

Selection Criteria		Cashew – TTU															
Poverty Orientation																	
How many farmers can be reached	<p>In 2010, the main plantation crop in TTU was cashews accounting for 65.6 percent of the production. However TTU district represents less than 1 percent of NTT's production of cashews. Cashew nuts are grown in all sub districts with most are grown in the sub-districts of Insana, Insana Utara and Insana Fafinesu. These three sub-districts represent about one third of area harvested and production.</p> <p>Estimates from local authorities suggest that approximately 50 percent of farmers grow cashew nuts in TTU, which would represent around 20,000 farmers.</p>																
Percentage of targeted group with low income	<p>It is estimated that at least 17,000 farmers in TTU that grow cashews are poor. This represents around 65 percent of farmers who grow cashews.</p>																
How important is this commodity to household income	<p>Based on estimates of annual income from selling cashew nuts, it is expected that less than 20 percent of farmers' income comes from this commodity.</p>																
Growth Potential																	
Trends and expected trends	<p>The production of cashews in TTU has been stagnant in the last few years. However, there is potential for expansion of harvested area and increase in production as at least 50 percent of plantings are young trees.</p> <p style="text-align: center;">Production of Cashew in TTU (2009-2012)</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th></th> <th>2009</th> <th>2010</th> <th>2011</th> <th>2012</th> </tr> </thead> <tbody> <tr> <td>Harvested area (ha)</td> <td>11,187</td> <td>11,286</td> <td>11,298</td> <td>11,298</td> </tr> <tr> <td>Production (tons)</td> <td>1,318</td> <td>1,491</td> <td>1,369</td> <td>1,389</td> </tr> </tbody> </table> <p style="text-align: center;"><i>Source: West Lombok in Figures, 2011, NTT in Figures 2013.</i></p>			2009	2010	2011	2012	Harvested area (ha)	11,187	11,286	11,298	11,298	Production (tons)	1,318	1,491	1,369	1,389
	2009	2010	2011	2012													
Harvested area (ha)	11,187	11,286	11,298	11,298													
Production (tons)	1,318	1,491	1,369	1,389													
Potential for productivity improvements	<p>Cashew production is relatively straightforward and few inputs are used. There is little processing done at the farm / village level and there is no formal system of grading or packing at the village level. This is all done by larger firms and exporters</p>																
Constraints	<p>Roads in TTU are in a poor condition and farmers lack access to water and irrigation.</p>																
Potential for systemic intervention																	
Availability and willingness of potential partners	<p>There are no major private sector actors in the district and very few collectors. There is one collector, Toko 9 Jaya Baru, who actively works with farmers to increase their production and do some processing. They have worked with NGOs and local government before so they may be interested in collaborating with AIPD Rural.</p>																
Availability potential NGOs/CSOs																	
Government, Environment and GSI Priorities																	
Relevance to government programs	<p>Cashew nuts do not rate high in local government priorities</p>																
Relevance to environmental aspect	<p>Cashews are often grown with minimal inputs and as a consequence are relatively benign to the environment. Long lived deep rooted trees also have a stabilizing impact on the soil and a relatively sustainable farming system in a monsoonal wet dry environment such as the eastern provinces of Indonesia.</p>																
Relevance to gender & social inclusion	<p>An increased level of capacity of household or community-based shelling activities will certainly be an important source of income for poor rural communities and provide the opportunity to supplement income from other cropping activities. Women in particular are heavily involved in local cashew shelling activities, and shelling provides an avenue for them to contribute to the household income.</p>																

Selection Criteria		Cashew – Sumba Barat Daya												
Poverty Orientation														
How many farmers can be reached	In 2011, the production of cashews in Sumba Barat Daya was 6,468 tons in 6,200 ha. Most of the production is concentrated on Kodi Bangedo and Kodi Utara sub-districts. It is estimated that around 6,200 farmers grow cashew nuts in an average size of plots of 1 ha, producing an average of 1 ton of cashews.													
Percentage of targeted group with low income	It is estimated that most cashew nut producers are poor													
How important is this commodity to household income	For poorer households, the income from cashew nuts would be between 60 and 70 percent of the annual household income.													
Growth Potential														
Trends and expected trends	<p>Over the last three years, the area harvested from cashew nuts has grown by an average of 0.76 percent per year, from 6,105 ha in 2009 to 6,199 ha in 2011. However, the production of cashew nuts has declined over the same period from 7,231 tons to 6,468 tons.</p> <p>The area that is currently planted with young trees (not yet producing fruit) is about 30 percent of the total area planted, which suggests good potential for expansion. The area with young trees has increased by an average of 20 percent per year over the last 3 years from 2,072 ha in 2008 to 2,815 in 2011.</p> <p style="text-align: center;">Production of Cashew in Sumba Barat Daya (2009-2011)</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th></th> <th>2009</th> <th>2010</th> <th>2011</th> </tr> </thead> <tbody> <tr> <td>Harvested area (ha)</td> <td>13,174</td> <td>13,174</td> <td>13,185</td> </tr> <tr> <td>Production (tons)</td> <td>5,862</td> <td>3,625</td> <td>3,630</td> </tr> </tbody> </table> <p style="text-align: center;"><i>Source: Sumba Barat Daya in Figures, 2012</i></p>			2009	2010	2011	Harvested area (ha)	13,174	13,174	13,185	Production (tons)	5,862	3,625	3,630
	2009	2010	2011											
Harvested area (ha)	13,174	13,174	13,185											
Production (tons)	5,862	3,625	3,630											
Potential for productivity improvements	Cashew production is relatively straightforward and few inputs are used. For the most part, there is little processing done at the farm / village level and there is no formal system of grading or packing at the village level. This is all done by larger firms and exporters. Provincial and local governments have funded small programs to help farmers to do some processing (in groups). They will also help farmers link to external traders and obtain an organic certification. Farmers could also improve their marketing skills and links with collectors and traders.													
Constraints	Roads are in a poor condition and means of transportation are limited. Farmers also lack access to water and irrigation, as well as electricity.													
Potential for systemic intervention														
Availability and willingness of potential partners	There are a number of traders in the district that may be interested in collaborating with AIPD Rural. This includes agents such as Sinar Baru, Monika and Surya Senja and traders that are willing to work with farmers to increase quality and production.													
Availability potential NGOs/CSOs	A number of INGOs working in agricultural development also operate in the area. They may also be willing to work with AIPD Rural.													
Government, Environment and GSI Priorities														
Relevance to government programs	Cashew does not rate high in local government priorities.													
Relevance to environmental aspect	Cashews are often grown with minimal inputs and as a consequence are relatively benign to the environment. Long lived deep rooted trees also have a stabilizing impact on the soil and a relatively sustainable farming system in a monsoonal wet dry environment such as the eastern provinces of Indonesia.													
Relevance to gender & social inclusion	An increased level of capacity of household or community-based shelling activities will certainly be an important source of income for poor rural communities and provide the opportunity to supplement income from other cropping activities. Women in particular are heavily involved in collecting cashews and shelling activities, and shelling provides an avenue for them to contribute to the household income.													

Selection Criteria		Cashew – East Flores															
Poverty Orientation																	
How many farmers can be reached	In 2010, the production of cashews in East Flores was 10,433 tons in 29,089 ha harvested. In this same year, cashew nuts represented 82.1 percent of the production of plantation crops. The production of cashews from East Flores is 5.9 percent of the total production of cashews in NTT. While cashews are grown in all 19 sub-districts of the district, most of the production is concentrated in the five sub-districts of Wulang Gitang, Tanjung Bunga, Solor Timur, Solor Barat and Titechena. These five sub-districts grow about 73 percent of the total production of cashews in East Flores. It is estimated that around 36,000 farmers (80 percent) grow cashew nuts in an average size of plots of 1 ha.																
Percentage of targeted group with low income	Local sources agree that at least 54 percent of the households growing cashew nuts in East Flores are poor.																
How important is this commodity to household income	It is estimated that about 50 percent of the income of poorer households comes from producing and selling cashew nuts. The other half of their income would come from the production of other commodities, including palm trees and palm tree juice.																
Growth Potential																	
Trends and expected trends	According to experts, there has been stable on cashew nut production over the last ten years. Over 50 percent of planted cashew nut trees are considered “young trees” not yet producing fruit.																
	<p style="text-align: center;">Table .. Production of Cashew in Sumba Barat Daya (2009-2012)</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th></th> <th>2009</th> <th>2010</th> <th>2011</th> <th>2012</th> </tr> </thead> <tbody> <tr> <td>Harvested area (ha)</td> <td>28,782</td> <td>29,089</td> <td>29,091</td> <td>29,091</td> </tr> <tr> <td>Production (tons)</td> <td>10,435</td> <td>10,433</td> <td>10,160</td> <td>10,461</td> </tr> </tbody> </table> <p style="text-align: center;">Source: East Flores in Figures, 2011, NTT in Figure, 2013</p>			2009	2010	2011	2012	Harvested area (ha)	28,782	29,089	29,091	29,091	Production (tons)	10,435	10,433	10,160	10,461
	2009	2010	2011	2012													
Harvested area (ha)	28,782	29,089	29,091	29,091													
Production (tons)	10,435	10,433	10,160	10,461													
Potential for productivity improvements	Cashew production is relatively straightforward and few inputs are used. There is little processing done at the farm / village level and there is no formal system of grading or packing at the village level. This is all done by larger firms and exporters. Interventions to encourage farmers to do some processing are likely to help farmers obtain a larger share of the margins in the supply chain.																
Constraints	Roads are in a poor condition and farmers lack access to water and irrigation.																
Potential for systemic intervention																	
Availability and willingness of potential partners	There are no major private sector actors in the district as most of the cashews are exported raw or with little processing done. However, there are several large scale traders such as Sekar Alam, Sumber Subur and 72 Ghting that work on behalf of larger companies and may be interested in collaborating with AIPD Rural.																
Availability potential NGOs/CSOs	There are also an important number of INGOs that work in the district in agricultural and rural development and may be willing to collaborate with AIPD Rural.																
Government, Environment and GSI Priorities																	
Relevance to government programs	Cashew is considered an important commodity by provincial and local government, among other commodities, such as maize, cassava, cocoa, coffee, beef and pigs.																
Relevance to environmental aspect	Cashews are often grown with minimal inputs and as a consequence are relatively benign to the environment. Long lived deep rooted trees also have a stabilizing impact on the soil and a relatively sustainable farming system in a monsoonal wet dry environment such as the eastern provinces of Indonesia.																
Relevance to gender & social inclusion	An increased level of capacity of household or community-based shelling activities will certainly be an important source of income for poor rural communities and provide the opportunity to supplement income from other cropping activities. Women in particular tend to be heavily involved in local cashew shelling activities, and shelling provides an avenue for them to contribute to the household income.																