

# LAND USE EFFICIENCY FOR SMALL HOLING FARMERS

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# LAND USE EFFICIENCY FOR SMALL HOLDING FARMERS

- ❖ Large scale, mechanized, high-tech production.
- ❖ Intensive use of external inputs.
- ❖ Standardized quality.
- ❖ Global value chains, International market.
- ❖ **Maximize ROI and profits of investor.**



- ❖ Household based, manageable size.
- ❖ Collective actions.
- ❖ Environmentally sustainable practices.
- ❖ Suitable quality standards for targeted market.
- ❖ **Maximize land use efficiency.**

- Agricultural land in Vietnam is very limited (<0.5 ha/farmer) with tiny farm size.
- Strong pressure towards accumulating agr. land for large scale/comercialised production.
- The small scale/holding, with low ROI, has often been 'blamed' as the obstacle to dev't.

# DONG THUAN ORGANIC PEPPER



- 18 farmers.
- 70 ha of pepper.
- Degraded soil.
- Increasingly intensive chemical inputs.
- Unstable market.

- Family based production.
- Cooperative's supervision and services.
- Sustainable soil management (organic).
- Global market.
- 3<sup>rd</sup> party certificate.
- Wholesale contract.

- Reduced prod'n cost.
- Stable yield.
- 20 – 30% higher price.
- 30 -50% higher profit.



**Challenges: org'l and mgt. capacity, marketing and branding**

# PGS ORGANIC VEGETABLE



- 13 farmers.
- 0.3 ha each.
- Products mainly for family, feeding.

- Family based production;
- Cooperative's supervision, monitoring, distribution.
- Domestic market.
- PGS organic standard
- Producer – distributor – consumers links (*>70 groups, 600 farmers, >100 food stores*).

- Reduced ext'l inputs.
- Stable consumption.
- 30% higher price.
- Income: *50% higher than a factory worker.*
- Secure livelihood for 13 HHs.



**Challenges: Pest control, market acceptance (price), org'l dev't.**

**CISDOMA**

**Thank you**