



Bringing Organisations & Network Development
to higher levels in the Farming sector in Europe



This project has received funding from the European
Union's Horizon 2020 research and innovation
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Food and Agriculture Organization
of the United Nations

Session 7: Provision of advisory services to farmers and rural communities

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OBJECTIVES:

- Reflect on the role of the agricultural advisors
- Moving from POs assessment towards service provision
- Discuss agricultural networks

TRANSFORMING OUR WORLD: THE 2030 AGENDA FOR SUSTAINABLE DEVELOPMENT

SUSTAINABLE DEVELOPMENT GOALS



LEAVE NO ONE BEHIND

"The Quadruple Squeeze"



Human growth
20/80 dilemma

7.5 billion
today
9.7 billion in
2050

By 2050 we will need 60%
more food, 50% more
energy and 40% more
water

35 to 122 million
more poor by 2030
if climate change
not addressed

Climate
550/450/350
dilemma

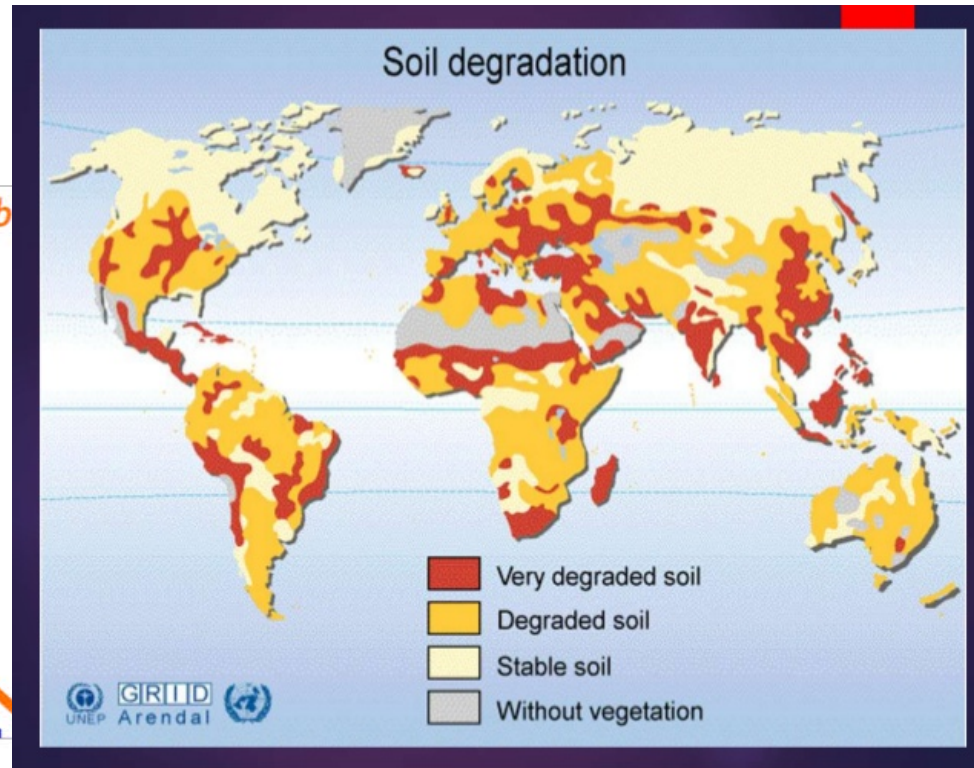
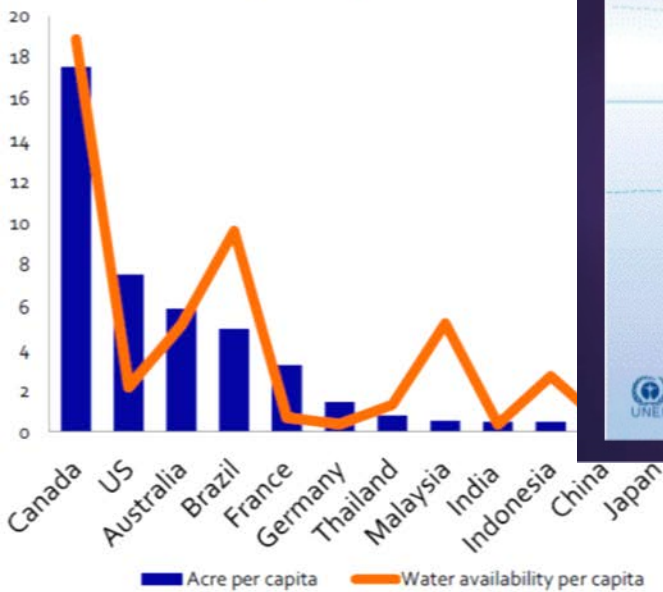
Ecosystems
60 % loss dilemma

Surprise
9/11 dilemma

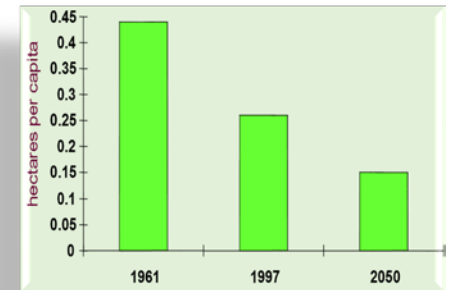
Source: UNEP 2011,
FAO SOFA 2016 "Climate
Change, Agriculture and
Food Security"

Land and water resources

Global land and water available per capita



Arable land



Source: Rabobank

Crop and livestock sectors use 70 % of fresh water resources;
Livestock alone uses 80% of global crop and pasture areas
More land is needed for the fastest developing sector: aquaculture

Face of vulnerability

If challenges not addressed: **563** million people back to poverty



Business-as-usual not an option



Need to adequate access to:

- Knowledge
- Capital
- Markets



Agricultural innovation...

*...is about adding value from end-user's perspective;
...are new to a particular context*

- Interactive process
 - Multiple actors
 - Networking
- Focus on the impact in terms of development
- Participatory approach
 - Pluralistic origin
 - Demand driven

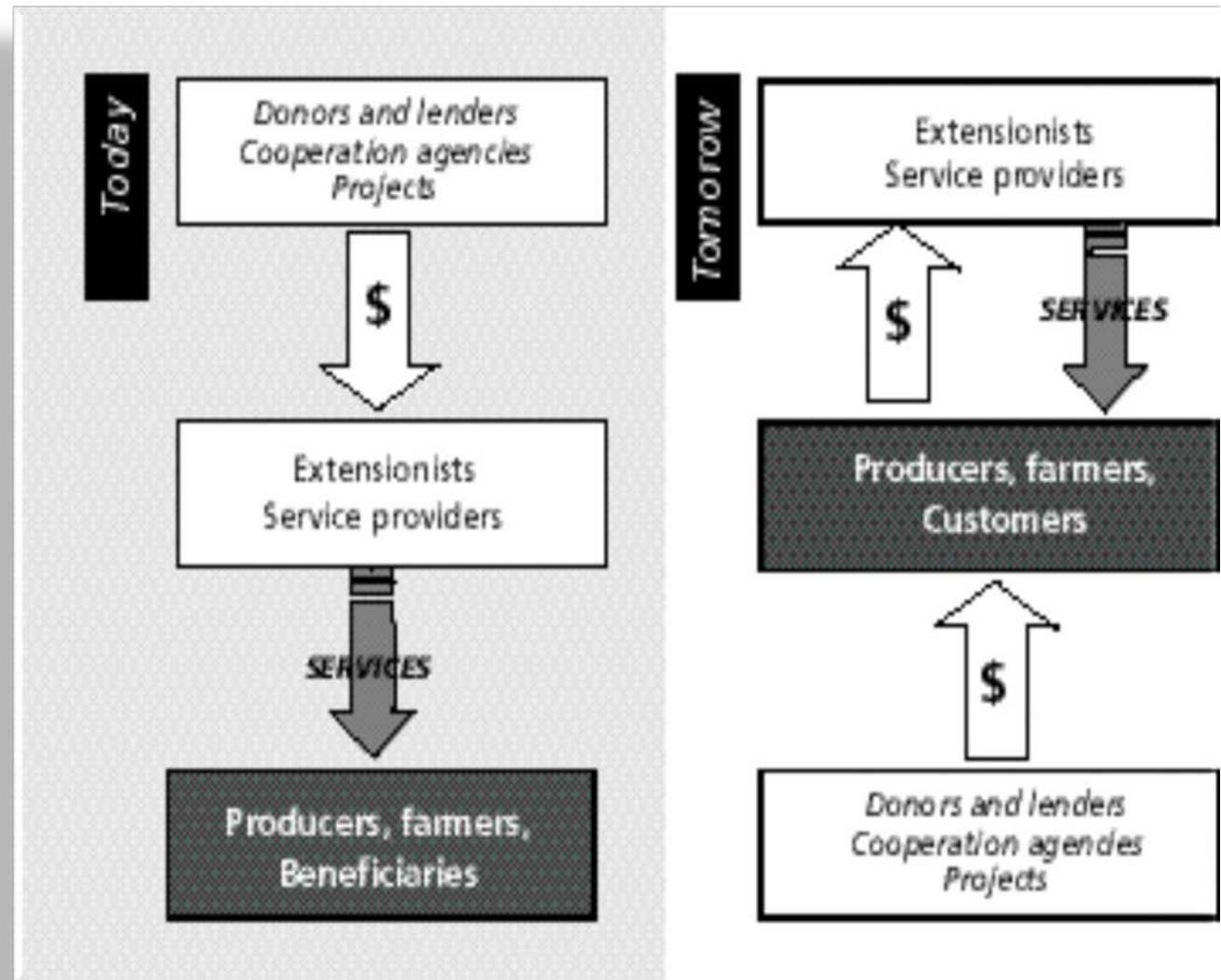
Trends in Agricultural Extension

- **Globalization**, market liberalization, privatization, pluralism, decentralization, client participation in decision-making
- **New learning requirements**: trade-related education; value-added agro-processing; agro-market competitiveness; sustainable practices and eco-services; partnerships and communication, conflict management etc.
- **Digital revolution**: new skills, data security/sharing
- **Service delivery**: from single source delivery towards brokerage



Challenges in Agricultural Extension

- @ Role of farmers' organizations
- @ Effective use of mass media
- @ Search for effective participatory methods and approaches.
- @ Payment for extension services
- @ Welcoming diversity
- @ Training extension personnel
- @ Equity and targeting



Agricultural advisor?



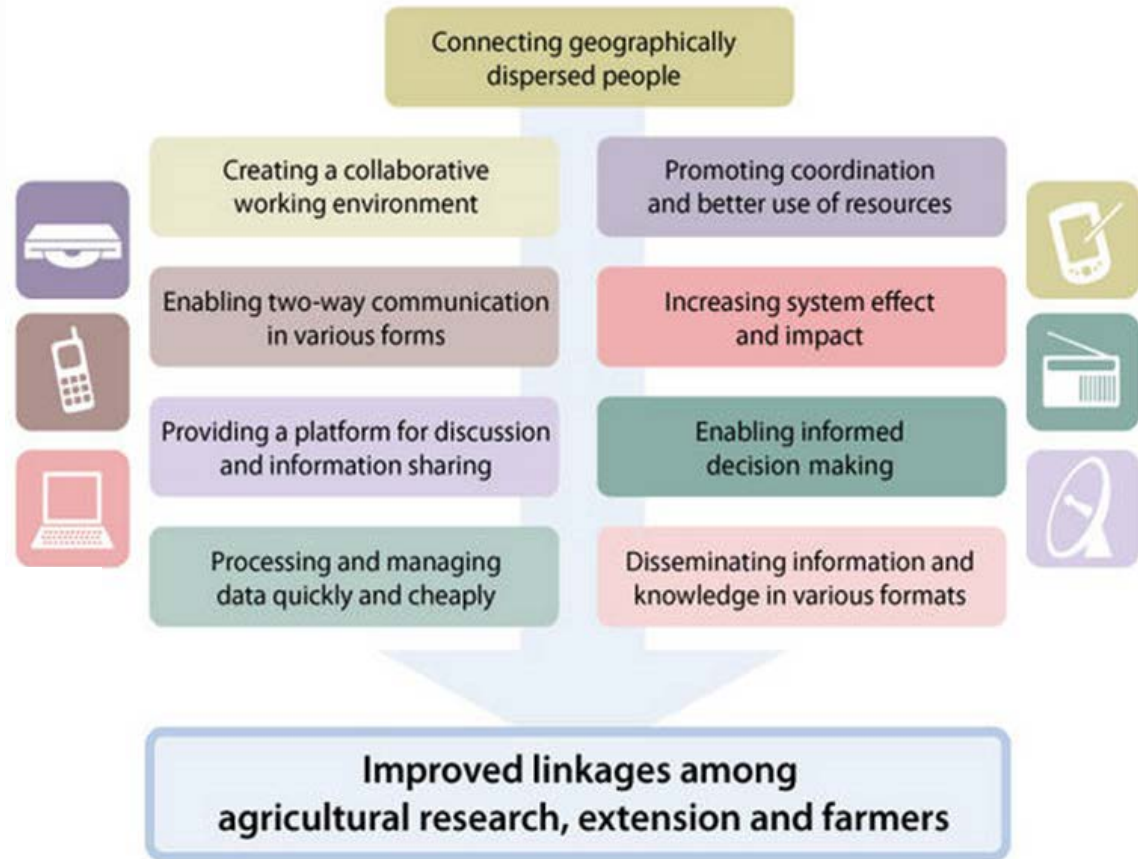
Who can be an advisor?

- Anyone who provides particular knowledge of value about:
 - agricultural practices and technologies
 - cost-efficiency and sources of funding
 - Markets
 - Other actors with knowledge
- Anyone adapting knowledge in new contexts to resolve concrete farmer's problems
- **Interpersonal skills**
- **Trust-builder**

Agricultural networks



SOUTH EASTERN EUROPE ADVISORY SERVICE NETWORK



TASK

How can you build on your (organization's) comparative advantages and provide knowledge and services to others?

- Form groups of 2 people
- Identify and discuss with your pair your comparative advantages, specific knowledge and possible services provision – 20 min
- Presentation of results- 20 min



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Thank you!

