



KATALYST

SDC

January 2007

The fishery
associations
of Faridpur

Content

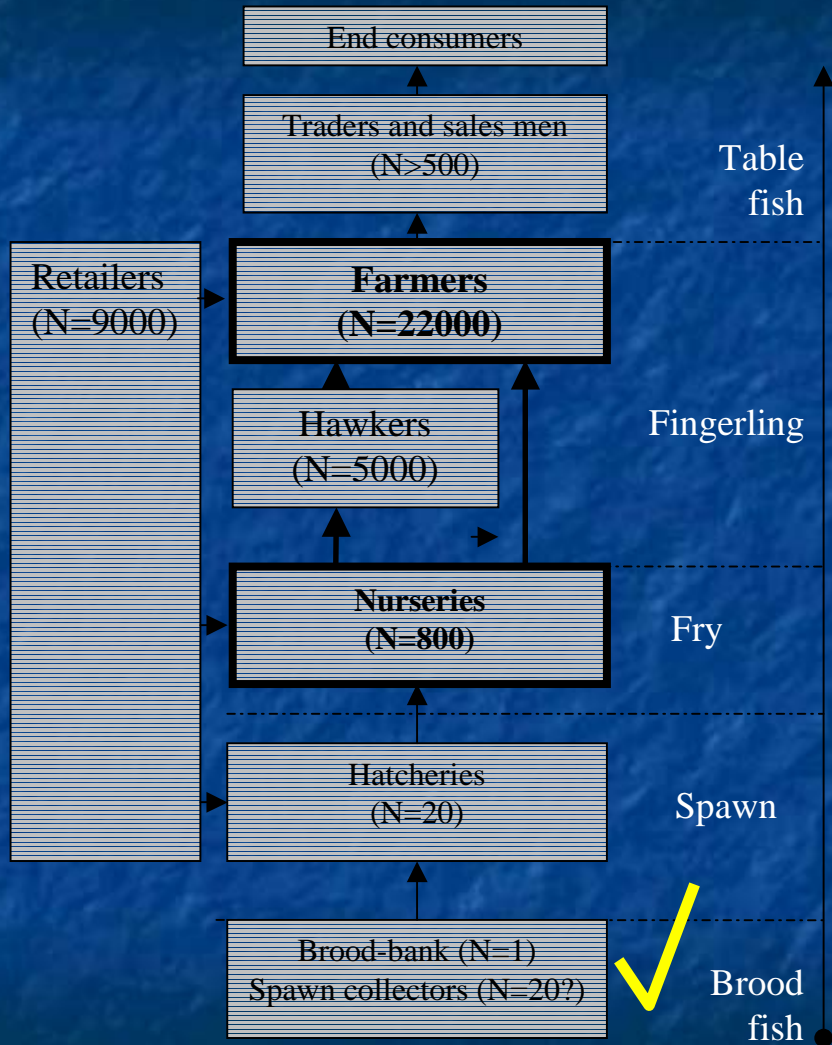
- Fishery in Faridpur, a short description
 - Sub-sector map + players
 - Constraints + opportunity
- KATALYST's interventions in Faridpur with Fishery Associations
- Collaboration approach
- Results
- General lessons



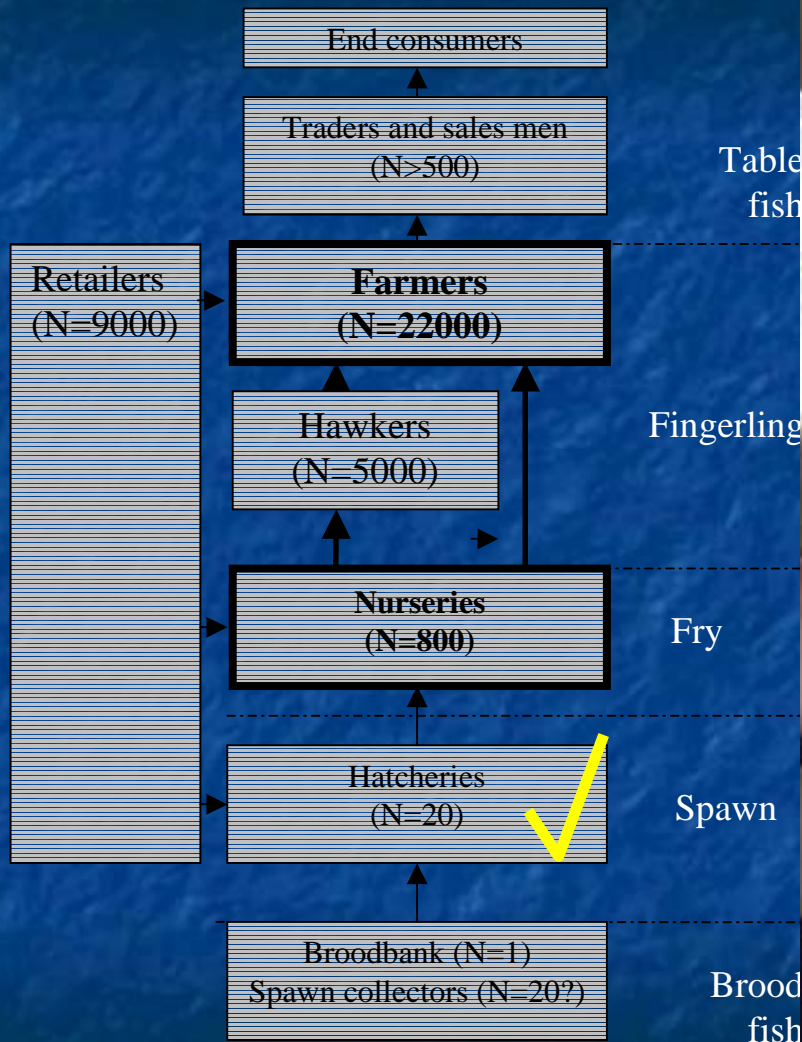
Pond fishery value chain



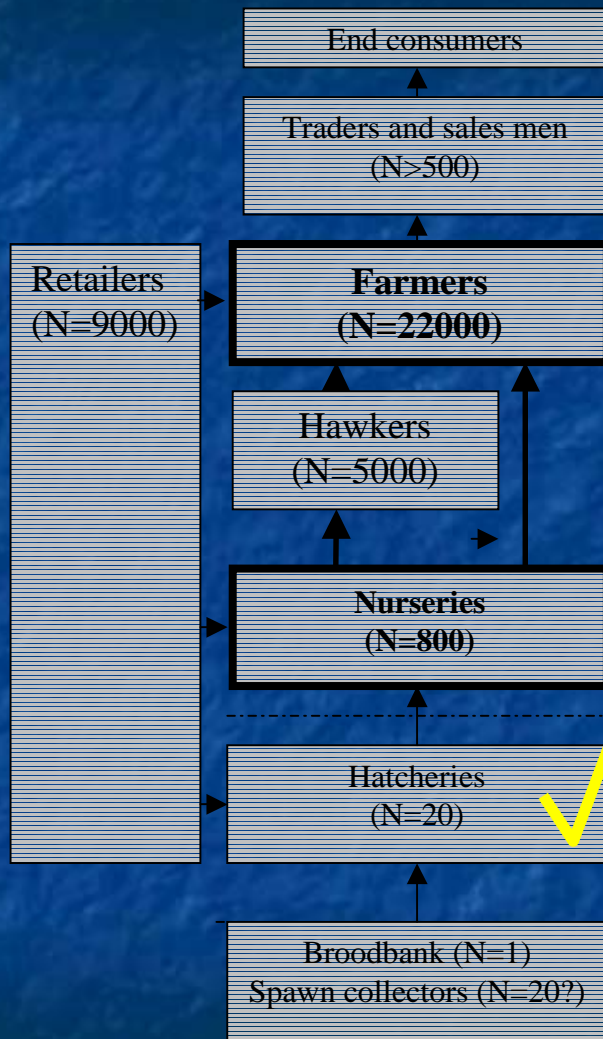
Pond fishery value chain



Pond fishery value chain



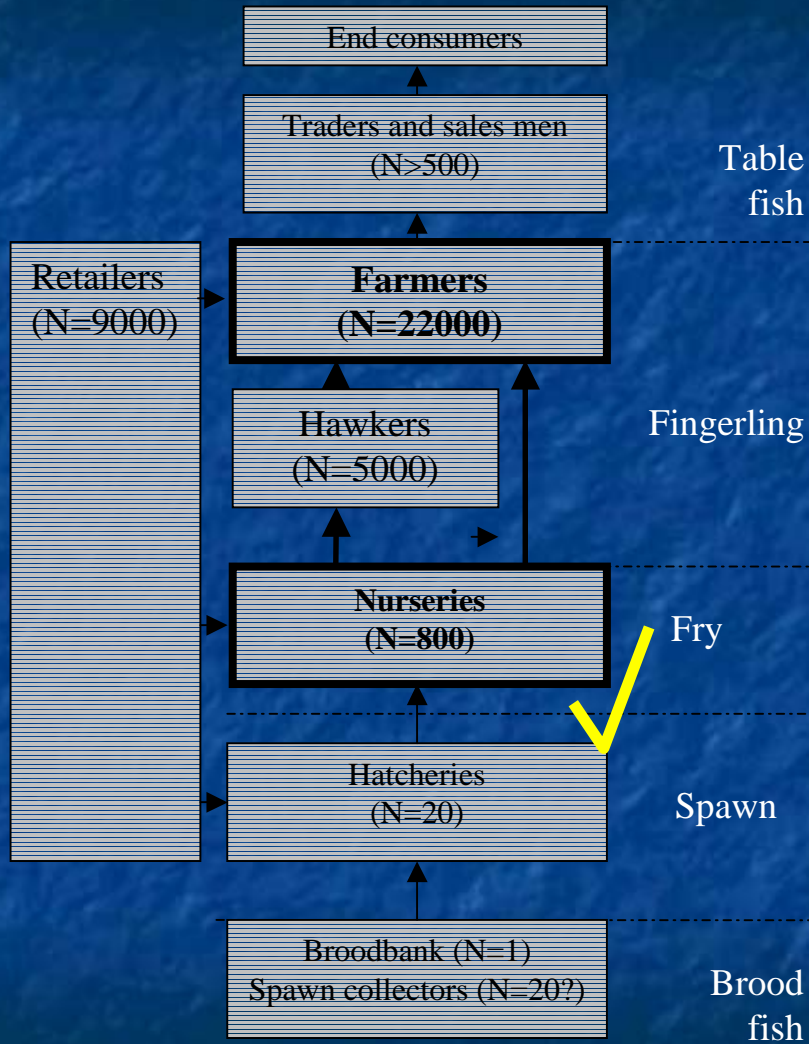
Pond Fishery Value chain



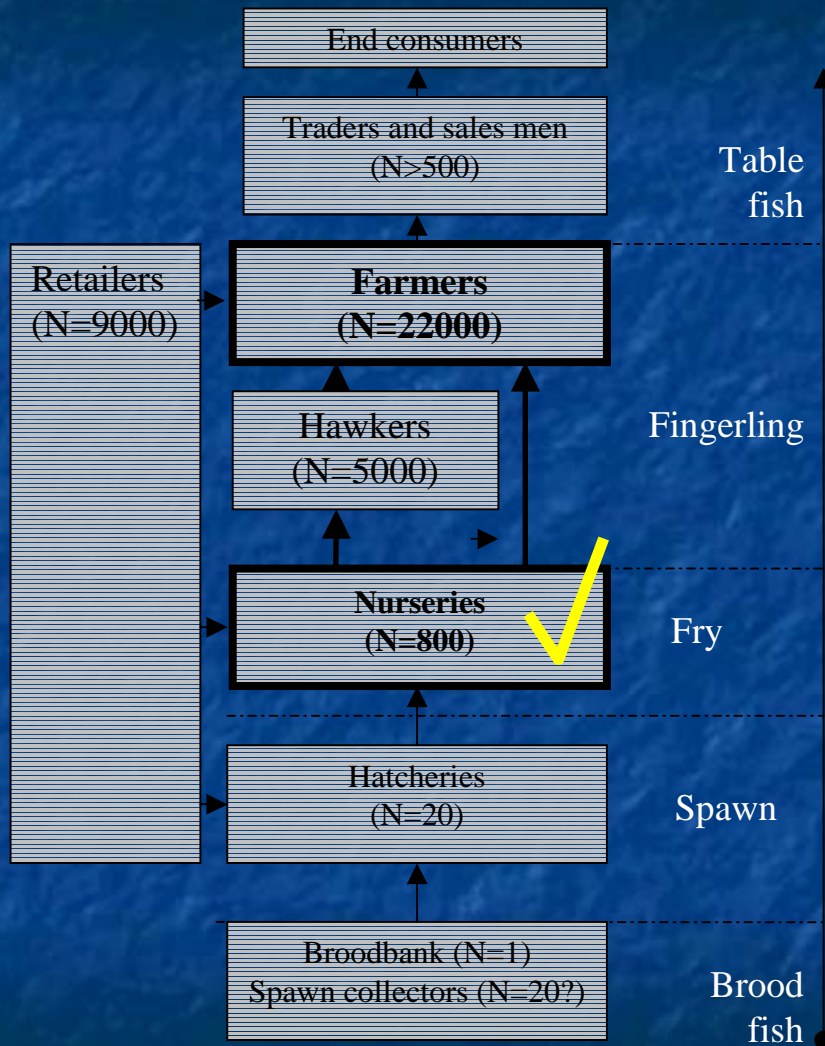
Brood fish



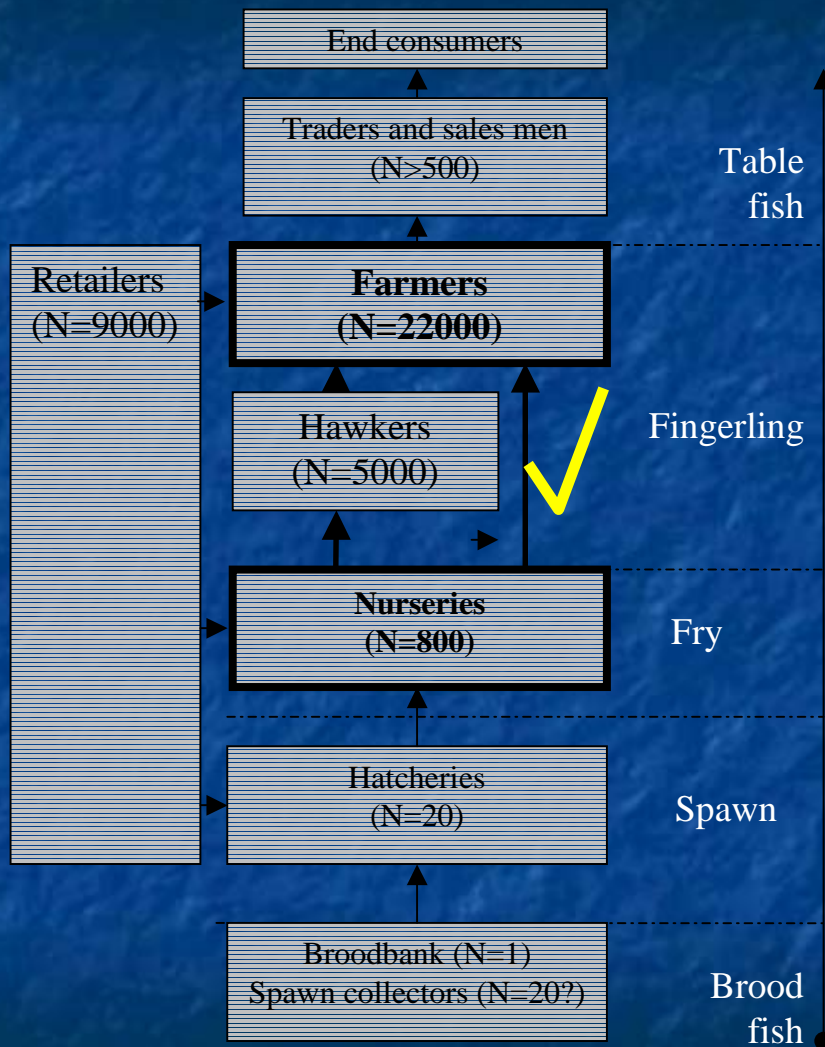
Pond Fishery Value chain



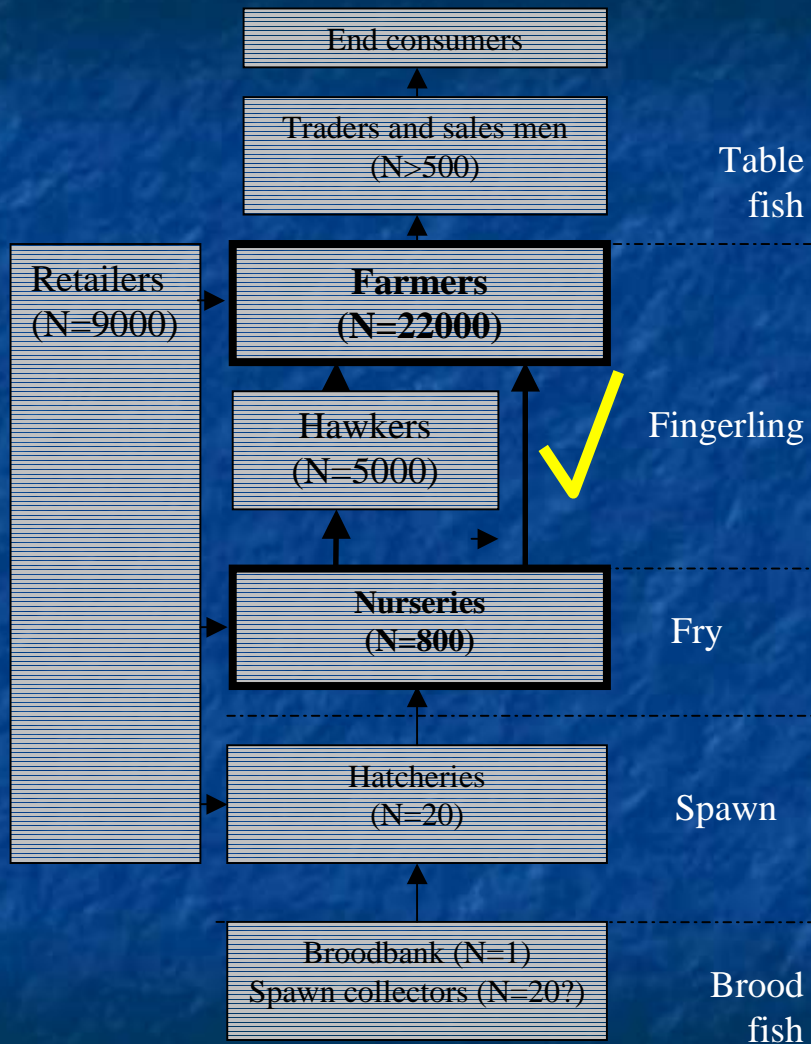
Pond Fishery Value chain



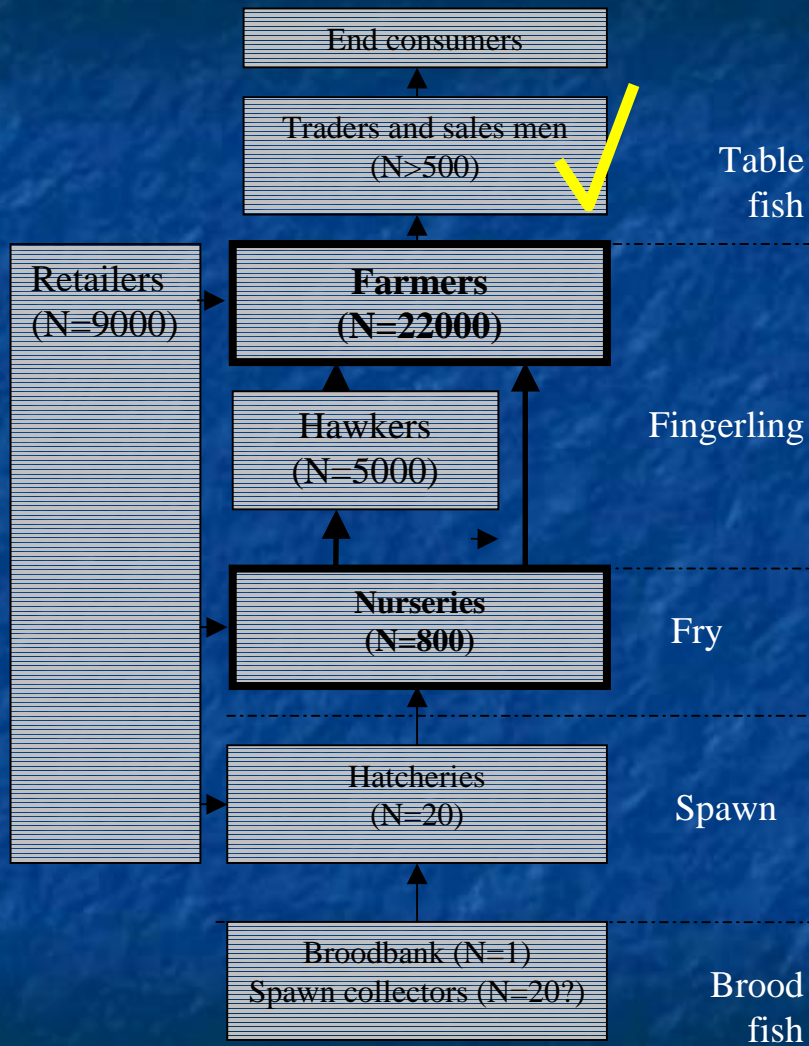
Pond fishery value chain



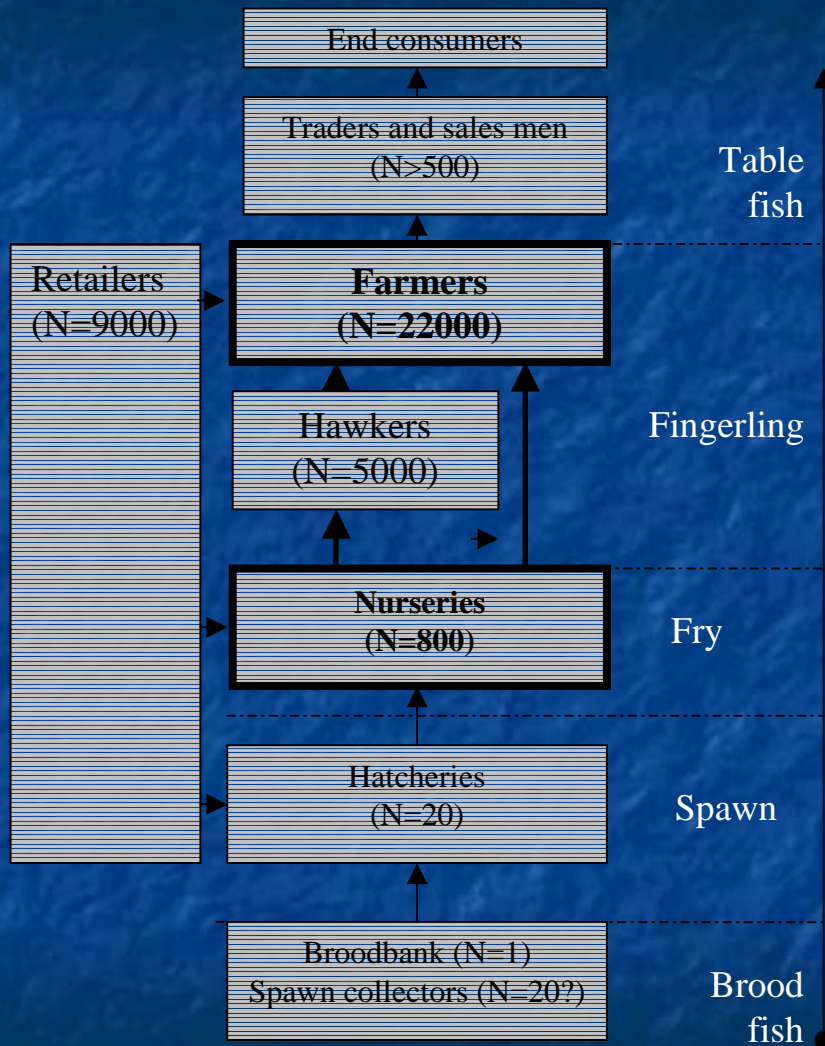
Pond fishery value chain



Pond fishery value chain



Pond fishery value chain



Interesting because:

- Outreach
- Pro-poor focus
 - Income for the fish farmers
 - Employment
 - Nutrition
- Growth potential
- Environment / Gender
- Clarity what to do



Constraints

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- Brood fish
- Fingerlings
- Feed
- Chemicals

Brood bank: How to cultivate
varieties: Hatchery techniques

• Units of mature brood-fish
INNOVATION → growing demand
• New varieties

Fish farmers: Pond cultivation

- Preparation of pond
- Choice and combination of fish
- Feed
- Timing

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LOW

PRODUCTIVITY Innovations



Analysis of the constraints

Reasons for the low productivity:

- New Sector

- No clear force of innovation
- No clear force of integration

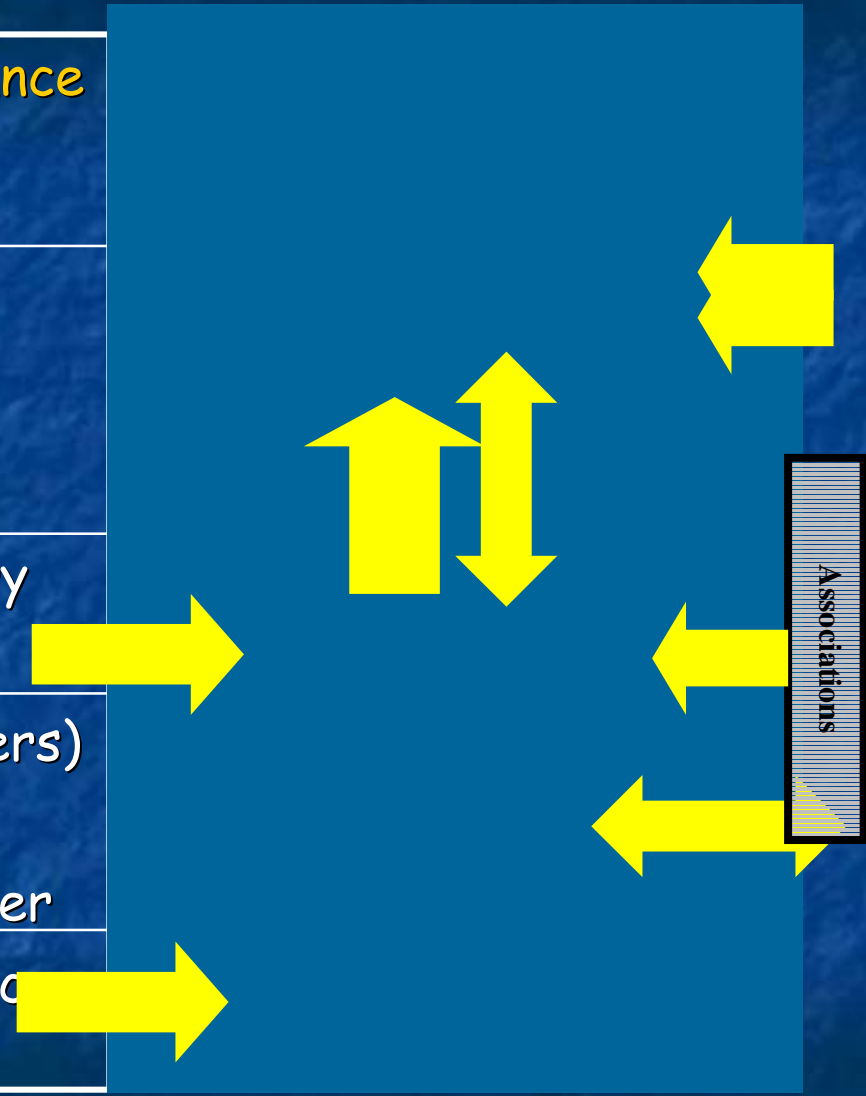
} ASSOCIATION !!

Other NGO's / Government initiatives had very limited success.



Fishery association as potential force of innovation and integration

| Key roles of sector associations: | KATALYST's assistance to Association |
|---------------------------------------|---|
| "Filling the gaps" in the value chain | <ul style="list-style-type: none"> • Brood fish bank • Fingerling market • Linkage Jessore |
| Integration | <ul style="list-style-type: none"> • Training of Nursery owners |
| Innovation | <ul style="list-style-type: none"> • (Training of retailers) • New fish varieties through feed supplier |
| Advocacy | <ul style="list-style-type: none"> • Advocacy for public water bodies |



Collaboration approach

- Overlap between public / private interest
- Starting with building confidence
- Common vision through vision workshops
- Clarity about our offers to the association:
 - A clear "after" picture, beyond KATALYST, where "services" continue to be delivered
 - Technical assistance, not infrastructure / financial support.
 - Financial commitment from association members



Results

- Knowledge of farmers increased significantly through nursery training / retailer training
- Fingerling market built and association active to overcome problems
- Brood banks started
- Jessore linkage: not so successful
- Innovation: early but very promising
- Public land leased to thousands of small farmers
- Associations grew fast and are active.



Other associations

| Associations KATAKYST works with. | Larger group of active members | Sector specific / no conflicting interests | No Large / small conflict | Movers / shakers in the association | A common vision | Early successes | A big hit. | Main area of support |
|-----------------------------------|--------------------------------|--|---------------------------|-------------------------------------|-----------------|-----------------|------------|-------------------------------|
| Fishery | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Knowledge / innovation |
| Plastics | +/- | Yes | +/- | Yes | Yes | Yes | Yes | Advocacy |
| Furniture (3) | Yes | Yes | +/- | Yes | Yes | Yes | Yes | Marketing of Clusters |
| Agro-tools | No | No | No | No | No | No | No | Innovation (failed) |
| Maize | Yes | No | No | No | No | No | No | Knowledge (not too promising) |



More information

Website: www.katalyst.com, with:

- intervention reports
- Sector brief

Case study

Impact logics

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Discussion Questions

- How country specific are associations
- Should one start new associations
- How to assure continuation of the associations

