



OUR APPROACH IN ACTION

## Partnerships between the government and private sectors improve efficiency in increasing maize farmers productivity

Higher incomes for 45,603 maize smallholder farming households in East Java

Total additional incomes of IDR 105 billion for maize smallholder farming households in East Java

OUTREACH TO DECEMBER 2018

**PRISMA**

Australia-Indonesia Partnership for Promoting Rural Incomes through Support for Markets in Agriculture



Australian Government



Over 1,800 maize farmers in East Java have recorded a 220%

income increase by using hybrid maize seed initiated through partnerships between government and private sector.

Between 2016 to 2017, PRISMA held a series of Market Development Training for sixteen local governments of eastern Indonesia. The training began by identifying the root cause of suboptimal agriculture commodity production, followed by development of strategies to address it.

The training then provided opportunities for local governments to develop interventions designed specifically to their needs. This was done by considering each government's objectives, main agriculture commodities, and identifying its own and the private sectors' available resources. Afterwards, PRISMA facilitated partnerships between local governments and market actors, with the

objective of improving access to new markets, better inputs, improved know-how and technology, generating sustainable incentives for all parties as well as farmers.

An example from East Java, PRISMA facilitated partnership between the local government of Pamekasan and PT. DowDuPont Indonesia, producer of Pioneer 35 hybrid maize seed. PT DowDuPont trained public extension workers on the usage of hybrid maize seed and good agricultural practices (GAP), then the government of Pamekasan identified 150 potential farmers to host mini demonstration plots as farmer' learning centres. Trained extension workers then facilitated 40 field trips to showcase 135 successful demo sites, which information then are shared to other farmers in the district. The result after just three months, 2,170 farmers were given access to hybrid seeds and GAP. Other district government participants have also adopted similar partnership strategy in their respective locations.

The initiative has resulted in a win-win solution between both parties, by generating more efficient and effective allocation of financial, time and human resources to stimulate wider impact on farmer's productivity and income increase.