

Selection Criteria	Tomato (EJ)
<b>Poverty Orientation</b>	
<b>How many farmers can be reached</b>	Approximately 4,300 ha is farmed to tomato farms across EJ. With tomato farms typically ranging from 0.3 to 1 hectare, or 1.5 hectares in rare cases, estimates of number of growers in EJ is 4,000-14,000.
<b>Percentage of targeted group with low income</b>	65% of farmers in EJ are poor. Since tomato farming requires relatively high investment, it may be that the majority of tomato farmers do not fall into the low income category (approx. 30-40% of farmers). However their workers are poor.
<b>How important is this commodity to household income</b>	<ul style="list-style-type: none"> <li>• Tomato is a very labour-intensive crop, and most of the labour input is provided by casual farm workers</li> <li>• These workers are amongst the poorest actors in the tomato chain</li> <li>• Most have marginal or no landholdings. Casual farm work is critical for their livelihood</li> <li>• Employment effect and poverty reduction effect may be significant from the sector</li> </ul>
<b>Growth Potential</b>	
<b>Trends and expected trends</b>	<ul style="list-style-type: none"> <li>• Indonesia is self-sufficient in tomatoes.</li> <li>• Some exports from northern Sumatra, but the volumes are very small.</li> <li>• While there may be scope for increasing sales, the tomato sub-sector is not yet sufficiently organised to take advantage of such opportunities</li> <li>• Excess levels of pesticide residues and a lack of cold chains constitute major market access barriers</li> </ul>
<b>Potential for productivity improvements</b>	<ul style="list-style-type: none"> <li>• Timing of production (higher yields generally during the dry season)</li> <li>• Grafted tomato seedlings</li> <li>• Improved packaging for long-distance trade</li> <li>• Better information flows to farmers to make informed decisions at planting</li> </ul>
<b>Constraints</b>	<ul style="list-style-type: none"> <li>• Diseases, particularly bacterial wilt, fusarium, and anthracnose, especially during the rainy season when the impact on yields can be very high. None of the tomato varieties grown in Indonesia is resistant to bacterial wilt.</li> <li>• Price volatility. The unpredictability of intra- and inter-seasonal price patterns, and the likelihood that prices will be very low at harvest time, is a major source of risk.</li> <li>• Excessive quality losses during the rainy season and very late payment by clients to traders.</li> </ul>
<b>Potential for systemic intervention</b>	
<b>Availability and willingness of potential partners</b>	<ul style="list-style-type: none"> <li>• Traders (inter province) that are currently active in supplying non-EJ markets or would like to expand their markets</li> <li>• Packaging companies for long-distance traders</li> <li>• Nurseries</li> <li>• Farmers</li> </ul>
<b>Availability potential NGOs/CSOs</b>	<ul style="list-style-type: none"> <li>• Trader association needs to be enhanced. At present they know each other but are not linked</li> <li>• Farmer groups are present in some areas, but not all.</li> <li>• No commodity specific NGO present in this sector/district</li> </ul>
<b>Other Priorities</b>	
<b>Relevance to government programs</b>	There are no policies that specifically target the tomato sector. Government include extension the sector as part as their horticulture strategy.
<b>Relevance to environmental aspect</b>	The spraying of chemicals for control of pests and diseases constitutes the main environmental (and human health) issue
<b>Relevance to gender &amp; social inclusion</b>	Both men and women participate actively in the tomato chain. Nursery and tomato farms are usually managed by men, whereas women are more involved as wage labour. Men control most local trading enterprises, but women have a stronger presence in the traditional retail trade.