

Selection Criteria		Mango NTB
Poverty Orientation		
How many farmers can be reached	While exact farmer numbers are unknown, in the main mango production areas, such as Bayan sub-district, the crop accounts for a significant share of agricultural land. Mango has clear socio-economic relevance in North Lombok,	
Percentage of targeted group with low income	In North Lombok, 43% of the population lives below the poverty line, and an estimated 80% are either poor or near poor (Collin Higgins Consulting Group, 2012).	
How important is this commodity to household income	<ul style="list-style-type: none"> • Mango is a smallholder crop in Indonesia. Most growers own less than 100 trees on less than 1 ha. Marginal growers with 4 – 10 trees account for 80% of mango farms. • Singificnat share of mango farm households earn very little income from their crop. • Value chain study fieldwork found net farm incomes ranged between IDR 4 million to IDR 21 million. 	
Growth Potential		
Trends and expected trends	<ul style="list-style-type: none"> • NTB mango production increased by 191% from 2003 to 2011. Despite this it still only represented 5.6% of national production in 2011. • Whilst provincial production has followed an upward trend, drastic inter-annual fluctuations characterise the districts. • Reardon et al (2012) found that 60% of farmers have between 11 and 100 trees. • Medium-size growers own a disproportionate share of trees. • Very low use of inputs (30% below West Java) • Despite growing demand, mango farm households are likely to continue experiencing very low prices during the peak harvesting months 	
Potential for productivity improvements	<ul style="list-style-type: none"> • Successful application of crop manipulation technologies for early-season production has significant positive impacts on yields and farm-gate prices. • Incorporate use of inputs such as fertilizer and chemicals correctly into production system • Transition from air to sea freightAdoption of effective pruning strategies 	
Constraints	<ul style="list-style-type: none"> • Short mango season with limited domestic demand • Lack of knowledge on early-season cultivation technologies and on post-harvest pest and disease management • Poor knowledge of fertilization and pest and disease management • Poor access to finance and limited risk-taking capacity • Indonesia cannot access some Asian markets, such as China, because market access protocols have not been negotiated with the respective country governments • Financial constraints • Strong competition in domestic and international markets from well-established processing industries in other Asian countries. 	
Potential for systemic intervention		
Availability and willingness of potential partners	Chemical companies that produce Paclobutrazol Chemical companies generally (Bayer, BASF, Syngenta)	
Availability potential NGOs/CSOs	ACIAR is engaged in mango research within the eastern part of Indonesia and is primarily focussed on production research, fruit fly management and fruit quality. JICA provides institutional post-harvest research (VHT) and support to encourage better fruit quality in an effort to satisfy strict import requirements of Japan.	
Other Priorities		
Relevance to government programs	The national target for 2013 was to increase production from 2.2 million tonnes to 2.47 million tonnes of mango per annum.	
Relevance to environmental aspect	<ul style="list-style-type: none"> • Lack of knowledge about correct application of agro-chemicals • Intensification of farming recommended by the interventions • Use of wooden crates for packaging 	
Relevance to gender & social inclusion	<ul style="list-style-type: none"> • Role of women as farm managers or farm workers is minimal • Purchase of inputs, spraying and pruning trees, weeding, irrigation, harvesting and marketing is all usually carried ou by men. 	

