Selection Criteria	Shallot (East Java)
Poverty Orientation	
How many farmers can be reached	EI-ADO (2013) estimates between 100,000 and 200,000 rural households earn an income from shallot farming.
Percentage of targeted group with low income	Sampang has the highest poverty rate in EJ: over 75% of the district population is either income-poor or has an income just above the poverty line (EI-ADO, 2013). Nearly all Sampang shallot production is from Sokobanah sub-district, one of the poorest sub-districts of Sampang. An estimated 2,500 households here grow shallot.
How important is this commodity to household income	• Shallots are the single most important source of agricultural income in many villages. • EI-ADO (2013) found that 1ha of shallot generates an average US$ 5,600 as net farm and wage income, of which 75% flows to shallot farm households. A large number of households grow it as a cash crop or have one or more members working as wage labour on shallot farms and for trading enterprises. • Outside production areas, significant employment is created in the transportation, handling, processing and retailing of shallot bulbs.
Growth Potential	
Trends and expected trends	• Indonesia currently cannot meet domestic consumption needs of shallot. • EJ has experienced the most significant increase in productivity of the main shallot provinces (6.9 t/ha in 2009 to 9.5 t/ha in 2011). The 2011 result is on par with the national aveage, but between 0.5 to 1 t/ha below Central and West Java productivity. • Sokobanah growers are achieving low yields (4- 8 t/ha). • Planted area in Sokobanah sub-district is predicted to expand considerably in 2014. In 2013 Sokobanah growers experienced exceptionally high prices (IDR 30,000 – 35,000 /kg verses IDR 7,000 – 8,000 /kg).
Potental for productivity improvements	• True seed shallot offers several potential advantages over propagated seed bulbs. Despite this, the adoption of true seed shallot is low. • Farmers appear to have limited exposure to cultivars other than their current varieties. EI-ADO (2013) estimates the mainstreaming of more productive varieties could increase the incomes of 2,000 – 3,000 shallot farm households. • A reduction in average cultivation costs is critical for maintaining or improving farm profitability.
Constraints	• High wage farm labour costs to total cultivation costs (48%). • Lack of technical knowledge of fertilizer application or soil analysis. • Excessive and inappropriate use of chemicals (spray concentrations reported at 150 – 200% higher than recommended rates). • Poor access to water (Sokobanah), which results in growers growing shallot during the wet season, which affects yield and bulb quality. • Undeveloped local input distribution network. • Financial constraints of farmers and traders. • Farmers have limited exposure to new varieties and lack critical knowledge on cultivation.
Potential for systemic intervention	
Availability and willingness of potential partners	• Most of the large traders in Madura have direct access to Brebes and Surabaya traders. This is for food and seeds. They are important actors for any intervention. • Agro input providers are also important elements as shallot use agro-chemical intensively.
Availability potential NGOs/CSOs	• There are no NGOs or CSOs that active in shallot sector in EJ. • Informal networks exist between traders in Madura and traders in Surabaya and Brebes. Those traders are linked to the national Shallot Association.
Other Priorities	
Relevance to gov. programs	At the national level the government closely monitors price and supply of shallot and links this to import policy (for seeds and consumption). At a provincial and district level there are no specific policies that target shallot in EJ.
Relevance to environmental aspect	• Chemical use is high, with farmers adopting intensive spray programs with little technical knowledge. • Residue levels are likely to be also high.
Relevance to gender & social inclusion	• Women are involved in planting, weeding, harvesting and drying. Men are responsible for land preparation, crop spraying and sale. • Some variation in gender roles across production areas does exist.