



# Operationalization of the private-led scaling pathway for irrigation technologies and avocado and vegetable in Lemo woredas

Thai Thi Minh and Dagmawi Melaku  
International Water Management Institute

## Planned activities

### 1. Establish market linkages for avocado and vegetable farmers:

- Conduct rapid assessment of avocado, red mitmita chilies, ginger and garlic production in Lemo
- Organize a series of irrigation and market linkage and workshops to identify farmers for the supply agreement with Green Way Farms PLC (Greenpath)
- Facilitate (GlobalGAP/organic) certification process conducted by Greenpath with the supply agreement farmers

### 2. Linking the private-led scaling partnership with national multi-stakeholder dialogues:

- Co-organize multi-stakeholder dialogues on scaling of irrigation technologies and services along the value chains
- Technical support and capacity building to continue the scaling agenda
- Develop and share a guide to co-design and implementation of the value chain-based scaling approach

Deliverables	Progress	
	Until Nov 2021 (2020/21 cropping season )	Until May 2022 (December 2021-May 2022 )
Technical report on the actualization of the private-led scaling pathway for irrigated avocado and vegetable in Lemo woredas;	<ul style="list-style-type: none"> <li>• The Rapid assessment was completed</li> <li>• Partnership with Greenpath has been developed</li> <li>• Series of irrigation and market linkage workshops were planned</li> <li>• Drafted rapid assessment report</li> </ul>	<ul style="list-style-type: none"> <li>• Organize series of irrigation and market linkage workshops</li> <li>• Farmers signed the supply agreement with Greenpath</li> <li>• Prepare the market linkage workshop report</li> <li>• Complete the technical report</li> </ul>
Draft paper on analyzing value chain pathways for scaling of bundled packages of irrigation technologies and services	<ul style="list-style-type: none"> <li>• Sharing value chain approaches to scaling of farmer-led irrigation development to multi-stakeholder dialogues in co-leveraging with ILSSI project</li> </ul>	<ul style="list-style-type: none"> <li>• Draft and submit a paper on analyzing value chain pathways for scaling of bundled packages of irrigation technologies and services</li> </ul>

## Key lessons

- There is willingness to invest in irrigation equipment as well as to switch to high value crops and production systems as long as the economic benefit is demonstrable, and risk is minimal.
- While there is a lack of experience and understanding of ‘contract’ farming, most farmers are highly interested to know more and engage as long as it is legal, and that they get the necessary supports in order to meet required standards for such arrangements.
- While every farmer has interest to make changes in order to improve production, productivity, and income, they aren’t clear on how to achieve it collectively.
- There is high potential for commercial production but need some years for reaching the stable supply at a large scale.



Alemu Kebede, Jawe Kebele, Lemo woreda (Photo credits: IWMI/Thai Thi Minh)

## Core partners



## Partnerships

- Green Way Farms PLC (Greenpath)
- Rensys Engineering & Trading PLC
- Agricultural Water Management Task Force (AWM-TF)
- 2030 Water Resources Group (2030 WRG)
- Lemo woreda and Hadiya zone of agricultural office



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