

**Conference on  
RURAL DEVELOPMENT – NATURAL  
RESSOURCE MANAGEMENT  
20. - 22.06.2011**

[www.horizont3000.at/know-how3000](http://www.horizont3000.at/know-how3000)

**KNOW-HOW  
3000**

*Das Wissensnetzwerk von HORIZONT3000 und seinen Partnern  
The knowledge network of HORIZONT3000 and its partners  
La red de conocimientos de HORIZONT3000 y sus contrapartes  
Le réseau de connaissance d'HORIZONT3000 et ses partenaires  
A rede de conhecimentos de HORIZONT3000 e os seus parceiros*



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# 1. EXPECTATIONS

## a. HORIZONT3000

HORIZONT3000 so far defines its knowledge management on the following three levels:

- Systematic documentation of good practices, experiences and tools/ instruments (technical and methodological);
- Organization of spaces and activities to foster know-how transfer and exchange of experience, such as regional and international thematic conferences;
- Construction and maintenance of the KNOW-HOW3000 online platform to share experiences, documents and initiate discussion forums;

The objective of HORIZONT3000's knowledge management and hence also for the specific activities under the umbrella of it clearly is to **increase the effectiveness of operations of HORIZONT3000 and its partner organisations.**

The first international thematic conference for the sector "Rural Development – Natural Resource Management" was planned with the expectation to:

- Offer an environment for project partners of HORIZONT3000 to **present their experiences and good practices** and discuss them with other partners and stakeholders;
- Foster the **networking** of HORIZONT3000 partner organisations, member organisations, donors and other relevant stakeholders;
- Give an **overview** of the big range of projects and experiences that exist within the **HORIZONT3000 programs in the sector** (as base for further know-how transfer and exchange);

## b. PARTICIPANTS

During the "meet & greet" session on the first day of the conference, the participants articulated the following expectations (summarized):

- we want to LEARN
  - get to know "good practices"
  - current concepts on development co-operation and rural development approaches
  - resources (existing & needed) for rural dev. & human rights
  - learn about methodology
  - current discussion on land use, economy & innovation
  - food and food sovereignty
  - rural innovation & renewable energy and participatory methods
  - new perspectives for the relevance of development cooperation
- TRANSFER of knowledge and experiences
- to get to know people for future PARTNERSHIPS
  - to meet external stakeholders
  - networking
  - intensify interrelationships with colleagues
  - get to know H3 stakeholders / partners & exchange
  - find new partners
  - meet interesting people
  - get to know people with whom we will work
- message to the public

- SHARE
  - Experiences, good practices
  - linkages between situations in the north & in the south
  - learn from sharing of other partners
  - context & environment of (best practice) projects
- good and bad practices
  - new ideas
  - inputs
  - a lot of new insights
  - something “new”
- to come out richer of millions of ideas, inspirations, heart / spirits
  - enriching each other’s experiences
  - widen the horizon
- DISCUSSIONS
  - Open and honest
  - Lively
  - Bilateral (with other continents)
- fun & friendships apart of serious part of learning
  - better understanding of each other
  - enjoy Vienna
- to learn about knowledge management, know-how transfer and capacity development
  - we expect results from the exchange

## 2. RESULTS / MAIN OUTCOMES

All **handouts** (in English, French and Spanish) and **presentations** are found at:

- [www.horizont3000.at/conference/presentations.zip](http://www.horizont3000.at/conference/presentations.zip)
- [www.horizont3000.at/conference/handouts\\_part1\\_2011-08-02.zip](http://www.horizont3000.at/conference/handouts_part1_2011-08-02.zip)

The rest of the handouts will be provided soon...

You herewith find a summarized presentation of the outcomes of group discussions during the conference. Interesting / relevant aspects or outcomes will be integrated into the HORIZONT3000 sector strategy, and/or discussed with project partners and member organizations.

### a. Results Day 1

<b>TOPIC 1</b>	<b>Sustainable embedding of know-how and knowledge with PARTICIPATORY METHODS</b>
	<b>MARKET PLACE “Participatory Methods”</b>
NIC: Norge Lopez	Community Promotion
ELS: Roberto Rodriguez	Community Promotion
SEN: Cheikh Ba	PENC/KEEPAR
UGA: Lilo Massing	Enabling Rural Innovation
SEN: Ismael Ndao	Farmer Field School / pilot farmers
UGA: Samalie Lutaaya	Systematization
ETH: Daniel Keftassa	ICDP
BRA: Hans Gnadlinger	Convivencia
ETH:	<b>PRESENTATION</b>
Daniel Keftassa	<b>Why participative methods are important for sustainable development – Input Daniel Keftassa</b>

<b>TOPIC 2</b>	<b>FROM SUBSISTENCE FARMING TO MARKET-ORIENTED ENTREPRENEURSHIP</b>
<b>PHIL:</b>	<b>PRESENTATION</b>
<b>Maria H. Gamela</b>	<b>Local or global: “Who is deciding, me or the market?”</b>

### OUTCOMES OF GROUP DISCUSSIONS (WORLD CAFÉS)

#### **What are the *key elements* of this experience?**

- If you do business, think business – not NGO!
- openness and flexibility  
Experiment & try different options
- structure of cooperation with farmers
- professionalism: good leadership & management, high quality product; pricing & costing must be right ( e.g. subsidies)
- develop & strengthen local & own markets as base market
- use existing experiences (consultants, ...)
- learning of the institution --> different strategies
- Friction local market <=> international market
- identification with the products
- Alternative credits and saving

#### **What *opportunities* do you see with this experience / method?**

- Value addition to product and processes
- more shops = more income = better social impact

- **markets:** supermarkets, local markets, institutional market (i.e. law in brazil --> 30% local products must be bought by municipality)
- diversification in strategy local / international markets
- know your customers (customer study)
- widen the product range and the producer-base
- higher quality
- centralization of marketing in cooperation
- provide a connection between production and the markets
- producing high quality products and finding the appropriate markets

- participation of the base, enable farmers to do the marketing



**What are possible risks / challenges with this experience / method?**

- NGO becoming a business or enabling farmers to create business legal issue (NGO / Business) relationship enterprise – farmers
- growing too fast
- investment & maintenance costs
- specialization in value chain vs. diversification
- stick to values (ecological, social)
- organizational structure
- market competition (traders), price fluctuations
- being time-bounded for international market
- too strong export orientation risks: losing local markets consumption of locals gets very expensive
- risk of focusing just on surplus producers; exclusion of farmers who cannot comply with standards
- too much bureaucracy through organizing themselves --> people become workers
- orientating oneself solely towards the markets
- lack in infrastructure – difficult market access

**Which stakeholders / actors can be distinguished and how should their roles be allocated for a successful implementation?**

- skilled staff
- organized producers
- sensitized consumers
- transport and warehouses
- organic certifier
- internal / external quality control
- capital (saving groups, bank, ...)
- cooperatives
- research institutions
- consultants
- brokers
- retailers (small, big) and middleman
- government, regulatory boards and favourable laws
- costumers

<b>TOPIC 2</b>	<b>FROM SUBSISTENCE FARMING TO MARKET-ORIENTED ENTREPRENEURSHIP</b>
<b>NIC:</b>	<b>PRESENTATION</b>
<b>Sofia Castillo</b>	<b>Small farmers as exporters – chances and challenges of international markets</b>

**OUTCOMES OF GROUP DISCUSSIONS (WORLD CAFÉS)**

**What are the key elements of this experience?**

- Organization strengthening is key! create synergies between organizations
- Inputs for production:
  - how is land distributed
  - inputs (seeds...) are always needed ≠ sustainability
- degree of subsistence ≠ market, (plantains), citric fruits
- market competition:

- ♂♂ exportation; ♀♀ processing; selling on local markets
- certifiers: need to be close to people;
- exportation ca 30% of produce
- adding value; selling on internal markets
- you need a patient buyer like Mr. Zotter; problems with timelines, quantities, transport,

- Big problems with transport infrastructure (state responsibility!)
- Problems with FLO FAIRTRADE certification; €€!; processes are complicated; communication; language!!

**What opportunities do you see with this experience / method?**



- accountability within organization of farmers
- Knowledge (exportation, paper work...)
- Quality improves (awareness!)
- organic idea spreads
- Make \$\$! farmers can earn money
- H3 much experience with certification processes
- H3 use experience with different marketing strategies; which certification is helpful?

**What are possible risks / challenges with this experience / method?**

- concentrate the export on 1-2 countries --> diversify your markets

**Which stakeholders / actors can be distinguished and how should their roles be allocated for a successful implementation?**

- HORIZONT3000: training + finance
- The State/ Transport
- "Associations" + export arm
- NGO as trainer or facilitator
- "The farmers": suppliers, decision makers
- "Specialized branch of NGO" for business – shareholder
- Free handouts of NGOs destroy local markets (--> NGOs should train)
- recognize the actors of the value chain
- Oikocredit as financier

<b>TOPIC 2</b>	<b>FROM SUBSISTENCE FARMING TO MARKET-ORIENTED ENTREPRENEURSHIP</b>
<b>SEN:</b>	<b>PRESENTATION</b>
<b>Ndiaga Sall</b>	<b>Local markets for organic vegetables and herbal plants</b>

**OUTCOMES OF GROUP DISCUSSIONS (WORLD CAFÉS)**

**What are the key elements of this experience?**

- sell products on local & urban markets
- inform customers – create consciousness
- involvement of various stakeholders
- Women got organized (how?)
- gathering of knowledge
- change of attitude of women
- women actively sell their products
- women decide on the needs of their families and on what they sell on the market

**What opportunities do you see with this experience / method?**

- cooperation with herbalists and pharmaceutical Universities
- legislation regarding traditional medicine
- small holder group certification (--> internal control system – cheaper)
- process the products
  - dehydrate veg. / conserve veg.

- process herbs: tea...
- ability to decide on what to do with the product

- organic production --> increase in quality of food
- increase in income

**What are possible *risks / challenges* with this experience / method?**

- not respect of indigenous knowledge
- no product development
- at the beginning, the local people don't have enough knowledge (uninformed decisions) --> proper analysis necessary
- if the partner organization leaves project too early without enough preparation
- not to find the balance between participation and innovation
- change of behaviour
- organic --> more work, not always more income
- dependency on organic seeds
- how to "overcome" seasonal production
- availability of markets: local, urban?

**Which *stakeholders / actors* can be distinguished and how should their *roles* be allocated for a successful implementation?**

- women: central role – get technology/ know how
- Organizations (women): identify strategic alliances and work together (consumer organizations, universities...)
- health commission (in the parliament): authorization of medicinal plants
- local NGO: technical assistance, capacity building
- women producers: production, capacity for trading
- donors: information sharing, funding
- government: technical assistance, legal frame





## b. Results Day 2

<b>TOPIC 2</b>	<b>FROM SUBSISTENCE FARMING TO MARKET-ORIENTED ENTREPRENEURSHIP</b>
<b>ELS:</b>	<b>PRESENTATION</b>
<b>Roberto Rodriguez</b>	<b>How small-scale farmers become successful entrepreneurs</b>

### OUTCOMES OF GROUP DISCUSSIONS (WORLD CAFÉS)

#### What are the **key elements** of this experience?

- stimulation of positive thinking and strengthening self esteem
- involve families / friends and community to enhance acceptance of entrepreneurship
- quick money & manageable risk enhance acceptance
- change of perception on entrepreneurship
- community participation
- involve people with very few resources
- focus on youth & women – adapt better to new paradigms
- long-term process
- quick visible success

#### What **opportunities** do you see with this experience / method?



- prevent brain drain and land flight
- group entrepreneurship
- enterprises within communities create new business opportunities for others
- value addition as attraction for youth --> higher status
- self consumption & the market
- local representatives' groups as multipliers of knowledge and market influences
- diversification of income sources to reduce risks
- self esteem & empowerment; change of role in society
- learning as an organization
- keep young out of criminality

#### What are possible **risks / challenges** with this experience / method?

- spirit of business people --> capacity building element, needs training
- knowledge
- business orientation
- competition
  - in the group
  - on the national market
- cultural aspect:
  - LA --> political awareness
  - Africa --> tribes in conflict
- cover basic needs FIRST
- failure of business / enterprise is possible
- not every farmer can be / wants to be a businessman or –woman
- maintaining of business:
  - sustainability of enterprise
  - knowledge on entrepreneurship
  - limit dependency on donors
- issue of competition
  - role of government, market regulation
  - state might perceive farmers as competition

#### Which **stakeholders / actors** can be distinguished and how should their **roles** be allocated for a successful implementation?

- young responsible people
- empowerment TRAINING, BUSINESS CAPACITY BUILDING for the poorest of the poor
- distribution
- micro-service-entrepreneurs
- finance, banks
- government:
  - provides plan for micro-enterprises (Senegal)
  - promotion of possibilities for enterprises
  - legal framework
- markets
- NGOs
- farmers
- consumers

<b>TOPIC 2</b>	<b>FROM SUBSISTENCE FARMING TO MARKET-ORIENTED ENTREPRENEURSHIP</b>
<b>SEN:</b> Kodé Ndiaye	<b>PRESENTATION</b> Farmers' access to credit via collaboration with local credit institutions

## OUTCOMES OF GROUP DISCUSSIONS (WORLD CAFÉS)

### What are the **key elements** of this experience?

- % of interest according to activity & profile of the person who wants a loan
- information in local languages
- administration by local people
- Decision made by a committee composed of members of the organization
- very strict condition of access & control mechanisms
- Agro business --> for men
- relation to the micro-credits-organization
- social control, social pressure in the group
- men & women
- repayment duration; rural vs. urban areas
- open revolving fond self governed
- participatory approach

### What **opportunities** do you see with this experience / method?

- access to credits in areas where there is no other possibility to get jobs
- training provided by the project on different levels
- interests don't affect subsistence
- savings as another possibility to access funds
- agricultural loans bound to ORGANIC SEEDS
- giving credits to a FAMILY + community
- rural area different systems of saving (goats) in kind

### What are possible **risks / challenges** with this experience / method?

- The really poor are left out? Reach out!
- question on "ownership" of MEC (Mutuelle d'Épargne et de Crédit)
- open credit system of development issues
- natural disasters in agriculture
- people do not trust the bank -> illiteracy
- projects as competition – we don't have to pay it back
- book keeping, invest – profit, knowledge in business, LACK of business orientation
- very poor, NO CREDITS, people with a certain level --> CREDITS do work
- the organization NEEDS skills; has to be specialized in credits



### Which **stakeholders / actors** can be distinguished and how should their **roles** be allocated for a successful implementation?

- open --> to other communities
- community based training programs
- cooperation with regional and national credit institutions
- close cooperation with NGOs
- clear structure of MEC (Mutuelle d'Épargne et de Crédit); democratic processes

<b>TOPIC 3</b>	<b>For environments sake? – The added value of ecologically sustainable agriculture for SMALL SCALE FARMERS</b>
<b>NIC:</b>	<b>PRESENTATION</b>
<b>Luis Guillen</b>	<b>Autochthonous seeds</b>

### OUTCOMES OF GROUP DISCUSSIONS (WORLD CAFÉS)

#### What are the **key elements** of this experience?

- distribution of autochthonous seeds
- importance in autonomy of citizens
- make people conscious
- natural capital of rural people
- biodiversity
- danger of hybrid seeds & multinational companies
- due to migration women's vital role in passing on traditional agricultural practices was lost --> monocultures
- agricultural support of government with artificial fertilizer is counterproductive --> poor farmers accept
- revitalizing / strengthening of autochthonous seeds --> tradition of local seeds

#### What **opportunities** do you see with this experience / method?

- new methods of farming combined with "old" seeds/knowledge
- advocacy work for local seeds (Arche Noah in Austria)
- farmers independence from multinationals/hybrids --> reviving traditional practices and organic farming
- lobby for government not giving out free chemicals for fertilizing
- autochthonous seeds are cheaper and well adapted to specific climate
- network of those who conserve seeds
- to guarantee a reserve of seeds (climate change, natural disasters)
- cultural memory
- organize families to create seed banks
- work with schools (e.g. seed banks, technological schools)
- work with research institutions & universities = exchange
- promote the idea of long term benefits
- people selling autochthonous seeds to other farmers
- international declaration of biodiversity
- training of local farmers
- local wisdom

#### What are possible **risks / challenges** with this experience / method?



- recovery/recuperation (through cultures) of autochthonous seeds
- creating dependency on the seeds
- autochthonous seeds are not organic seeds
- preserving / storage of seeds
- international organizations do not take the leadership
- cooperation between companies & governments
- selection = quality control
- the knowledge on the issue in the EU
- losing the local knowledge / memory
- people do not know the "full story" of the seeds
- government politics
- world food programme work with hybrids
- GMOs (Genetically Modified Organisms) spoil the seeds
- establish consumers as stakeholders
- strong promotion of the multinational seed companies is controlling markets and influencing farmers

#### Which **stakeholders / actors** can be distinguished and how should their **roles** be allocated for a successful implementation?

- worldwide network of autochthonous seed multiplication
- universities, scientific research institutions, schools

- backup
  - providing of new information
  - advocacy
  - government:
    - regulation / control which seeds are distributed
    - no outsourcing of responsibilities to multinational companies & global organisations (FAO ...)
  - civil society in the global north & south: responsibility, advocacy
- Media (as information distributors)
  - public opinion makers
  - church
  - farmers & families
  - consumers
  - farmers organizations
  - International organizations (food programmes)
  - multinationals

### c. Field Visits Day 2

#### FIELD VISIT ADAMAH Biohof – “Commercialization of organic products”



The organic farm “ADAMAH” is situated north of Vienna in Glinzendorf, in one of the main vegetable production region near Vienna - the Marchfeld. Gerhard and Sigrid ZOUBEK – the owner of Biohof ADAMAH – manage together around 90 ha of organic vegetable production. In cooperation with universities and research centres, ADAMAH aims at re-establishing old and nearly forgotten varieties and combining organic agricultural productions mechanisms with economically viable marketing strategies. Their business strategy is further based on renewable energy and local/ regional employment creation: the farm uses photovoltaic for heating water and has created more than 80 employment opportunities in the region.

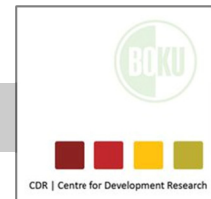


Gerhard Zoubek presented himself and his success: **“I am not a farmer – I am an entrepreneur. In order to succeed you need to think like an entrepreneur, not like a farmer.”** His marketing concept is strongly related with direct communication channels with customers – via excursions/ visits and farm open house / open days. And of course via his famous “ADAMAH Kistl”.

ADAMAH offers more than 10 different “BOXES” (vegetables, mixed single box, mother-child box, office box, etc.) that are delivered to the customer’s home once a week. Customers can order these boxes via internet, telephone or fax. They enclose recipes and information on contents of the box delivered. For all products that ADAMAH is not producing himself he established business partnerships with other organic retailers. For more information (so far unfortunately only in German) see [www.adamah.at](http://www.adamah.at).

During the field visit, around 17 participants visited the **production site** where Mr. Elmar Fischer-Neuberger explained the main concept of organic vegetables production, challenges with erosion and erosion protection as well as composting. The very sophisticated **packaging and storage** site showed how IT-based systems guarantee that each customer of the ADAMAH box really gets what he/she has ordered. The visit was completed with an interesting **discussion round** with Gerhard and Elmar on challenges of organic farming and markets and of course with a shopping spree at the ADAMAH organic store.



**FIELD VISIT** BOKU/Centre for Development Research – “Research into Use”

The Center for Development Research (CDR) is located in Vienna at the University of Natural Resources and Life Sciences (BOKU) and declares itself as „the bridge between development theory and action“. The CDR is a university unit with a multidisciplinary network of partner scientists and has a mandate to conduct research and training in areas related to sustainable natural resource management. With their expertise in applied development research the CDR develops and promotes development innovations that work for land users in resource poor contexts. They work in the field of poverty reduction, food security, and well-being for the most vulnerable population and collaborate with over twenty BOKU scientists and a wide range of partners in Africa, Asia and Latin America (see more information at [www.boku.ac.at/cdr.html](http://www.boku.ac.at/cdr.html)).

At the field visit about 15 conference participants took part in the CDR lecture “Participatory Methods and Tools”. In a **group work with BOKU students** the visitors discussed the importance of participation in research and development projects, following a visualization of the interactions between the different stakeholders in the field of their work.



The second part of the field visit consisted in a **discussion and an exchange of experiences** between the conference participants, BOKU scientists and international students, to raise the awareness of the project partners to actively interact with research institutes. Main discussion points between the visitors and BOKU researchers were for example *how to integrate scientific insights and results*

*into development work* and under which conditions this work could possibly benefit from science, and in return how science could benefit from this work”.

The field trip highlighted clearly the importance and benefits of a close cooperation between research and practice and visualized potential ties and interconnections, which are otherwise often unapparent on both sides.



## d. Results Day 3

<b>TOPIC 2</b>	<b>FROM SUBSISTENCE FARMING TO MARKET-ORIENTED ENTREPRENEURSHIP</b>
<b>TZN:</b>	<b>PRESENTATION</b>
<b>Tumaini Matutu</b>	<b>Farm input loaning - an alternative Savings Creation Methodology</b>

### OUTCOMES OF GROUP DISCUSSIONS (WORLD CAFÉS)

#### What are the **key elements** of this experience?

- establishment of savings culture
- agreements on savings
- component of other projects
- simplicity of methods to establish savings culture
- group members decide on their needs

#### What **opportunities** do you see with this experience / method?



- teamwork
- through planning, there is perception of the future perspective
- Group members are aware of their needs - -> to share, experience as group
- solution oriented
- control system within CBOs (groups / members)
- create / increase "trust" within groups
- groups members are "forced" to keep deadline / contracts

#### What are possible **risks / challenges** with this experience / method?

- sustainability of the system (5%)
- not knowing the real cost
- to jump from subsidies to non subsidies - financial skills needed
- lack of business plan / strategic plan
- how to take over the finance of facilitators
- Eurocentric method (transfer to the other regions, Africa, Asia)
- sustainability: because of the combination with the project (budget)
- natural disasters (hurricanes, ...)
- poor repayment
- inflation of the currency
- how to assure that the 'poor' get the loans (repayment)
- group has to outbalance if individuals don't pay

#### Which **stakeholders / actors** can be distinguished and how should their **roles** be allocated for a successful implementation?

- value chain
- ownership & empowerment
- women groups and families
- loan receivers
- church
- community leaders
- politicians

<b>TOPIC 3</b>	<b>For environments sake? – The added value of ecologically sustainable agriculture for SMALL SCALE FARMERS</b>
<b>UGA:</b> Charles Luswata	<b>PRESENTATION</b> long-term yield increase through ecologically sustainable production methods

### OUTCOMES OF GROUP DISCUSSIONS (WORLD CAFÉS)

#### What are the **key elements** of this experience?

- use local inputs (principle: involve people)
- no free handouts (principle: involve people)
- collaborate to lobby / represent interests
- savings & loans associations: group shares interest
- holistic
- work with the group / family
- demonstrate new ideas to overcome “conservatism”
- gender
- holistic approach for sustainability
- capacity development for entrepreneurship
- mentoring of neophytes by advanced farmers
- whole farming families integrated
- social process (group formation)
- climate conditions (rainfall)
- resources (access to land)

#### What **opportunities** do you see with this experience / method?

- increase production through sustainable farming methods
- collaboration with government to share experience
- working with women + men + kids (family) makes change easier
- increase continuity by involving youth
- the project gives opportunities:
  - less out-migration,
  - youth makes less problems
- diversification of groups
- quick wins
- adjust curriculums
- skills development / capacity-building for market engagement
- land ownership policy for youth:
- trainings for decision-making at all levels & phases

#### What are possible **risks / challenges** with this experience / method?

- assure continuous empowerment of women and just / equal profit
- governmental agriculture policy opposes long term vision
- farmers hesitate regarding long term changes (sustainable vs. cash crop)
- market-orientation needs strengthening
- sustainability element from the beginning
- motivate whole community
- motivate youth to become farmers
- create entrepreneurship in whole country
- capacity of human resources in farming
- youth can make their decisions on farming
- education on farming / in schools



- marketing of the products
- tools for managing marketing issues and making decisions

#### Which **stakeholders / actors** can be distinguished and how should their **roles** be allocated for a successful implementation?

- political leaders to mobilize population
- local extension workers
- NAADS (National agriculture Programme): Information <-> registering procedures
- 56 farmer groups with ca. 30 members,
- advocacy platform:
  - to influence government
  - to promote sustainable agriculture
- traditional leaders
- local councils (elected)
- local administration
- farmer groups / committees
- youth
- schools



**TOPIC 3****For environments sake? – The added value of ecologically sustainable agriculture for SMALL SCALE FARMERS****BRA:****PRESENTATION**

Hans Gnadlinger

sustainable use of water in agriculture

**OUTCOMES OF GROUP DISCUSSIONS (WORLD CAFÉS)****What are the *key elements* of this experience?**

- revitalizing of forestry & vegetation type --> climate change
- adapted to erratic rainfall pattern in the region
- positive approach --> focusing on rainfall & water and not on drought
- mixture of technology with regard to cisterns & irrigation systems
- awareness creation on different society levels, involving advocacy
- involvement of people in planning & building cisterns --> calculating water consumption
- more democracy in the communities
- more independence of the communities
- observance of the nature
- recuperation of the natural environment
- "cosecha de agua" = harvesting of water

**What *opportunities* do you see with this experience / method?**

- networking for catching public interest
- government was involved --> political will
- reduction of evaporation of water
- conservation of ecology --> water, vegetation, ...
- change of housing types --> you need roofs for rain water harvesting
- community based approach
- sensitization of kids in school of water use
- differentiation of use of water
- sensitization of the urban population for the use of rain
- transfer of knowledge / experience and adaptation to the respective environment
- Observation of the entire environment (political, ecological etc.)
- water as means for democracy / independence

**What are possible *risks / challenges* with this experience / method?**

- Political opposition --> water themes for campaigning; continuity!
- monitor
  - water quality
  - use
- Maintenance of cisterns / reservoirs (long term costs)
- if there is another source (**bore** hole) maintenance is neglected
- eligibility criteria and decision making --> every household should receive
- Management communities? (cooperation with existing bodies) --> long term sustainability!
- building cisterns is a relatively big project --> easier / cheaper / less laborious ways of building reservoirs?
- turning preference of government to big irrigation projects
- NIC: cisterns out of plastic --> risk of pollution
- Use of grey water in ELS. but risk of quality
- cooperation with private sector: very narrow scope what happens after project phase
- Coordination among different actors in water sector within the area (**ASA network!**)
- political instrumentalization --> water as the issue to organize people; independence

**Which *stakeholders / actors* can be distinguished and how should their *roles* be allocated for a successful implementation?**

- PNG: no consistent national policy, no funds central --> local; bottom-up initiatives!
- SEN: decentralization policy: ensures bottom-up activities; decentralized plans
- civil society; BRA: SAB; ASA network
- BRA: national Water Plan; National Water Law; priorities of water use
- SEN: low regulators water management --> all partners have to organize in accordance with law
- private enterprises (Petrobras)
- government: different strategies on different levels
  - federal
  - state
  - local
- (water) quality control teams
- Technicians (GPS...)
- foreign investors
- communities
- municipality
- NGOs

<b>TOPIC 3</b>	<b>For environments sake? – The added value of ecologically sustainable agriculture for SMALL SCALE FARMERS</b>
	<b>MARKET PLACE “renewable energies for rural development”</b>
BBM-Miva:	Solar Solutions
CONA:	Solar Dryers
BOSCO North Uganda:	Battery Operated System for Community Outreach
Nicaragua:	Experiences with different approaches

## 3. FEEDBACK

### a. REGIONAL DISCUSSION GROUPS

*What is the **specific added value of this international thematic conference** in comparison to regional / country meetings / conferences?*

- for donors: we now have a good overview of all the programmes
- for other NGOs: impressed by organization of conference
- 18 countries – numerical strength; **diversity** of organizations and participants
- wide range of (practical) experiences from all over the world; expertise, ideas, exchange of a greater variety of ideas,
- enhances organizational understandings **cultural diversity** brings along diverse approaches & methods; similarities and differences get clearer
- learning from each other
- **solidarity**
- platforms for regional networking
- continue the exchange after the conference to help solve issues
- we look for a common answer to a global challenge (multinational vs. small scale)
- on this conference southern partners really contributed; partners of the south contributed & shared --> this is special
- other ways of how to interpret the different phenomena (water, credits, methods)

*What are the most **significant learnings / insights** we can take home from this conference?*

- how to transport relevant insights to partner organizations that were not present
- partners seemed willing to learn from each other
- problems are similar, but approaches for solutions are different
- networking was established very quickly & concretely
- other regions have interesting approaches to share
- participatory approaches best involve locals
- confirmation that rural development embraces converging approaches:
  - environmental / gender component
  - holistic approach
- University: instrument to transfer knowledge and to exchange methods between north and south
- research also “works for us”: partner from the south --> north
- organic farm: “you can be a farmer & an entrepreneur” --> development also includes economic development
- conference proved “ownership” of partners
- there are technologies which cannot be implemented in other contexts
- to get to know the different types of organizations
- learnt more about cultural organization setting of HORIZONT3000
- learnt methods of capturing knowledge (world café, market place, etc)
- inspiration for new project ideas
- knowledge is intrinsically linked to the person transporting it
- impressed with the conference organization (++)
- international conference reminds participants to be patient due to difference cultures & backgrounds
- learnt the diverse field of rural development
- inspired to learn Spanish
- all people seemed to be comfortable with Austrian food & environment

**In order to maximize the benefit of Knowledge-Management for Partners of the South, what changes / change processes do we consider necessary at the level of**

- a) local partner organizations?
- b) H3 and member organizations?
- c) back donors?

- promote & ensure the application of new knowledge
- from exchange of ideas to application --> process oriented methods
- use the outcomes of systematizations (HORIZONT3000 + partners)
- the theoretical framework of Knowledge-Management and embeddedness of this conference in the institutional context was missing
- need for systematization & documentation of data --> based on Knowledge-Management-Cycle: data – information – knowledge
- continue contact by:
  - topic (energy, market, ...)
  - region (dry areas, ...)
- => prepare next conference
- spend more time & depth on specific topics => limit of topics
- What is the carbon footprint + social + eco balance sheet of this conference
- (one person) prefers regional conferences with similar background
- major participation of project partners / member organizations in the conference
- improve the mechanisms of how to use the virtual platform by HORIZONT3000
- there is a need for more social communication / social interaction concerning the events
  - 1 more day for practical exchange!!
  - mechanism for how to use and enter the virtual platform
  - presence at the conference
- develop capacities to properly document information
- share documents / reports on systematizations
- allow time to document information
- define the future direction for knowledge management

**b. GENERAL FEEDBACK**

- -	-	+ / -	+	+ +
<b>CONTENT</b>				
		3	26	7
<b>METHODS</b>				
		9	17	11
<b>LOGISTICS</b>				
			12	23

**WHAT DO I TAKE HOME WITH ME?**

- |   |   |
|---|---|
| <ul style="list-style-type: none"> <li>• network of “solidary experts” that help each other / <b>New contacts</b> / networks, connectedness</li> <li>• Various management skills for know-how transfer</li> <li>• Some ideas for methodology / participatory methods</li> </ul> | <ul style="list-style-type: none"> <li>• Methodology for workshops</li> <li>• New (project) ideas (design and implementation), inspiration</li> <li>• Energy and the feeling renewed that what I’m doing does make sense</li> </ul> |
|---|---|

- International experience
- More knowledge/ information and higher commitment
- “holistic” approach is shared
- The diverse fruitful methods of the conference
- More disposition to change things
- Like-minded people socialize and Exchange easily
- Lots of inputs on community groups + micro financing

### WHAT DO I LEAVE HERE?

- Confusion of all the topics,
- bad acoustic
- Short time for presentation
- Tiredness

### FOR THE NEXT INTERNATIONAL THEMATIC CONFERENCE; WHAT SHOULD BE CHANGED?

- World cafés should include presenters to explain the details / resource person being present
- **More focus, fewer topics, more depth**
- **Less themes, more profound**
- Send out information earlier
- In Spanish
- Input on “state of the art”
- To bring in some radio/media/ bloggers/ online tools to store / share the wealth of information which was presented at the conference
- More time for discussion
- Venue
- Include Mozambican experiences
- Short input of HORIZONT3000 programmatic position
- Less topics, more focus on exchange

### FURTHER COMMENTS?

- GRACIAS / THANK YOU  
Horizont staff you are great people
- The service and the food was very good
- Visualize better the cross-cutting issues
- Facilitation very good
- HIV/Aids was missing as topic / cross-cutting issue, especially in the African context
- Very good atmosphere
- Thank you to the silent workers too (translators, interpreters, further staff)  
Great and patient translators
- Thank you for your patience and understanding
- Good rooms
- HORIZONT3000: we have great partners
- Thank you for the opportunity for TRIALOG organizations to be a part of this conference.

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