

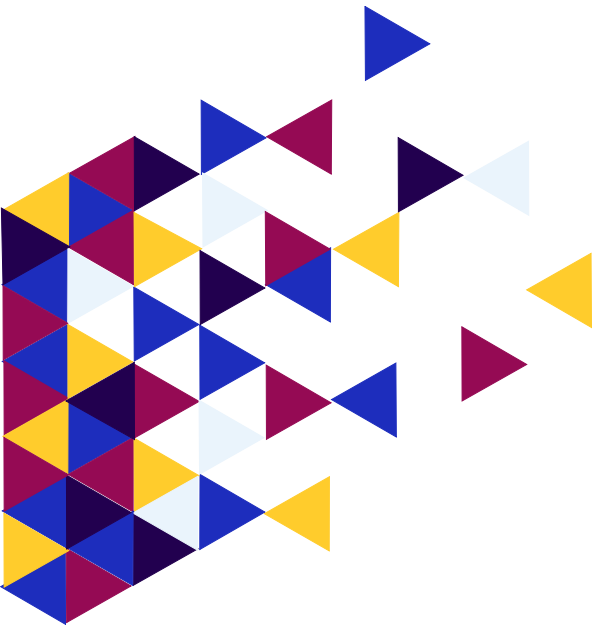


# ► ILO PROSPECTS

## Development of horticulture value chain

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- 'PROSPECTS' Partnership for improving Prospects for host communities and forcibly displaced persons, was launched by the Government of the Netherlands, and brings together IFC, ILO, UNHCR, UNICEF and the World Bank
- PROSPECTS focuses on three pillars:
  - Education and learning
  - Employment with dignity
  - Protection and inclusion
- Withing the employment component, ILO uses its Approach to inclusive market systems to develop the greenhouse horticulture value chain

PROSPECTS – AIMS component conducted an analysis of the horticulture value chain in early 2020 based on which the project strategy was developed

Project component focuses on:

- Supporting farmers in upgrading greenhouse technology
- Helping farmers switch to improved production practices
- Linking farmers to processors and buyers

Two recent initiatives that I would like to present:

1. Results of recent survey of farmers and workers
2. Results of a recent trial on greenhouse productivity



## Survey:

We interviewed 200 farmers with greenhouses (100 in Akkar, 100 in Baalbeck-Hermel), 100 workers on their farm, 20 wholesalers on:

- Demographics and size of farms
- Production practices
- Yields, production costs, revenues and profits
- Sales, prices and access to markets
- Relationships with wholesalers
- Information, guidance and support farmers receive on various topics

[www.ilo.org/aims](http://www.ilo.org/aims) or [ILO PROSPECTS Lebanon website](http://ILO PROSPECTS Lebanon website)





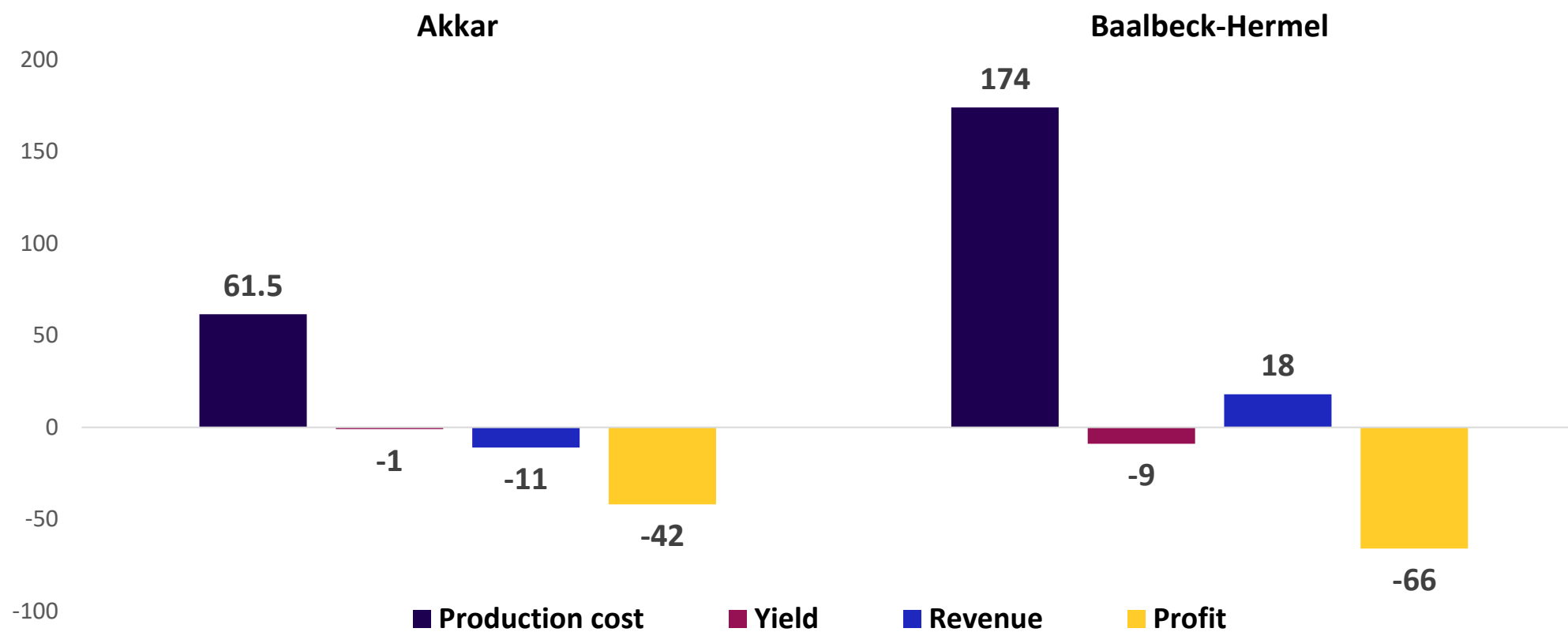
## Key findings:

1. **Important regional differences** exist between Akkar and Baalbeck-Hermel in terms of farm sizes, production practices, market dynamics, access to credit, prices for products, etc.
2. Unsurprisingly, **farms are severely affected by the crises**, with rising production costs and decreasing yields affecting profits  
→ this confirms need to increase productivity on horticulture farms
3. Horticulture farms in both regions receive **very little guidance** on production practices, and have almost **no information** on the benefits of multi-span greenhouses  
→ more support is needed to inform farmers on benefits of high productivity technology and production practices (modern greenhouses, Integrated pest management (IPM), etc.)



## Unsurprisingly, horticulture farms have been severely affected by the crises

Percentage change in production costs, yield, revenues and profits over last 12 months\*

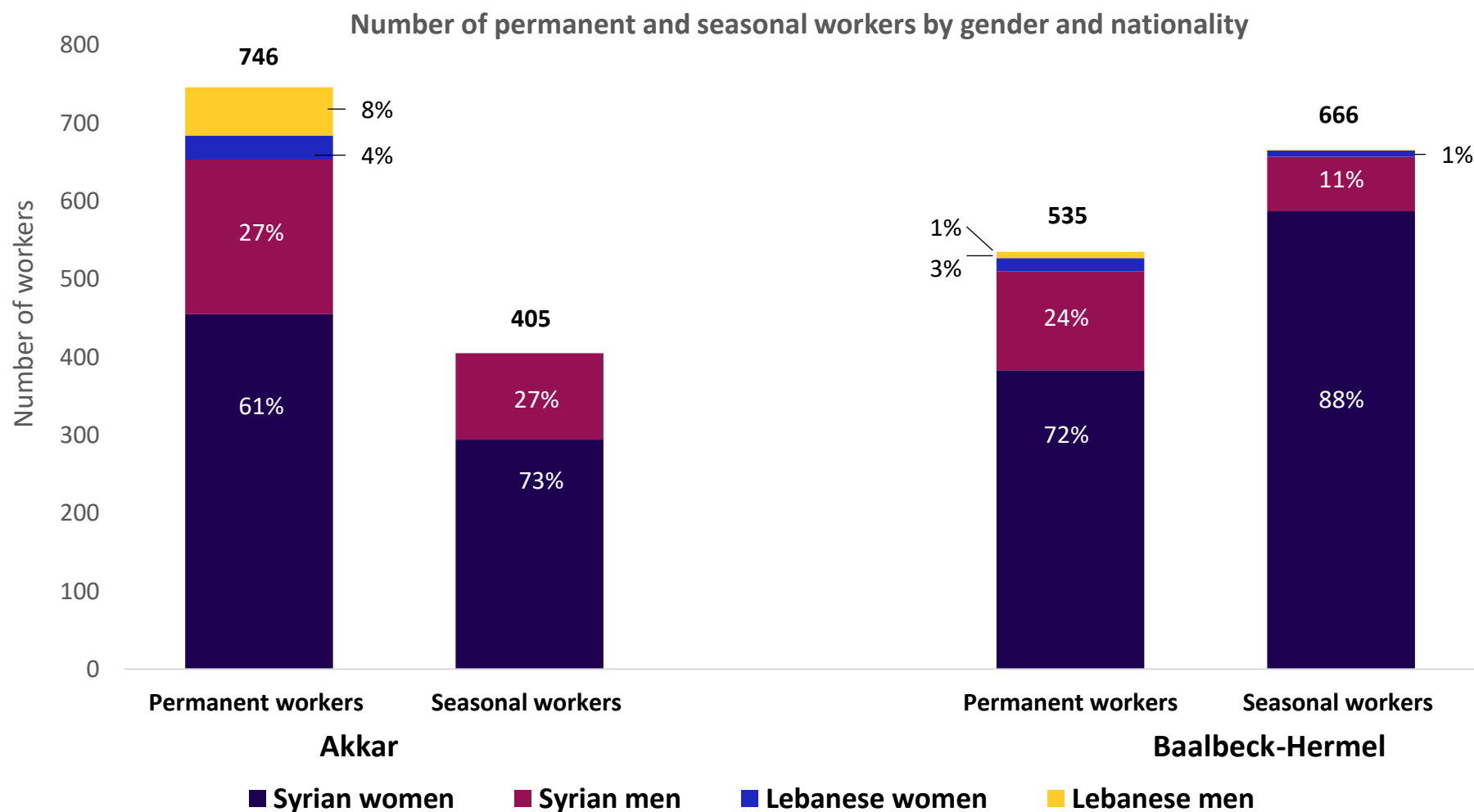


\*Interviews conducted in March 2021



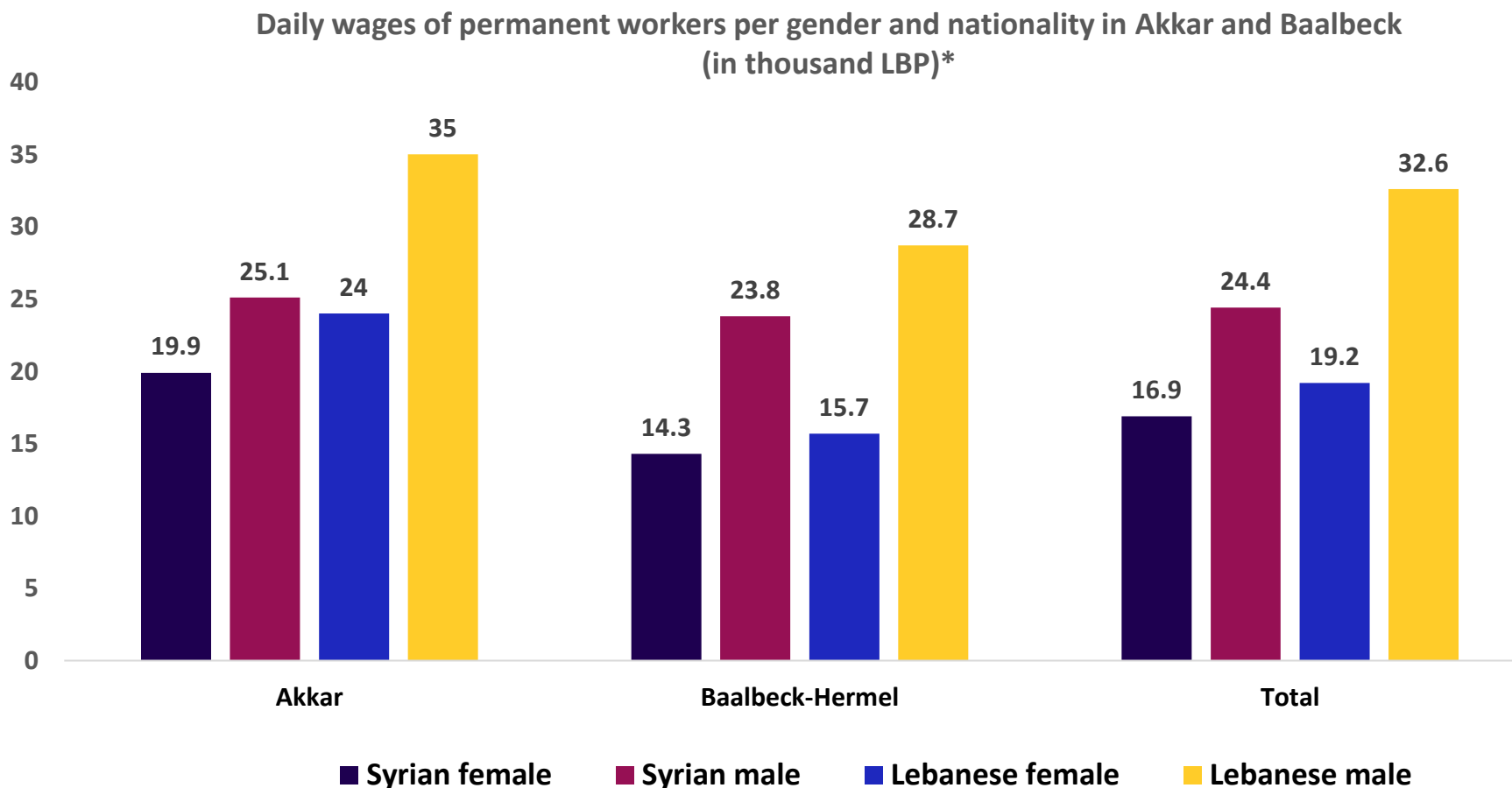
The vast majority of workers, both permanent and seasonal, are Syrian women

Farms in the Bekaa tend to rely more on seasonal workers than in Akkar





**Wages of workers are very low, with men earning more than women, and Lebanese more than Syrian workers but for different tasks**  
**Wages tend to be higher in Akkar on average because of longer working hours on larger farms**

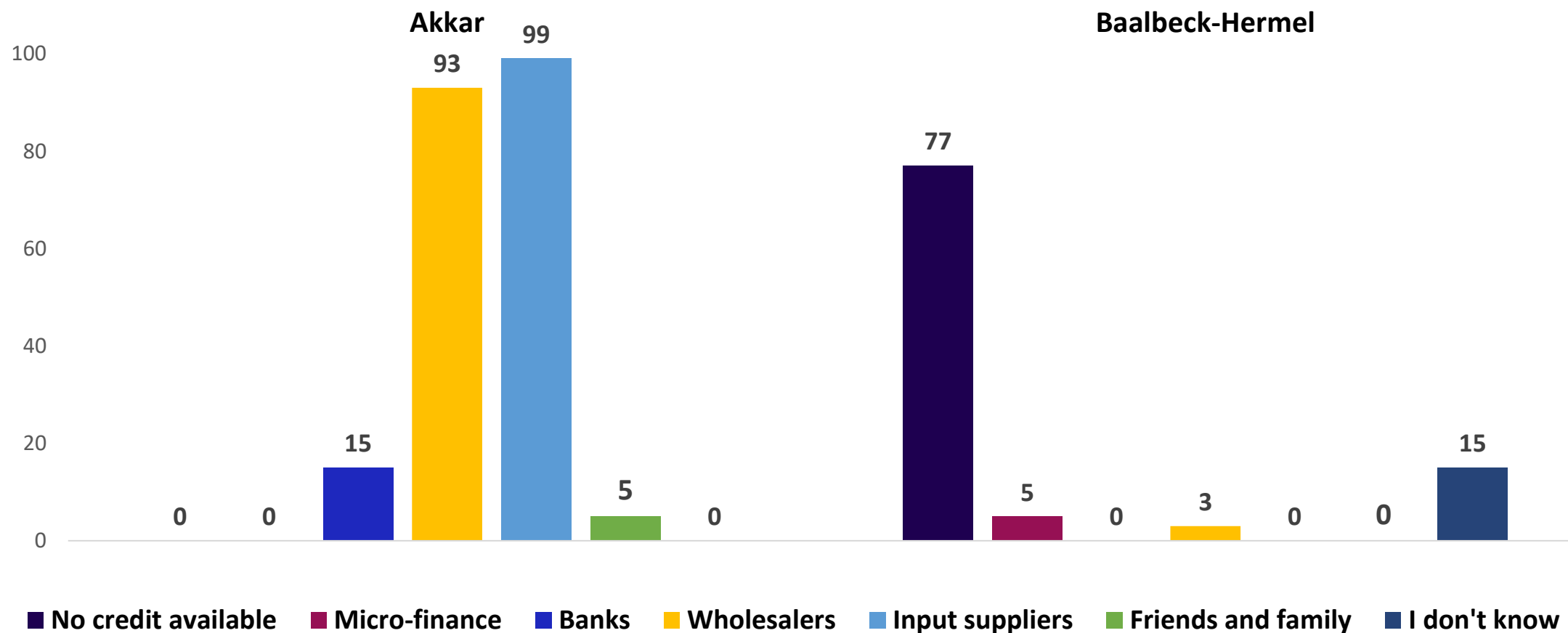


\*Exchange rate at the time of research (March 2021) was roughly 8,000 LBP to 1 USD



## Farmers in Akkar receive credits from wholesalers and suppliers, but not so farmers in Baalbeck

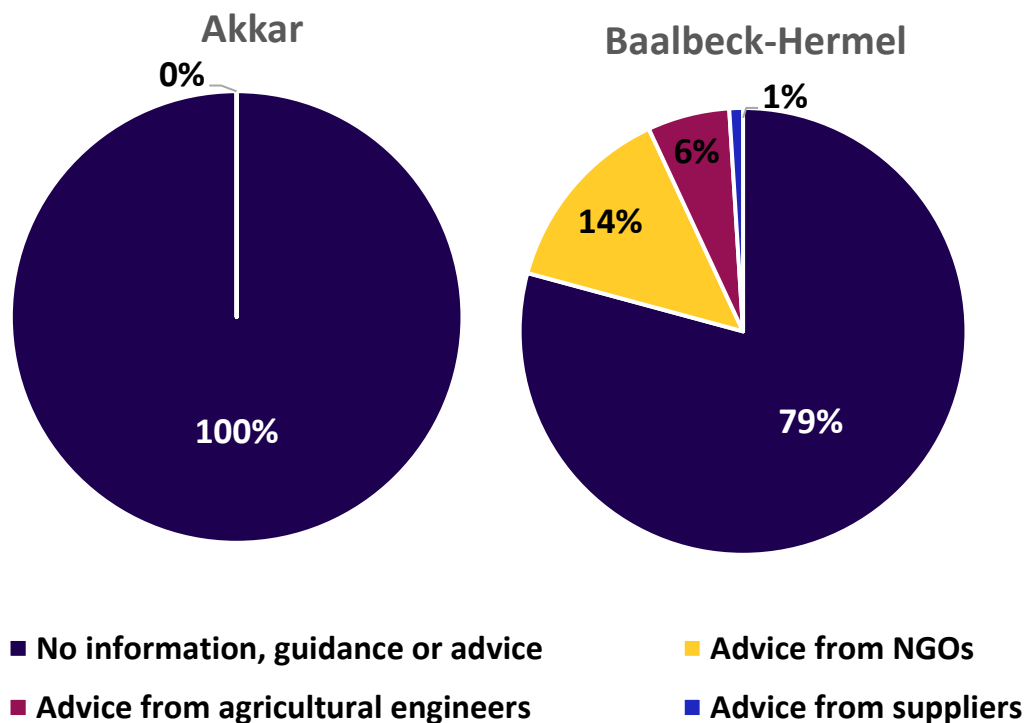
Answers of farmers in Akkar and Baalbeck-Hermel to the question “Who provides credit?”



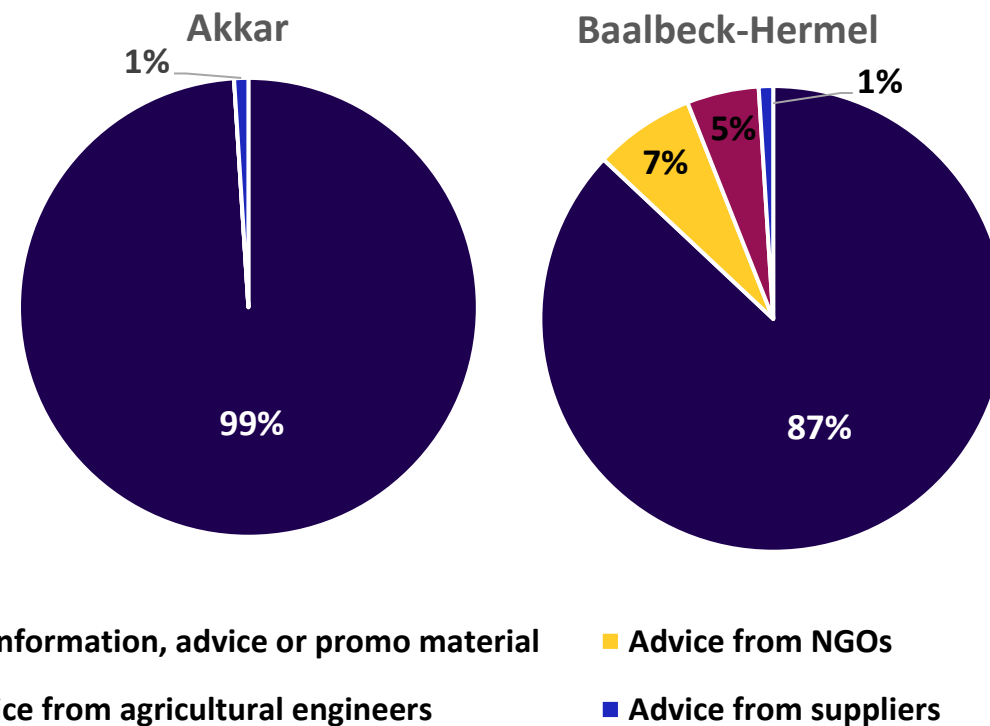


## Most farmers do not receive any guidance or information on production practices nor use of inputs

Information, guidance or advice on production techniques or practices, received in the last 12 months

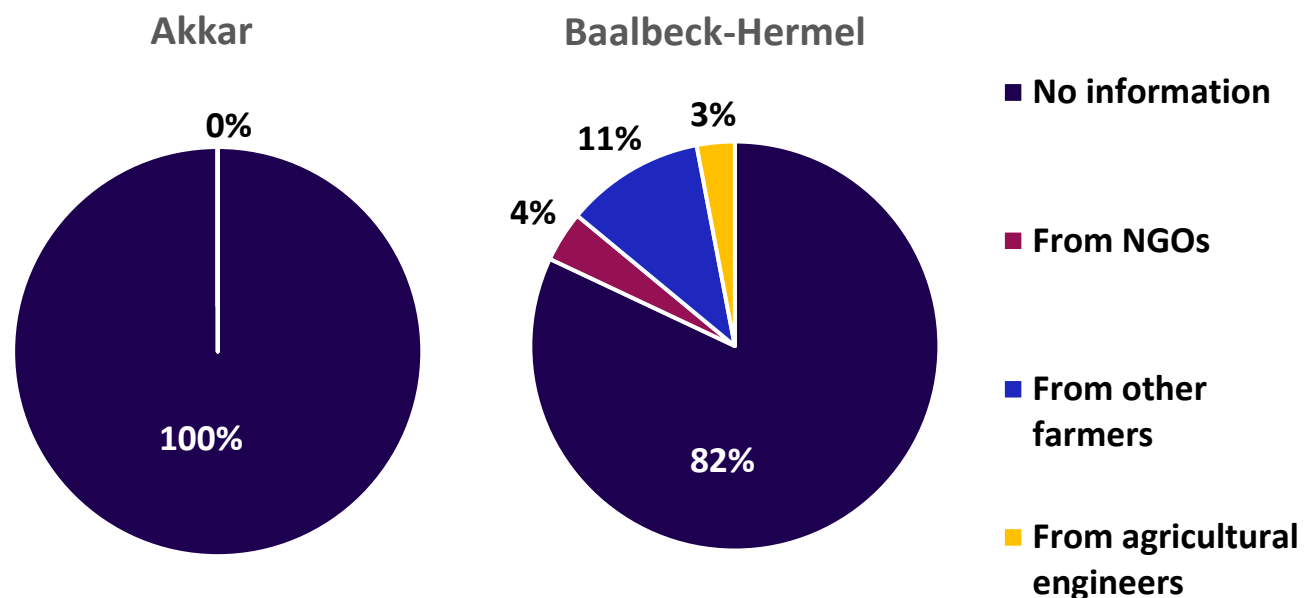


Information, guidance or advice on use of agri-chemical inputs, received in the last 12 months





## Most farmers do not receive any guidance or information on the benefits of multi-span greenhouses



For the few farmers that received information, it was **basic information** on size and measures of multi-spans...

... Only 2 farmers received information on higher yields in multi-spans

... Only 1 farmer learned that occurrence of pests is lower in multi-spans



## Consequently, farmers do not know about benefits of multi-span greenhouses

→ When asked to explain benefits, farmers came up with a variety of answers:

„heating is included“

„soil renews itself...“

„better to monitor workers...“

„the region's weather is not suitable...“

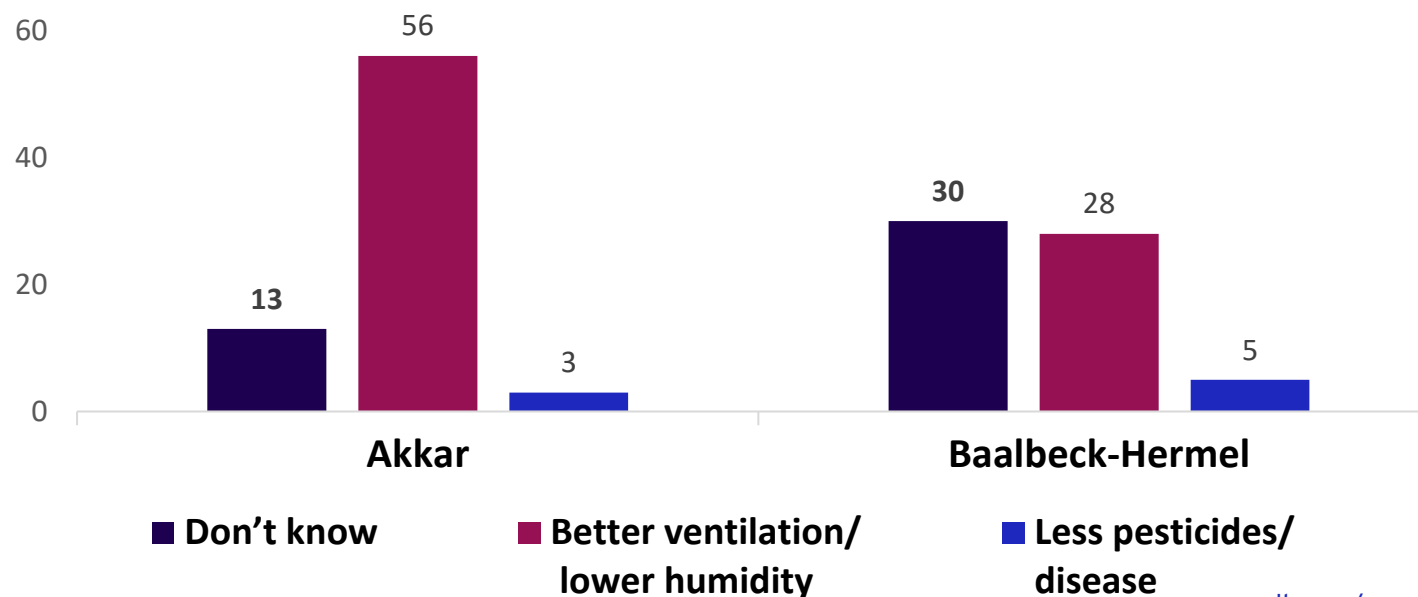
„needs more fertilizer...“

→ Many admitted to not knowing

→ Some knew about ventilation, humidity and occurrence of pests

→ None mentioned productivity/yield benefits, extended seasons or improved quality

Common answers of farmers to the question 'What are the benefits of modern multi-span greenhouses?'  
in absolute numbers





## **But: trials have confirmed that productivity benefits are huge!**

We run trials with 12 farmers in Akkar and the Bekaa for 1 year





PROSPECTS – AIMS component will continue to focus on:

## 1. Increasing productivity through upgrading to modern greenhouses by spreading information on benefits

### **RESULTS:**

- *Increased productivity (yield/m<sup>2</sup>) averaging 16.4% and 23.1% for tomatoes (Akkar and Bekaa), and 95.9% and 40.2% for cucumbers (Akkar and Bekaa)*
- *Improved quality and size of crops, better protection against pests, optimized use of land*
- *Final result: revenue increases averaged 52.3% in Bekaa and 80.5% in Akkar*

*+ improved working conditions and environmental benefits*



Video with testimonies of farmers and workers who participated in the trial can be found on youtube:

<https://www.youtube.com/watch?v=sec3lck4DSM>

