



Training provided by the Winrock-implemented REAP project allowed Zohayer Ali to increase vegetable production through improved farming and management practices.

In only two months, Zohayer harvested 426 kg of cucumber and sold it for a profit of BDT 3,091.

Zohayer Ali was an innovative farmer in Madhupur in Bangladesh. For years he grew many different types of vegetables, such as bitter gourd, brinjal (egg plant), ridge gourd, and cabbage in a very traditional way in a piece of fallow land of an area of seven decimals (0.07 acres) adjacent to his small house. However, his cumulative income was marginal and profit was narrow.

As a member of the farmers' association, Zohayer heard about the Rural Enterprise for Alleviating Poverty (REAP) project, funded by USDA and implemented by Winrock International. REAP was assisting poor and margin-

al farmers in the mid-north region of Bangladesh who had been using their small water-body and land resources in a traditional way that resulted in a poor yield. The project worked with farmers to enhance productivity of aquaculture in ponds and horticulture on pond dikes and homestead land. More than 2,200 farmers benefited from enhanced production of horticultural crops in their pond-dikes and homestead land and earned more than double their previous incomes.

Zohayer was trained, along with many other farmers, on modern production and management practices of different high yielding varieties of vegetables. He picked up key points of successful management during training and applied them in his field to increase the yield. The project initially supported him with high-quality cucumber seeds that Zohayer sowed following the techniques learned in the training.

After a short crop cycle of about 60 days, Zohayer harvested 426 kilograms of cucumber and sold it at market within two months for BDT 4,675.00 (US\$ 68) – for a profit of BDT 3,091.00 (US\$ 44). The additional income supported educational expenses for his children. Furthermore, his family members have been getting more nutritious vegetables regularly,

positively impacting the lives, and health, of his family.

Other members of the Zohayer's production group also made substantial profit from their horticultural crops of other varieties. Finding this tremendous success from his small plot of land within a very short time, Zohayer expanded his cultivation to another 40 decimals (0.40 acres) of land for the following seasons. Now, he is an established progressive farmer, producing different varieties of high yielding vegetables.

The other neighboring farmers who were not members of the production groups were also motivated by seeing the success of Zohayer and other group mem-



Zohayer utilizes the skills he learned through REAP training to maintain his cucumber plot.



Better yields lead to increased income for small farmers in Bangladesh.

bers, coming forward to undertake the practice on their land as well. Now Zohayer's village is a horticulture village. The farmers are now linked with input suppliers and market actors for ensuring higher production and fair marketing prices.

Winrock International is a nonprofit organization that works with people in the United States and around the world to empower the disadvantaged, increase economic opportunity, and sustain natural resources.