in improved production, post-harvest handling, and processing techniques. Now with the profit made from selling coffee they are able to support community projects, such as building a new church. His hope for the future is to receive proper post-harvest and processing equipment to quickly process coffee that is abundant in Pirime Village in accordance with organic and export standard requirements.

BEFORE AND AFTER

AMARTA Cocoa Study Garden in Jembrana, Bali



BEFORE



AFTER

The best motivation for farmers is to see firsthand successful initiatives implemented by their neighbors. These examples have proven to motivate and excite other farmers, frequently improving their participation in activities.

AMARTA invited representatives from farmer groups to view successful demonstration plots/learning gardens prepared by AMARTA farmers. Replicating the successful practices becomes easier when a new spirit arises in the cocoa farmers. The Merta Buana Sari I Farmer Group in Jembrana significantly improved their cocoa fields that were not well maintained, and in only a short time- less than one month- the group immediately began applying what they saw during their visit.

By applying frequent pruning, sanitation, and harvesting (PsPSP) routinely farmers saw dramatic results in their gardens' appearance and a reduction in pests and diseases.

"It is very unusual for this group to be able to visit AMARTA's study gardens. We are very optimistic after seeing that consistent attention to the garden produces higher quality cocoa beans and that has motivated us to improve our gardens." Wayan Astawa, 42 years old, Jembrana

Before Garden condition in Jembrana before training with high trees and poor management

After Garden conditions after implementing good agriculture practices and additional activities like grafting and drainage

Report from NORTH SUMATERA

Opening Ceremony of the Pak Pak Bharat Coffee Nursery



On September 8th, Mr. Remigo Yolanda Berutu, the Bupati of Pak Pak Bharat District in North Sumatera officially inaugurated AMARTA's coffee nursery by planting the first seeds in the nursery community of Dusun Pangkalan. Mr. Berutu, the Vice Bupati, Mr. Maju Elias Padang, and a number of high ranking officials in the local government and local parliament joined the ceremony. Mr. Berutu in his opening speech commended the community initiative and

providing bamboo materials, and planting seeds. They will also provide regular labor during seed propagation and moving seeds to polybags when ready. The total capacity of the facility is 60,000 polybag seeds, and in conjunction with another nursery currently being built in Pardomuan Village, it is envisaged that AMARTA can provide coffee seedling materials for the entire region of this Regency. AMARTA has also established a quality control system to ensure good practices

thanked AMARTA for the continued support in guiding the farmers toward higher productivity and improved quality coffee.

The nursery was established in Dusun Pangkalan, Siempat Rube Village whose villagers contributed labor for land clearing and nursery house construction, selection of coffee seeds,

are upheld in order for the nursery to produce and distribute only the highest quality seedling material.

During the inauguration ceremony, AMARTA highlighted facts and issues hindering the progress of Pak Pak Bharat coffee development such as the pandemic level of coffee cherry borers that directly led to total production loss of approximately Rp5 billion based on conservative calculations. AMARTA requested that the local government create policies to support the coffee farmers, especially a more concerted effort toward the handling and controlling of coffee cherry borers. To strengthen the case for increased support, AMARTA plans to present findings and research to the local parliament and government to show how pressing and grave this issue has become.

Helping to establish this nursery will solve coffee seed problems, which in the long run will gradually improve coffee agriculture production and quality from Pak Pak Bharat, ultimately making the high value commodity more competitive.

Mr. Remigo Yolanda Berutu, the Bupati of Pak Pak Bharat District officially inaugurates AMARTA's coffee nursery by planting the first seeds

Report from NORTH SUMATERA

AMARTA Coffee Training in Pak Pak Bharat Improves Livelihoods



Coffee is one of most important crops and sources of livelihoods for farmers in Pak Pak Bharat, though few farmers have proper knowledge of good agriculture practices for seed selection, pruning, and fertilizing. The lack of information has caused low productivity and diseases and pests have affected many trees due to the lack of understanding and the poor quality of trees coming from deficient seeds.

cheries. He planned to replace his land with other crops due to low production. In the past, Mr. Manik used 75 kg of fertilizer of which 50 kg was urea that cost Rp2,000 per kg and 25kg Sp that cost Rp2,500 per kg. His total cost for fertilizing his garden was Rp162,500, while his maximum harvest was 10 liters of beans.

After joining AMARTA's training he changed fertilizing application to follow AMARTA's coffee

Mr. Luther Manik, a farmer with a 0.8 ha coffee farm was one of the participants in AMARTA's training activity held in Kuta Jungak in July. He was dismayed and hopeless because many of his trees were adversely impacted by pests and diseases, approximately 80% of his trees were afflicted causing the leaves to dry, which produce rotten

manual recommendations. He now only uses 35 kg for his 0.8 ha of which 25 kg is organic and costs Rp2,500 per kg and 10Kg urea that costs Rp2,000 per kg. His new total cost is only Rp82,500, 50% of his previous total, and more importantly he is seeing tremendous quality improvement in his production. All of the trees have recovered and are healthy and producing higher quality cherries. His ten liter harvest of parchment coffee from his 400 productive- out of 800- trees has increased 600% as he recently harvested 70 liters.

Mr. Manik appreciates the benefits from AMARTA's training and is now able to practice proper, and less costly, seed selection, pruning, and fertilizing. He plans to expand his garden and plant additional coffee trees, he said, "USAID/AMARTA has changed my life and given me back my pride as a farmer. I am now happy to work in my productive land and look forward to planting new trees."

Mr Luther Manik in front of his coffee garden

Report from NORTH SUMATERA

Interview with Mr. Makmur Berasa Former Regent of Pak Pak Bharat



AMARTA and the Government of Pak Pak Bharat formed a partnership on improving agriculture to improve rural livelihoods in the beginning of 2010. AMARTA has provided training, technical assistance, and material support in coffee and citrus value chains, as well as supporting the establishment of a Regional Agribusiness Competitiveness Alliance (RACA). On August 14 Agustus, AMARTA conducted a farewell interview with the Former Regent of Pak Pak Bharat, Mr. Makmur Berasa who is leaving after five years on the job.

Q: Could you explain briefly about the agriculture condition in Pak Pak Bharat regarding productivity and development?

A: During the past five years the Government focused on increasing the production of high value commodities, conducting training for farmers by government extension agents, and supporting farmers by providing tractors, seeds, and other agriculture tools. During 2010, we began working with USAID/AMARTA in agriculture training on citrus and coffee value chains, and empowering farmers through the RACA by fully supporting the Pak Pak Bharat Pro Agribusiness Alliance.

Q: What are the major initiatives in place to help farmers?

A: The government is focused on improving the capacity of our farmers, 90% of who still use traditional methods. Thus, we need to change the

mindset of our farmers and improve their knowledge. The Government is also committed to providing credit to help farmers financially. We also provide them with good seed, compost, and agricultural equipment.

Q: What support is the Government providing to AMARTA?

A: The Government is an active partner of the AMARTA program. I fully support AMARTA's efforts and instructed my staff to provide their resources and time. In particular, our extension agents support trainings by gathering participants and providing space for training to make sure everything runs smoothly in our region. We also provide office space in our office for AMARTA staff, as well as accommodation for residence.

Q: What are the fundamental problems facing farmers and the Government? Infrastructure, Processing, Marketing?

The major problems faced by us today are lack of access to better markets to provide a competitive price, the need to expand the size of farms, and the need to acquire good seedlings. Thus my successor will need to think about providing other opportunities to process coffee or citrus products such as juice drinks.

Q: How is the government working with the newly formed RACA, Pro Agribusiness Alliance?

A: The existence of the Alliance has already benefited the entire region. For us, the Alliance is our partner and the bridge of our people's aspirations. AMARTA has done an excellent job of supporting the Alliance to become effective at communicating their needs to the Government and we have worked to try to assist in completing the priority projects.

Q: What other commodities and training do you believe will help farmers in Pak Pak Bharat?

A: AMARTA has mapped and chosen a good program based on high value commodities of citrus and coffee. AMARTA has trained around 2,200 people in citrus and coffee value chains. In the future, I believe we have the potential for commodities like Gambier as we have around 500 Gambier farmers. We hope that AMARTA will also train them on improved cultivation and market linkages.

Report from WEST JAVA

Sweet Pepper Focus Group Discussion in West Bandung

The second Focus Group Discussion (FGD) was conducted in support of the West Java Horticulture Development Strategy. Twenty eight people participated, coming from the Directorate General of Horticulture in Jakarta, the West Bandung Agriculture Office, The Netherlands Agriculture Consultae and staff, East West Seed Company, exporter PT Alamanda, PT Momena, cooperatives, local traders, and farmers. Since sweet pepper was the commodity of discussion, Pasir Langu Village was selected as the location of the event as it is the major area where sweet pepper is grown in West Bandung. Out of a total 36 hectares of sweet pepper planting area, around 27 hectares are located in Pasir Langu. Sweet pepper farming is more expensive compared to other horticulture commodities and

as a result production is declining.

Currently the average production per tree is 2.5 kg. The older green houses utilized are about four years old with dirty plastic roofs, leading to insufficient sun shine required for flowering and fruiting. In addition, the high mortality rate of around 30% leads to high costs of production. Unchanged cropping patterns have also contributed to high pest attacks, and farmer's use of excessive pesticide is resulting in high pesticide residue. Poor post-harvest handling, for example bringing the product using plastic bags instead of containers has caused high rejected product rates and poor transportation infrastructure (bad roads) is making matters worse and negatively impacting the quality and

increasing loss.

In an effort to remedy the current situation, the Dinas Office will contact the Bandung Branch of the National Land Board for a mass land certification program to enable farmers to use their land for bank collateral in order to access credit. In addition the Directorate General of Horticulture noted there are funds allocated for sweet pepper and expected the funding to increase in the coming year, and will invite other agencies within and outside the ministry to participate in the program. Finally, participants agreed to establish a Sweet Pepper Forum to improve understanding, communication, and establish an integrated sweet pepper development program.

Report from WEST JAVA

Potato Production Expands in West Java



Cooperation between AMARTA and Balai Penelitian Tanaman Sayuran (BALITSA) started in 2008. Many things have been accomplished during this time, and in 2010 Syngenta Foundation joined in efforts to provide additional support to help farmers in West Java.

On July 23rd, all three organizations conducted potato seed production and virus detection training to support the Potato Seed Production Demonstration Plot in Desa Suka Tani, Garut that began harvesting this month. In addition, AMARTA supported the construction of a screen house to train farmers in higher quality seed production.

Additional activities that will soon be implemented include farmer field days to introduce vegetable

varieties and agricultural technology innovations in support of national food security. AMARTA expects that farmers will replicate good agricultural practices (GAPs) learned at the field days and replicate them in their own gardens. The event is scheduled for September 29th and 30th with more than 300 farmers, buyers, suppliers, and related government offices expected to attend. AMARTA with support from Balitsa and Syngenta Foundation will display demonstration plots for several commodities, including: potatoes, green beans, tomatoes, carrots, broccoli, chili, and leafy greens.

There are two major sessions to be covered in this event- field demonstrations and a seminar. The field meetings bring the farmers and researchers together in an effort to share problems facing

farmers that can be resolved, as well as sharing the latest research results. The seminar will include the three themes of pepper development, marketing development of vegetables, and post-harvest handling of fresh vegetables.

As a result of this initiative, farmers, suppliers, and government officials can cooperate to determine mutually beneficial strategies to increase productivity and quality of fresh produce benefitting everyone with increased income and market awareness.

1. AMARTA supported the construction of a screen house to train farmers in higher quality seed production
2. Field day preparation at IVEGRI for various crops

Report from WEST JAVA

Bappenas and USAID Visits AMARTA Sites in Lembang



Bappenas and USAID at a demonstration plot in Lembang, West Java

AMARTA assistance in West Java continues to provide positive results. In an effort to showcase some of the highlights on August 9th and 10th USAID and a contingent from Bappenas visited demonstration plot sites and AMARTA's

partners in West Java. Bappenas representatives included Mrs. Citra and Mrs. Intan, who joined USAID's AMARTA technical representative Anna Juliastuti, visiting broccoli demonstration plots in Parongpong and Cikidang, Lembang, observing a farm management training session for the Kawani Asih Farmer Group in Cikidang, and visiting a green bean demonstration plot in Cibodas, Lembang.

On the second day, Mr. Nono from Bappenas also joined to see the green bean demonstration plot in Cibodas. AMARTA introduced technology for land processing using a hand tractor as a solution to minimize the difficult labor required to till the land. The team then visited LPPM Padjajaran

University to meet the Value Chain Center (VCC) team to discuss issues impacting farmers. Finally, a meeting was held with PT. Alamanda Sejati Utama in Banjaran, a partner of AMARTA, where discussions occurred with the staff of PT. Alamanda and visitors saw the packing process for vegetables to be exported to several countries in Asia.

According to the Bappenas staff, the pattern of support witnessed from the farm level to the exporters level, is useful in addressing many problems; AMARTA not only enhances farmer productivity and quality production, but also helps to connect them directly with buyers. The collaboration with LPPM Padjajaran University through the VCC provides a forum for numerous stakeholders to share ideas and ideally will allow AMARTA's interventions to become sustainable.

SUCCESS STORIES

Donated Vehicle from The Papua Government Supports The Baliem Arabica Cooperative and Farmers



The Papua Government provided a vehicle to the Baliem Arabica Cooperative to support the successful coffee business in Wamena, Papua

On June 22nd, the Industry, Trade, and Cooperative Department of Jayawijaya Regency donated a new vehicle to the Baliem Arabica Cooperative. The assistance is aimed at helping the Cooperative to improve its efficiency in collecting coffee, program socialization, and quality control throughout the Baliem Valley. This significant step shows the commitment and confidence of the local government to improve coffee transportation efficiency for the Cooperative. The keys to the brand new pick-up truck were officially handed over by the Jayawijaya Regency's Mr. Wiklif Wakerkwa, and were accepted by Mr. Selion Karoba, the Director of Baliem Arabica Cooperative.

Upon receiving the new vehicle, Mr. Karoba expressed his gratitude saying, "We never expected such a valuable gift from the government that expresses their commitment to the coffee farmers of the Baliem Valley. We are very grateful that the Government is providing us with this pick-up truck that will surely help in our work to develop Arabica coffee farming." He went on to add, "We hope that this support from the Government is the beginning and not the end, because the Baliem Arabica Cooperative is working fully in the best interest of the farmers." Previously, in January 2010, to assist in accomplishing the Cooperative's aggressive schedule of buying, processing, and delivering coffee for export, USAID/AMARTA through the PADA program provided the Cooperative two Strada pick-up trucks. The vehicles are used to buy coffee at different villages throughout the Baliem Valley. The two pick-up trucks, plus the new truck from the Government, save considerable money on the extremely high transportation costs required to collect coffee in villages throughout the region.

"We never expected such a valuable gift from the government that expresses their commitment to the coffee farmers of the Baliem Valley. We are very grateful that the Government is providing us with this pick-up truck that will surely help in our work to develop Arabica coffee farming."

Mr. Selion Karoba, Director of Baliem Arabica Cooperative

The Baliem Arabica Cooperative in Wamena was established through the facilitation of USAID/AMARTA to improve the efficiency in collecting, processing, and exporting coffee in Papua. The Cooperative has, and will continue to, work with more than 1,200 coffee farmers in the Baliem Valley to create a sustainable supply of high demand Arabica coffee and to help maintain the quality and quantity for export.

Mr. Selion Karoba, Director of Baliem Arabica Cooperative (left with hat) receives the car documents and keys from Mr. Wiklif Wakerkwa

SUCCESS STORIES

Citrus Demonstration Plot in Dokan Village Creates Pride for Farmers



Mr. Nurdin Agustinus Ginting is very proud of his citrus field

Mr. Nurdin Agustinus Ginting, a 60 year old farmer was so depressed about his citrus field in Dokan Village that had not produced fruit in many years that he considered giving up on planting entirely.

AMARTA through its citrus value chain, is dedicated to improve citrus cultivation in Karo, Simalungun and Pak Pak Bharat Regencies by conducting trainings for citrus farmers. Once Mr. Ginting heard about AMARTA's citrus training in Dokan Village, he eagerly joined the event and proposed to make his citrus field the demonstration plot/model garden for other farmers in the village to visit since they were well aware of his declining production and numerous challenges he face.

AMARTA responded by approving his 0.5 ha garden as the demonstration plot. After about five months of following AMARTA's recommendations using proper good agricultural practices (GAPs) in citrus cultivation, Mr. Ginting saw a remarkable transformation in his field. He was producing high quality citrus in abundance compared to his previous frustrations.

Today, the market price for citrus is around Rp2,500 - Rp3000 per kg. Mr. Ginting planned to sell his citrus during Idul Fitri for a higher price of around Rp5,000 per kg. He estimated that he can harvest 10 tons of citrus this season in his 0.5 ha garden earning approximately

Mr. Nurdin Agustinus Ginting (left) together with AMARTA's Field Trainer, Mr. Kardi Ginting (right)

"I am now very proud of my citrus field, many farmers come to my field because AMARTA also made this demonstration plot where farmers can directly witness my success in revitalizing my citrus."

Nurdin Agustinus Ginting, citrus farmer

Rp50 million in revenue. Mr. Ginting said, "I am now very proud of my citrus field, many farmers come to my field because AMARTA also made this demonstration plot where farmers can directly witness my success in revitalizing my citrus." He now has a stable source of income to fulfill his duty as a provider to his family and was proud to pay school tuition fees for his children.

SUCCESS STORIES

North Luwu Local Government Expanding AMARTA's Solar Dryer Distribution



1. Solar Dryer improves cocoa bean production

Solar dryers are the right choice in drying cocoa beans, especially in the rainy season, cocoa beans are free from fungal infection and also help the farmers to produce good quality cocoa.

The solar dryers introduced by AMARTA have been extremely well received by farmers and government officials due to the low cost and exceptional benefits. During the rainy season this simple structure helps farmers by significantly decreasing drying and increasing cocoa bean quality compared with the beans dried traditionally on the ground that are susceptible to fungal infection and also require more labor.

Learning from AMARTA, the Estate Crops and Forestry Agency of North Luwu devised an initiative to expand solar dryer technology as part

of its effort to achieve the future vision and mission of becoming the best cocoa-producing Regency in Indonesia. This new technology is an excellent option to overcome quality problems often seen during the post-harvest handling of cocoa beans by farmers. Since the beginning of 2010, the Estate Crops Agency of North Luwu has built 24 units in eight districts.

During the remainder of 2010, the Estate Crops Agency will increase the procurement of solar dryers to provide more examples for farmers to utilize. It is expected that the farmer's habit of drying cocoa beans on the ground can be changed using solar dryers. "This is one of the many success that has been provided by USAID/AMARTA. By educating farmers in North Luwu, AMARTA is helping them to increase the quality of their product and create higher quality beans that the market will pay a premium for," said Ir. Imran, the Head Sub-section of Estate Crops and Forestry in North Luwu.

"This is one of the many success that has been provided by USAID/AMARTA. By educating farmers in North Luwu, AMARTA is helping them to increase the quality of their product and create higher quality beans that the market will pay a premium for."

Mr. Imran, the Head Sub-section of Estate Crops and Forestry in North Luwu

Farmers Growing Better Planting Material to Improve Quality



2

The cocoa farmers in Batualang Village, Sabbang District, North Luwu have built 23 nursery houses with a total of 90,000 seeds. Those seeds used chupon grafting and green budding from good quality clones. Seedlings are generally grown in the farmer's yards near their houses.

The provision of seeds is one effort to assist farmers in replanting their older gardens, frequently applied in Batu Alang Village. According to Mr. Nasir, a member of Padaidi Farmer Group in Batu Alang Village, the selection of planting material and high quality seeds will result in higher productivity and the quality of newly produced seeds is also much better. Mr. Nasir stated: "For a long time we wanted to replant our cocoa trees that are already 25 years old, but we faced an obstacle because the seeds that we made were easily attacked



2. Cocoa seedlings
3. Cocoa trees from the nursery

by pests and diseases and were slow to grow. With the technology introduced by AMARTA, we can produce much higher quality cocoa seeds. The production potential can be estimated in advance and are more resistant against pests and diseases."

The cocoa nursery house is built, not only to meet the needs of

"For a long time we wanted to replant our cocoa trees that are already 25 years old, but we faced an obstacle because the seeds that we made were easily attacked by pests and diseases and were slow to grow. With the technology introduced by AMARTA, we can produce much higher quality cocoa seeds. The production potential can be estimated in advance and are more resistant against pests and diseases."

Mr. Nasir, Head of Padaidi FG, Batualang Village

replanting in Batualang Village, but also to produce alternative income by selling the seeds to other farmers.

AMARTA Field Trainer is a Model for Her Peers



4

Megawati, AMARTA's farmer trainer manages her own 0.4 ha cocoa garden with a 2,500 nursery of high quality grafts

On a working visit for three days in Bali, Mr. SK Reddy, USAID Agriculture Advisor took time to visit the cocoa garden of AMARTA field trainer Mrs. Megawati. Mr. Reddy was particularly interested in seeing her garden to ensure that field trainers maintained their own locations professionally implementing good agricultural practices (GAP) recommended by AMARTA. He noted that it is incumbent upon

"This is a good model for other field trainers (FTs), however, the FTs should be more creative and serve as an example for other farmers who can visit their garden and see evidence of successful implementation of recommendations"

Mr. SK Reddy, USAID Senior Agriculture Advisor

field trainers to have a better garden than farmers because they set an example for the farmer groups to follow and put the theoretical training into practice.

In a visit to Mrs. Megawati's garden located in Pancoran Village, West Selamadeg, Tabanan, Bali, Mr. Reddy observed the 0.4 ha of cocoa trees that were grafted with various types of clones as well as 2,500 polybags of quality grafts.

USAID's Mr. SK Reddy visiting Mrs. Megawati's garden

SUCCESS STORIES

Daily Book Keeping Provides New Information for Farmers



“I will continue recording the expenses and revenues and I hope to continue to develop my farm business. I never knew before if I was making a profit or losing money- now I can calculate costs and look for ways to increase my profit.”

Mr. Kusdiana, vegetable farmer

Through farm record keeping, farmers learn about costs and profitability of their crops

Mr. Dedi Kusdiana is a 33 year old vegetable farmer and cattle breeder in Desa Girijaya, Garut. Previously he provided labor for Hade Tani Farmer Group, but three years ago he started producing on his own land where he works with his brother cultivating potatoes, cabbage and carrots.

Although Mr. Kusdiana is a small business owner he has never taken the time to calculate or record his financial information. He never counted wages for laborers or wrote down the total sales price of each crop- rather he tried to remember the figures in his head. Basic revenues and expenditures were simply estimated and when he went to a bank to request a loan he found it difficult to apply because he had no documentation about his farming business.

USAID/AMARTA realized there was a need to help people like Mr. Kusdiana and has been providing farm management training that focuses on recording financial data for farmers. Besides training, technical assistance is also provided during five follow up sessions to help farmers in practicing daily record keeping.

During the four months of technical assistance, Mr. Kusdiana worked diligently, routinely recording each expenditure and receipt of his agribusiness. One example of finished recording he made was on his potato crop. Through his notes, he now knows the cost of potatoes are Rp2,815 per kg so that he can choose the market and ensure a price above the cost of production. The same calculations were completed for cabbage, and after analyzing his daily book keeping, he realized he had made a net profit of Rp10 million on his farm.

As a result of this activity, Mr. Kusdiana has gained a new understanding of both his business and personal finances and has set up a basic budget to control his costs. He intends to expand his farm in the near future and is now confident he will be able to access a small loan from a bank who he met during AMARTA’s training session. He also realized that he had some additional funds available to help his family. He noted, “I will continue recording the expenses and revenues and I hope to continue to develop my farm business. I never knew before if I was making a profit or losing money- now I can calculate costs and look for ways to increase my profit.”

Mr. Kusdiana records daily expenditures and revenue into his accounting books

SUCCESS STORIES

Crysant Women’s Farmer Group Harvests Their Flowers



The Chrysant Women’s Farmer Group enjoying their harvest

Raya Village, Berastagi is the center of floriculture production for local markets in Medan. In the past few years the quality of flowers produced was declining so many local markets began looking elsewhere for quality products. AMARTA reestablished flower activities in early 2010 in Raya Village and the results have been extraordinary.

One of the major efforts in improving traditional cultivation was building a green house located in a strategically important area where AMARTA provides technical assistance in good agricultural practices in floriculture cultivation. AMARTA fully supports empowering women and helped create the Crysant Women’s Farmer Group and provided them with access to the green house.

Growing flowers in green houses benefits farmers because it reduces the need for pesticide and prevents attacks by pests and diseases. AMARTA also introduced new technology by using extensive lighting to stimulate robust vegetative growth.

In August, the women from Crysant harvested their first flowers from the demonstration plot. The price of chrysanthemums ranged from Rp 500 - Rp 3,000 per peduncle and was sold in a nearby local market immediately. The women estimate that this season they can earn around Rp10 million in profit, and they can harvest three

times a year. The Farmer Group will divide the proceeds among the members based on each woman’s contribution.

Mrs. Ulin Ras, a member of Crysant stated, “Thank you USAID/AMARTA for teaching us improved techniques for growing flowers. We hope AMARTA can continue to help us in improving floriculture and access to markets so that in the future we can do all of the work ourselves and expand the business to show other women what is possible.”

“Thank you USAID/AMARTA for teaching us improved techniques for growing flowers. We hope AMARTA can continue to help us in improving floriculture and access to markets so that in the future we can do all of the work ourselves and expand the business to show other women what is possible.”

Mrs. Ulin Ras, flower grower

Women farmer group Crysant harvest in floriculture demoplot, Berastagi, Raya

Replication of Broccoli Seed Technology Increases Productivity



Tauhid Farmer Groups replicated broccoli seed technology introduced by AMARTA to decrease costs and improve productivity.

Tauhid is a union of several farmer groups who have partnered together in Lembang, Parongpong, and Cisarua. One partner is Gapoktan Lembang Agri in Cikidang, Lembang who works with AMARTA on introducing broccoli seed technology using trays with roasted husks and sterilized cow dung.

Since many farmers have stated they feel that the seeds distributed by AMARTA using trays have much been better growth, Tauhid decided to replicate the broccoli seedling process. As a result, the group created a 100 m² nursery house for the seedling process.

Tauhid has total land area of 7 hectares cultivated by 30 farmers, who plant a few commodities such as beans, lettuce, and broccoli. Tauhid provides seed, fertilizer, and other materials to farmers- with 6,000 - 10,000 broccoli seedlings per week currently being demanded. To fulfill the requirements of farmers, Tauhid currently buys seed on the market at a price of Rp135 per seed. In August, Tauhid started distributing seedlings to farmers from their own inventory that they produced at a higher quality and less expensively than what was offered in the market. Total cost of production for the group was between Rp100 - Rp120 per seed.

Mr. Husein, the 29 year old manager of Tauhid said, "Preparing seeds

using trays is much better for us, its maintenance becomes easier and the resulting seedlings are better quality and less expensive."

Currently, AMARTA has introduced new broccoli varieties planted in Tauhid Nursery house, namely the Singapura variety. In 21 days the life expectancy of the new variety is higher than Primaseed varieties: Singapura life expectancy is 90% while Primaseed is only 60%.

By producing the seeds on their own, Tauhid is expected to fulfill the farmers need to decrease costs while increasing quality in an effort to improve overall productivity.



Tauhid broccoli screen house in Lembang, visited by the Bappenas Team in August

AMARTA Activities in September - October

2nd Week of September

Workshop preparation of coffee value chain in Simalungun and Pak Pak Bharat, North Sumatera

2nd Week of September

Study tour for Agimuga rice and swine farmers to South Sulawesi

2nd Week of September

Construction of fish processing facility for Maria Bintang Laut Cooperative begins in Timika, Papua

2nd Week of September

Construction of new buying station in Amar Village, West Mimika, Papua

September 15th - 16th

Coffee productivity training in Pak Pak Bharat, North Sumatera

September 16th - 22nd

Cocoa group strengthening and follow up program for 80 FGs, Jembrana and Tabanan, Bali

September 16th - 30th

Training for 60 FGs with GAP training cocoa clinic and visit to garden model/ demoplots in Jembrana and Tabanan, Bali

September 20th - 21st

Training citrus farmers on implementing SOP in Pak Pak Bharat, North Sumatera

September 21st

Coffee stakeholders meeting events; attended by farmers, traders, and exporters Medan, North Sumatera

3rd Week of August

Workshop: Dialogue among farmers, traders, exporters, and government officials on coffee value chain in Medan, North Sumatera

3rd Week of September

Banana socialization using double row system in Desa Biru-biru, Deli Serdang District

September 21st - 24th

Strengthening capacity of the AMARKATA and ALKANA Cocoa Alliance

September 22nd

Citrus field school in demoplot by selected FG in Pak Pak Bharat, North Sumatera

September 22nd

West Java Agribusiness Action Group / Value Chain Centre-VCC (AMARTA - LPPM UNPAD) Round Table Discussion: Access to Finance in Bandung, West java

September 23rd

Farmers field trip to coffee plantation company at Sidikalang, North Sumatera

September 24th

West Java Agribusiness Action Group / Value Chain Centre-VCC (AMARTA - LPPM UNPAD): Forum Group Discussion on Chilli in Ciamis, West Jawa

September 27th

Meeting with coffee traders to develop distribution channel of beavaria bassiana in the area

September 29th - 30th

Field Day: Introduction of Innovative Technology of Vegetable Crops In Supporting Food Security Program at IVEGRI Lembang, West Java

4th Week of September

Banana socialization using double row system in Pintu Besi Village, Biru-biru Sub-district, Deli Serdang, North Sumatera

4th Week of September

Banana socialization using double row system in Desa Tigan Nderket, Kutabuluh Sub-district, Karo District, North Sumatera

October 1st

Demoplot monitoring and maintenance at Sinaman Labah Village, Dolog Pardamean Sub-district, Simalungun, North Sumatera

October 1st - 15th

Group strengthening and follow up program for 300 FGs in North Kolaka, North Luwu, East Luwu, and Polman, Sulawesi

October 1st - 15th

Group strengthening and follow up program for 60 FGs through implement in access to markets in Jembrana and Tabanan, Bali

October 1st - 15th

Training follow up with Estate Crops Department for 80 FGs in farmers field day, in Jembrana and Tabanan, Bali

October 4th

Coffee productivity training at Bah bolon, Simalungun, North Sumatera

October 4th - 5th

Coffee productivity training Siempat Rube I in Pak Pak Bharat, North Sumatera

October 6th

Coffee productivity training at Bangun Saribu Simalungun, North Sumatera

October 6th

Demoplot monitoring and maintenance at Siloting Village, Raya Sub-district, Simalungun, North Sumatera

October 6th

Citrus field school in demoplot by selected FG at Kandibata study garden, Kabanjahe Sub-district, Karo, North Sumatera

October 6th

Banana socialization using double row system Bandar Baru Village, Sibolangit Sub-district, Deli Serdang, North Sumatera

October 7th

Banana socialization using double row system Sibolangit Kuta Village, Sibolangit Sub-district, Deli Serdang

October 7th

West Java Agribusiness Action Group / Value Chain Centre-VCC (AMARTA - LPPM UNPAD) Round Table Discussion: Access to Markets in Bandung, West Java

October 7th

Citrus field school in demoplot by selected FG at Dokan study garden, Merek Sub-district, Karo, North Sumatera

October 7th - 8th

Kick Off Indonesian Barista Championship 2010-2011 Training Facility PT Putera Bhineka Perkasa, Sanur, Bali

1st Week of October

Interactive Radio broadcasting by Karo Horticulture Community Alliance Ersena Radio, Karo

1st Week of October

Interactive Radio broadcasting by Deli Serdang Banana Barangan Community Alliance RRI - Medan, North Sumatera

1st Week of October

Banana Follow up Training/ToT Durin Tonggal demoplot, Pancur Batu Sub-district, Deli Serdang, North Sumatera

October 8th

Coffee Field School in demoplots at Dalig Raya Village, Raya Sub-district, Simalungun, North Sumatera

October 8th - 9th

Citrus field school in demoplots by selected FG at Suka Nalu Teran study garden and Tiga Panah study garden, Naman Teran Sub-district, Karo, North Sumatera



AMARTA Activities in September - October

October 9th - 10th

The First Indonesian Specialty Coffee Auction 2010 at the Training Facility of PT Putera Bhineka Perkasa in Sanur, Bali

October 11th

Coffee program presentation to local parliament of Pak Pak Bharat, North Sumatera

October 11th - 15th

Strengthening capacity of the Alliance for SIKAP Mandar, ASTAKWA and ALMAKOTA public hearing in Polman, North Luwu and North Kolaka

October 11th - 14th

SCAI Origin Tour Flores

October 12th

Coffee productivity training at Nagasaribu, Simalungun, North Sumatera

October 13th - 14th

Training citrus farmers on implementing SOP and citrus field school in demoplots by selected FG at Naga Saribu, Aji Siempat study garden, Tiga Panah Sub-district, Karo, North Sumatera

October 14th

Coffee productivity training in Simalungun, North Sumatera

October 14th

AMARTA Citrus field school in demoplot by selected FG at Merek Raya learning field, Raya Sub-district, Simalungun, North Sumatera

2nd Week of October

Consolidation and dialogue of Simalungun Alliance Siantar

2nd Week of October

Banana socialization using double row system Rumah Parit Village, Biru Biru Sub-district, Deli Serdang, North Sumatera

2nd Week of October

Banana Follow up Training/ToT DurinTonggal demoplot in Pancur Batu Sub-district, Deli Serdang, North Sumatera

2nd Week of October

Banana socialization using double row system Buluh Nipes Village, STM Hilir Sub-district, Deli Serdang, North Sumatera

2nd Week of October

Field Training: Grafting technique for tomato transplant production at Cipelah FG, Tambakbaya Village, Cisurepan, Garut, West Java

October 15th

Citrus field school in demoplot by selected FG at Barus Jahe study garden, Barus Jahe Sub-district, Karo, North Sumatera

October 15th

Coffee Field School in demoplot at Bintang Mariah, Raya Sub-district, Simalungun, North Sumatera

October 15th

AMARTA citrus field school in demoplot by selected FG at Purba Tua study garden, Purba Tua Sub-district, Simalungun, North Sumatera

October 15th -16th

Coffee productivity training at Siempat Rube 2 in Pak Pak Bharat, North Sumatera

October 15th -16th

Coffee productivity training at Siempat Rube 2 Dusun Pangkalan, Siempat Rube Village, STTE Julu at Pak Pak Bharat, North Sumatera

October 15th -16th

Training citrus farmers on implementing SOP, at Kuta Kendit Village, Tiga Nderket Sub-district, Karo, North Sumatera

October 15th -16th

Field monitoring for technology replication Binanga Boang Village, and field visit to coffee farms and farmers interview, North Sumatera

October 15th -16th

AMARTA Training citrus farmers on implementing SOP, at Kuta Kendit, Tiga Nderket Subdistrict, Simalungun, North Sumatera

October 15th -18th

Conducting post training survey Sulawesi and Bali

October 16th - 17th

Citrus field school in demoplots by selected FG at Suka and Dolok Silau study garden, Kuta M Belin study garden and Purba study garden, Simalungun, North Sumatera

October 18th

Beauvaria bassiana and hipotant presentation to input suppliers and coffee traders in Salak, Pak Pak Bharat

October 18th - 22nd

Group strengthening and follow up program for 80 FGs in Jembrana and Tabanan, Bali

October 19th

Coffee productivity training at Siloting, Simalungun, North Sumatera

October 20th - 21st

Training citrus farmers on implementing SOP, at STTU Jahe 1 Village, STTE Julu 1 Village and STTE Julu 2 Village, STTU Sub-district, Pak Pak Bharat, North Sumatera

October 21st

Coffee productivity training at Toru Buah, Simalungun, North Sumatera

3rd Week of October

Workshop "Floriculture, Increasing production quality, Post harvest handling, and Diversity in Marketing" in North Sumatera

3rd Week of October

Banana follow up training at Peria Ria study garden and banana socialization using double row system at Rampah and Pamah Village, Deli Tua Sub-district, Deli Serdang

October 22nd

Citrus field school in demoplots by selected FG at Cikaok, Salak, Siempat Rube, STTU, and Tinada study garden, Pak Pak Bharat, North Sumatera

October 26th - 28th

Moving coffee seeds to polybags in Dusun Pangkalan, Pak Pak Bharat, North Sumatera

October 27th

Coffee program presentation to local parliament in Pematang Raya, North Sumatera

October 27th - 28th

Strengthening capacity of the AMARKATA and ALKANA Alliance: Workshop on improving cocoa development in Tabanan

4th Week of October

Interactive Radio broadcasting by Deli Serdang Banana Barangan Community Alliance and Karo Horticulture Community Alliance in RRI, Medan, North Sumatera

4th Week of October

Meeting of consolidation of Simalungun Allaince Siantar

4th Week of October

Banana Follow up Training/ToT Peria Ria Study garden, Biru Biru Sub-district, Deli Serdang, North Sumatera

4th Week of October

Field Training: Production Technique of Broccoli for Export Market at Daarut Tauhid FG, Lembang Cigugur Girang, Parongpong, West Bandung