



KNOWLEDGE-SHARING WORKSHOP
*- Enabling Environment for Custom Hiring of Agricultural Machinery
in the Dry Zone of Myanmar*
OF THE PROJECT
**‘AN INTEGRATED RURAL ECONOMIC AND SOCIAL DEVELOPMENT PROGRAMME
FOR LIVELIHOODS IMPROVEMENT IN THE DRY ZONE OF MYANMAR’**

30 November-01 December 2015, Mandalay, Myanmar

Funded by



Livelihoods and Food Security Trust Fund



Acknowledgements

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Disclaimer

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This report has been issued without formal editing

1. Introduction

This report reflects the organization and the impact of the *Knowledge-Sharing Workshop-Enabling Environment for Custom Hiring of Agricultural Machinery in the Dry Zone of Myanmar* held on 30 November-1 December 2015 in Mandalay, Myanmar, as one of the technical workshops under the project titled '*An Integrated Rural Economic and Social Development Programme for Livelihoods Improvement in the Dry Zone of Myanmar*' funded through the Livelihoods and Food Security Trust Fund (LIFT).

The knowledge-sharing workshop seeks to achieve the following specific results:

- Knowledge and information shared on the policies/institutions/processes which support custom hiring of agricultural machines in the Dry Zone of Myanmar together with the evaluation of the strengths, weaknesses and impact;
- Knowledge and information shared on the key stakeholders, their activities and the outcomes in the area of custom hiring of agricultural machinery in the Dry Zone of Myanmar;
- Knowledge and information shared on the policies and practices of custom hiring of agricultural machinery in other countries in Asia and the Pacific region;
- Increased awareness of the participants on the benefits and challenges associated with custom hiring of agricultural machinery and its contribution to climate resilient agriculture;
- An improved evidence base and completed conceptual framework to help with policy formulation and enforcement by different level of policymakers in the area of custom hiring of agricultural machinery;
- Improved mutual understanding among the participants from different sectors and organizations triggering potential cooperation and improved coordination in facilitating and managing custom hiring of agricultural machinery in the Dry Zone of Myanmar.

23 national nominees were selected to attend the workshop and 7 of them (30%) were female. They were from Central and Regional government, research and academic institutions, international organizations (LIFT IP) and private sector (see annex 2).

2. Organization of the workshop

a. Introduction Session

The workshop kicked off with brief introduction of all participants, including the national participants, representatives of the Centre for Sustainable Agricultural Mechanization (CSAM), a regional institution of the United Nations Economic and Social Commission for Asia and the Pacific (ESCAP), United Nations Office for Project Services (UNOPS) and the Network Activities Group (NAG) and CSAM's technical consultants.

Ms. Myo Ma Ma Than, Program Officer of NAG addressed welcome remarks. She briefly introduced the background of the project and welcomed the participation of all participants. Ms. Lian Zhang, Operation Facilitator of CSAM made a short presentation on the introduction of CSAM, the project and the workshop. The presentation facilitated the national participants with better understanding of the workshop context in terms of objectives, project focus, correlation with other project activities, organizational structure and the purpose and importance of participating in the workshop evaluation.

b. Case study results sharing and presentation from AMD

The case study on policies, institutions and processes (PIPs) to support custom hiring of agricultural machines in the Dry Zone of Myanmar and the case study on stakeholder mapping on custom hiring of agricultural machines in the Dry Zone of Myanmar were presented by CSAM's technical consultants respectively.

Ms. May Nwe Soe, Technical Coordinator of PACT Myanmar was recruited by CSAM as a technical consultant to lead the case study on PIPs with the guidance of Dr. Peeyush Soni. The case study examined existing policies, institutions and processes which directly or indirectly relate to custom hiring services of agricultural machines in the Dry Zone of Myanmar, assessed the impact of the current set-up, summarized findings and proposed recommendations and follow-up actions.

Dr. Peeyush Soni, Associate Professor of Asian Institute of Technology (AIT) was contracted by CSAM as a technical consultant to lead the case study on stakeholder mapping with the assistance of Ms. May Nwe Soe. The case study looked into relevant stakeholders and their activities in relation to custom hiring in the Dry Zone of Myanmar, assessed the impact of their activities and the status of knowledge sharing, summarized the findings and listed recommendations and proposals.

The presentation of the two case studies immediately triggered active discussions among the participants. A couple of government representatives commented on the findings and analysis and offered alternative resources to look into the issue, to further improve the case study documents particularly the one on PIPs. On the other hand, acknowledgement and praise were given to the consultants for their professional assessment and pioneer research in the area of agricultural mechanization.

The presentation by Ms. Ei Ei Khin, Staff Officer of Agricultural Mechanization Department of Ministry of Agriculture and Irrigation of Myanmar, on *Agricultural Mechanization Status in Myanmar* had offered comprehensive information on the current status and historical development of agricultural mechanization in Myanmar. Participants recognized the usefulness of the information and informativeness of the presentation. Both the presenter and the audience appreciated the opportunity of sharing and learning such information.

c. A conceptual framework for custom hiring of agricultural machinery and reflection exercise

This session was led by Dr. Rossana Marie Amongo, Associate Professor & Institute Director of University of the Philippines, who was contracted as CSAM's technical consultant. The purpose of presenting a conceptual framework was to provide a broader picture of where custom hiring services is in the contribution to climate-resilient agriculture and how it should be accomplished systematically.

The lecture on the conceptual framework started with an introduction on agricultural mechanization and potentials and levels of agricultural mechanization. The conceptual framework on custom hiring services of agricultural mechanization technologies was then presented, followed by detailed explanation on how to create an enabling environment for custom hiring services by different stakeholders. Technical, socio-cultural and economic factors were broken down in the consideration of establishing custom hiring services. Economics of agricultural machinery was also introduced to construct a common understanding of the agricultural machinery operation.

The lecture was completed by organizing reflection exercise of participants in groups. Participants were divided into 4 groups. Each group was comprised of participants from different sectors/organizations. Each group picked up their preferred township/region. With the consideration of the characteristics of the selected township/region such as geographical

features, main stakeholders, types of agricultural products and existing activities and so on, each group developed a conceptual framework to facilitate the custom hiring services of agricultural machinery in the selected township/region. In the end of the group discussion, representatives of each group presented their joint group work to the rest of the participants. Q&A and comments from other participants were also facilitated and listened.

d. Prevailing practices in the region and reflection exercise

This session was led by Dr. Peeyush Soni as CSAM's technical consultant. The purpose of this session was to share prevailing practices in custom hiring services from Asia and the Pacific region, so as deliver lessons learnt and to inspire the stakeholders in the Dry Zone of Myanmar for potential application of selected practices and experience.

The session started with a brief introduction on motives and challenges in custom hiring services. Regional experience from selected countries were then presented and analyzed, including Bangladesh, Cambodia, China, India, Indonesia, Iran, Laos, Malaysia, Mongolia, Nepal, Pakistan, Sri Lanka, Thailand, the Philippines and Vietnam. Much of the country-specific materials came from the presentations by country representatives during CSAM's 2nd Regional Forum on Sustainable Agricultural Mechanization in Asia and the Pacific Region themed on custom hiring services, held in September 2014 in Serpong, Indonesia.

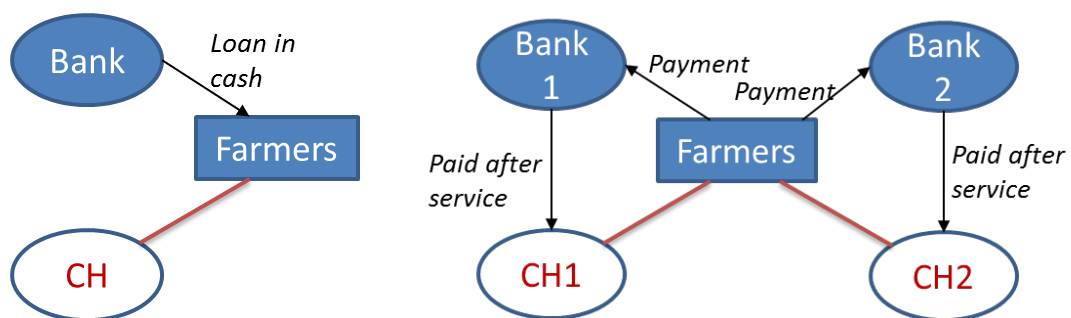
The session concluded with reflection exercise of participants in groups. To better collect feedback from participants and to facilitate more in-depth discussion among participants, the reflection exercise theme was revised from the provisional agenda. Dr. Peeyush Soni and Ms. May Nwe Soe moderated the session and settled the discussion topics together with CSAM representative. Participants were divided into 4 groups. Each group was comprised of participants from different sectors/organizations. 3 topics were discussed in turn and presented by each group to the rest of the participants. Topic 1 and Topic 2 were discussed and presented together. Topics and summary of discussion points are as follows.

Topic 1: What are the existing policy/processes/programs/projects that support Custom Hiring (or Mechanization, or Agricultural development in general)?

Topic 2: How the concerned institutions (say your department) have influenced (contributed) the impacts of policies? (e.g. How did you participate in policy formulation? How did you participate in policy implementation/execution?)

Summary of discussion points:

- a) Advanced farm planning systems have been running on 100 acres at pilot scale.
- b) 27 tractors and 2 combine harvesters have been offered by the department to farmers on custom hiring.
- c) Training for tractor driving is considered important and hence needed.
- d) Credit system: Existing vs Ideal



- e) Tax exemption is provided on import of selected agricultural machinery.
- f) Government provides 'Land Holding Certificates' that can be used as collaterals to obtain bank loans.
- g) Free movement/trade between region to region (within the country) is now possible, which was restricted earlier.

Topic 3: Now consider yourself a FARMER/SERVICE-PROVIDER [Refer to Topic-1 list]
Do you see any duplication as well as gaps? (e.g. in terms of type of interventions, financial and material resource deployment, gender, and geographic coverage etc?).

Summary of discussion points:

- a) Duplication of tasks related to CH is noticed (e.g. MADB, Cooperatives, Myanmar Micro Finance); MoAI and Ministry of Industry both are engaged in supply of agricultural machinery for CH.
- b) Coordination of services (avoiding duplication) and provision of a rather more comprehensive menu (of machines types and services) is preferred.
- c) Quality of machines being provided under CH needs careful evaluation.
- d) Farmers should be able to pay the CH rental in a flexible manner (consideration should be given in case of crop failure).
- e) Announcing market price of crops in advance could help farmers in timely planning.
- f) Farmers strongly wish to receive CH service in timely manner.
- g) Farmers wish to avail CH service with their preferred brand and model; these preferences vary from place to place and crop to crop.
- h) Government-set prices for CH are lower than private CH service providers, but farmers have to pay full amount in advance.
- i) Farmers those who are far from the water source, are not willing to pay for CH at the same rate as others (as they receive less benefits).

3. Workshop evaluation

A tailor-made questionnaire was developed and distributed at the end of the workshop to collect participants' feedback and evaluate the organization and impact of the workshop (see annex 3). Participants were requested to provide feedback on the workshop content and its usefulness and application to the daily work, organizational processes and logistics and overall impression and suggestions for future events. The evaluator had the option of being anonymous. Both open-ended and closed-ended questions were provided. For closed-ended questions, yes-or-no questions and rating scale questions (4 scales) were included.

25 responses were collected and 24 of them were valid and analyzed as follows. 22 respondents (88%) fully understood all workshop content, while 2 respondents skipped the question (see figure 1).

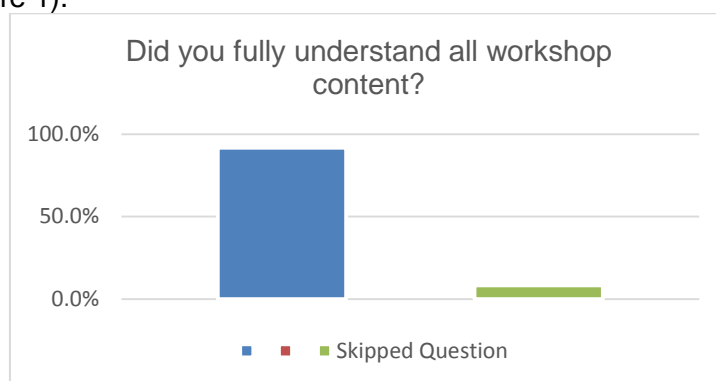


Figure 1

70.9% of the respondents felt the meeting had largely or very largely met their expectation and 87.5% of the respondents rated the meeting overall from 'Good' to 'Excellent' (see figure 2&3).

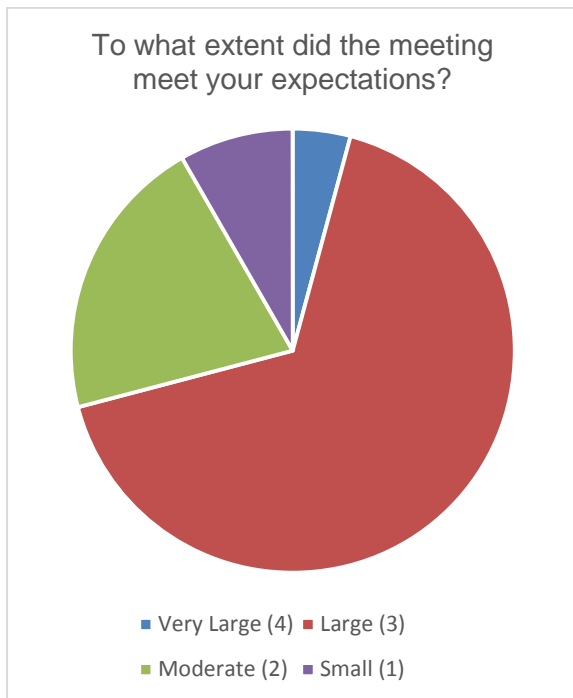


Figure 2

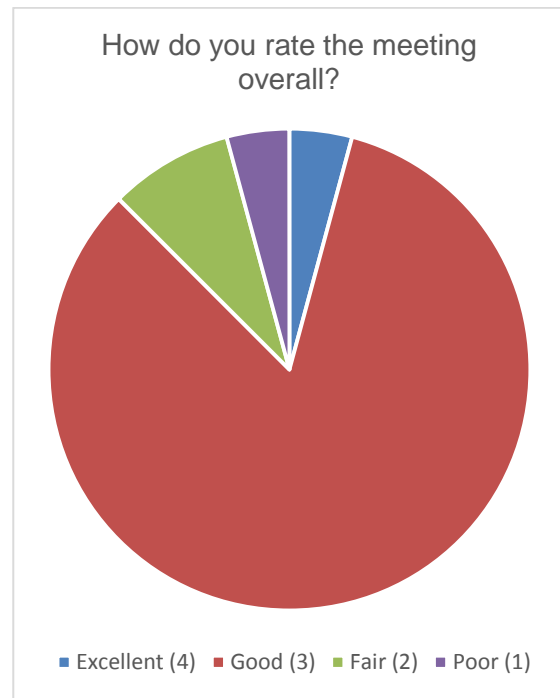


Figure 3

As for the **knowledge and understanding on the workshop content**, 64% and 68% of the respondents rated 'Good' to 'Excellent' respectively on Agricultural Mechanization and Custom Hiring of Agricultural Machines (see figure 4).

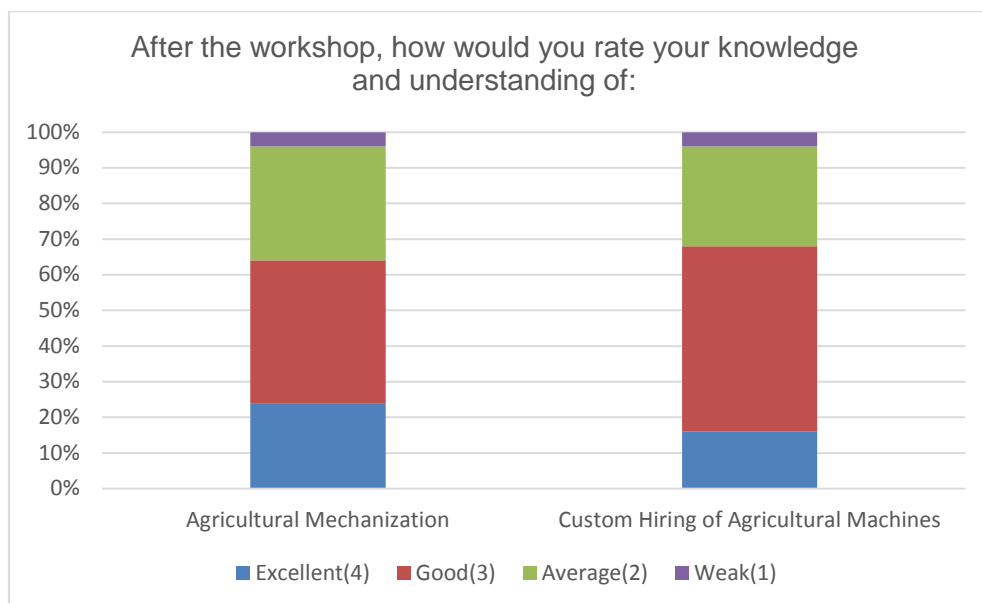


Figure 4

As for the **usefulness of the workshop content and the application to the daily work**, 91.7% of the respondents felt the workshop had offered the right knowledge, 22.7% of them

had unmet expectations and 83.3% of them planned to act as a trainer with the newly acquired knowledge and skills (see figure 5).

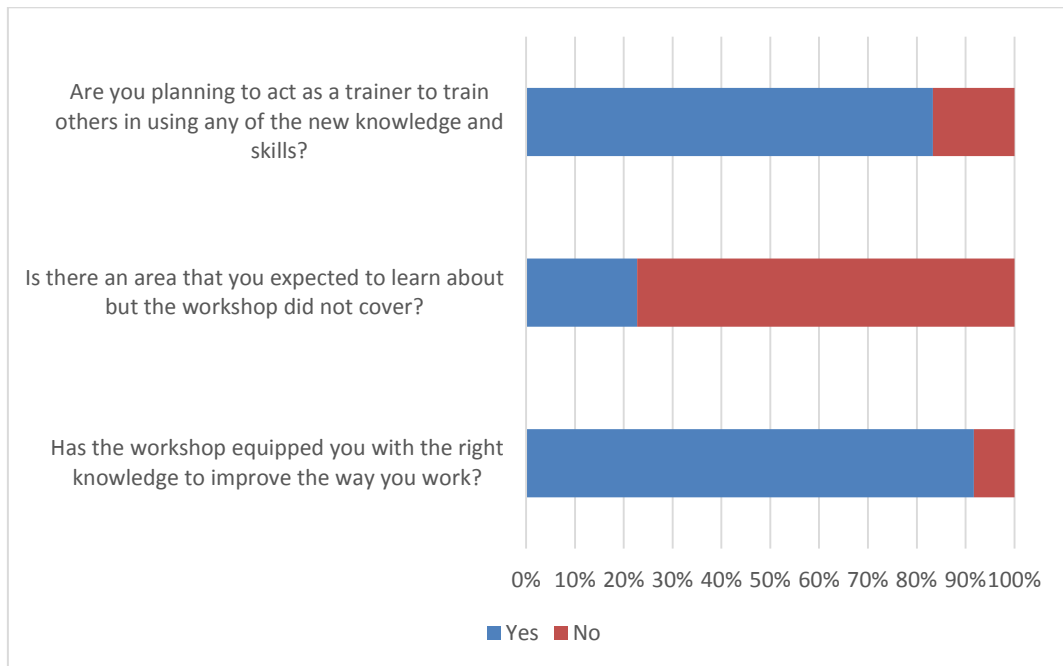


Figure 5

When we further asked the respondents to specify the **rate of applicable knowledge and skills** in daily work, 87.5% of them rated half and above (see figure 6).

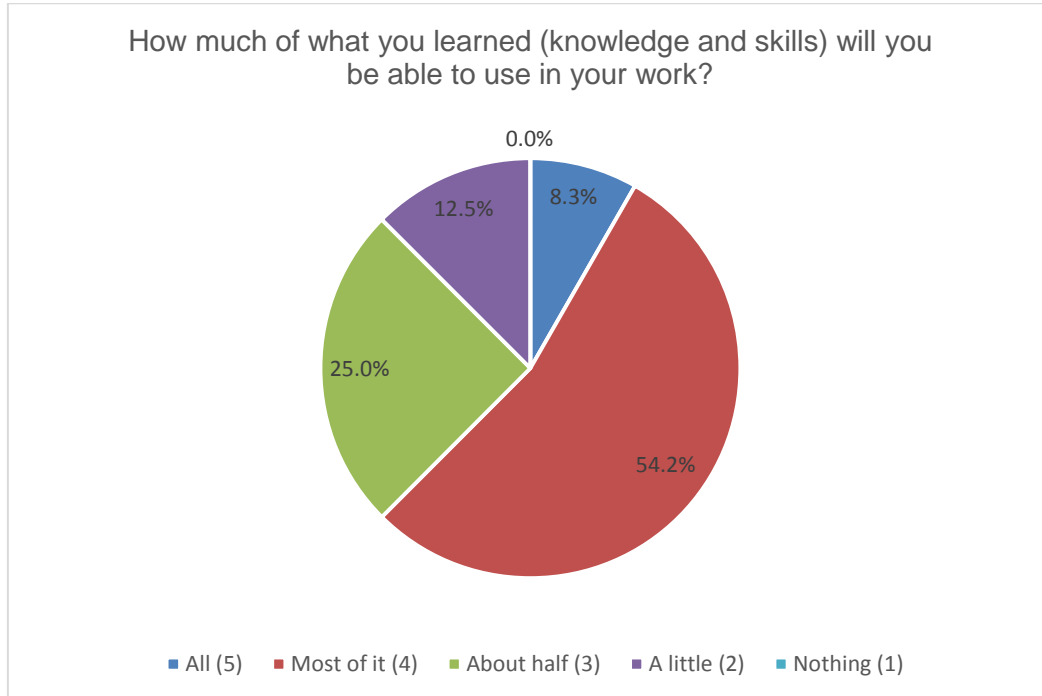


Figure 6

As for the **organizational processes and logistics** of the meeting, 7 aspects were rated against 4 scales. The majority of the respondents rated 'Good' to 'Excellent' for all the 7 of them. Accommodation and Food were rated the highest of all. Details are in figure 7 below.

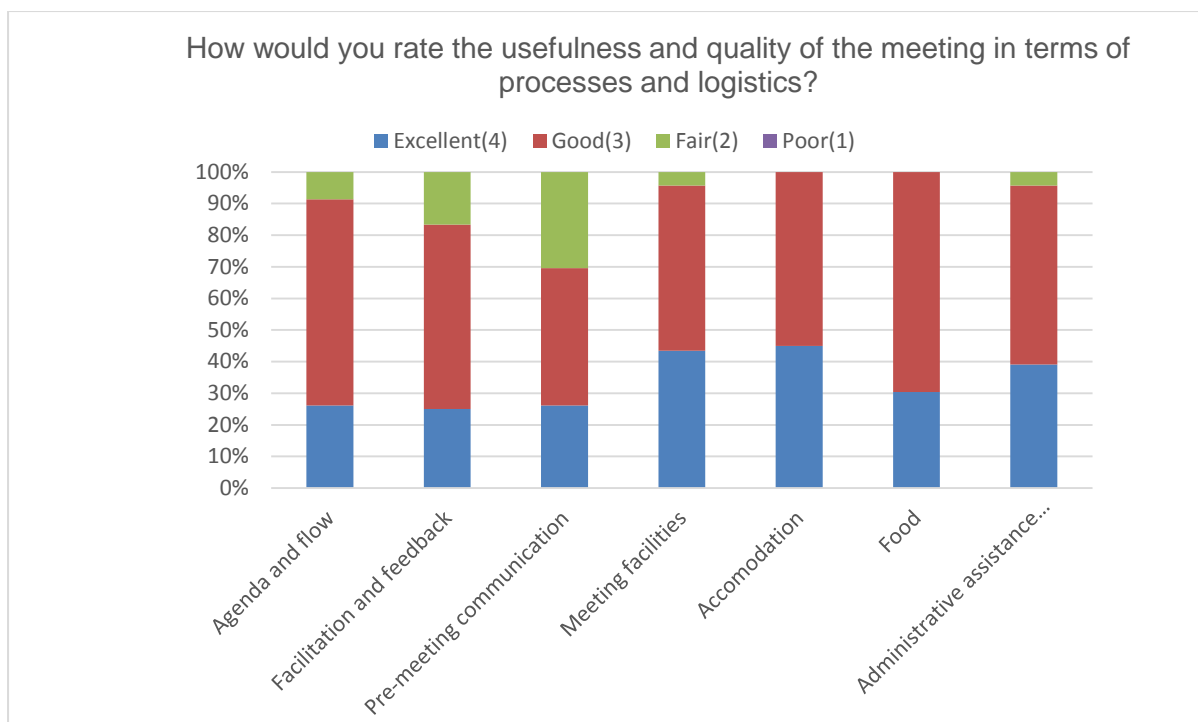


Figure 7

4. Conclusions

In general, the workshop managed to achieve its goals and met the expectations of the participants as well as the organizational anticipations. The organization was smooth and the topic was selected carefully to address the needs in the Dry Zone of Myanmar under the framework of the project. The participants were able to understand CSAM and ESCAP better together with their work and activities. CSAM was able to listen to the opinions and feedback of the local stakeholders on certain issues and understand the culture and custom in the region better. Through the organization and participation of the workshop, various participants were also able to establish contact for future collaborations.

However, as the workshop evaluation results reflected, in line with the individual feedback of some of the participants, the workshop content appeared to be a bit too technical in some parts that some of them had difficulties to catch up. Though questionnaires were distributed to evaluate the background of the potential participants prior to the development of the lecture curricula, the final nominees for the workshop were not the same as the ones being surveyed. This might be one of the reasons that created the understanding gap. Another possible reason for such gap might be the existing common understanding of the workshop topic. Though custom hiring of agricultural machinery had been a long-discussed and researched topic worldwide, systematic knowledge and study on this topic was close to non-existence in Myanmar, neither were the participants equipped with sufficient background information and understanding on topics related to agricultural mechanization.

This finding and feedback was circulated among the project team and well noted for future workshop designing.

KNOWLEDGE-SHARING WORKSHOP

*- Enabling Environment for Custom Hiring of Agricultural Machinery
in the Dry Zone of Myanmar*

Mandalay, Myanmar

30 November- 01 December 2015

BACKGROUND NOTE

Introduction

The project titled '*An Integrated Rural Economic and Social Development Programme for Livelihoods Improvement in the Dry Zone of Myanmar*' is funded through the Livelihood and Food Security Trust Fund (LIFT) and led by the Centre for Alleviation of Poverty through Sustainable Agriculture (CAPSA-ESCAP) in partnership with the Asian and Pacific Centre for Transfer of Technology (APCTT), the Centre for Sustainable Agricultural Mechanization (CSAM) and the Network Activities Group (NAG). The Department of Rural Development of the Ministry of Livestock, Fisheries and Rural Development of Myanmar (DRD-MLFRD) has been designated as the focal government agency to collaborate in the implementation of the Project.

The project aims to support integrated socioeconomic development in Myanmar's dry zone in the context of inclusive and sustainable development with special emphasis on livelihoods improvement and food security. To achieve this objective, it seeks to strengthen the capacities of policymakers, especially at the local level, LIFT development partners, and the private sector, to:

- i. Coordinate and share knowledge through the establishment of knowledge sharing and collaboration mechanism(s);
- ii. Formulate policies and advocate for rural development, poverty reduction, livelihoods improvement and food security in the dry zone of Myanmar.

Both the above will address the following three thematic areas:

- a) Technology transfer of improved and environmentally sound technologies for small and medium-scale enterprises (SMEs) available locally as well as in the region;
- b) Sustainable agriculture for poverty reduction;
- c) Agricultural engineering and farm mechanization for increased food security and poverty reduction.

The project activities include a wide range of interventions including the establishment of a knowledge resource network, development of case studies, policy papers and policy briefs, as well as organization of knowledge-sharing workshops and policy dialogues. Through consultation with stakeholders, **Climate Resilient Agriculture** has been identified as the overarching focus for the project deliverables, within which **Custom Hiring of Agricultural**

Machinery has been recognized as CSAM's approach to develop outputs contributing towards strengthening the climate resilience of agriculture in the Dry Zone.

The *Knowledge-Sharing Workshop- Enabling Environment for Custom Hiring of Agricultural Machinery in the Dry Zone of Myanmar* will include contents as follows:

- I. Presentations of the case studies on 1) policies/institutions/processes to support custom hiring of agricultural machines in the Dry Zone of Myanmar, and 2) stakeholder mapping exercise of custom hiring of agricultural machines in the Dry Zone of Myanmar.
- II. A conceptual framework for the enabling environment for custom hiring of agricultural machines in the region, built on the results of the above-mentioned case studies;
- III. Sharing of best practices from Asia and the Pacific region in creating enabling environment for custom hiring of agricultural machines, many of which are extracted experience and lessons learned from CSAM's *2nd Regional Forum on Sustainable Agricultural Mechanization in Asia and the Pacific Region* themed on custom hiring, held in September 2014, in Serpong, Indonesia.

For more detailed information on the program of the workshop, please refer to the Provisional Agenda, attachment III.

Objectives

The knowledge-sharing workshop seeks to achieve the following specific results:

- Knowledge and information shared on the policies/institutions/processes which support custom hiring of agricultural machines in the Dry Zone of Myanmar together with the evaluation of the strengths, weaknesses and impact;
- Knowledge and information shared on the key stakeholders, their activities and the outcomes in the area of custom hiring of agricultural machinery in the Dry Zone of Myanmar;
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- An improved evidence base and completed conceptual framework to help with policy formulation and enforcement by different level of policymakers in the area of custom hiring of agricultural machinery;
- Improved mutual understanding among the participants from different sectors and organizations triggering potential cooperation and improved coordination in facilitating and managing custom hiring of agricultural machinery in the Dry Zone of Myanmar.

Organizational Arrangement and Participation

The workshop will be organized by CSAM, in collaboration with CAPSA, APCTT, NAG and DRD-MLFRD. Due to limited capacity, 20 national participants will be selected and confirmed of participation upon registration. Selection criteria comprise comprehensive consideration of relevance to the topic, balance of sectors/organizations, expected interaction and the willingness of sharing the knowledge and information after the workshop and so on. Registrations from women are encouraged.

Expected participants include policymakers and local/extension staff from line Ministries, staff of regional and township government bodies and Parliaments, staff and programme managers of national & international NGOs and civil society organizations, private sector and machinery suppliers, small entrepreneurs and trader associations.

NAG will facilitate logistical arrangements including transportation and local accommodations in line with established rules and regulations for confirmed participants.

For further information regarding the workshop, please contact:

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For workshop registration and logistical arrangements, please contact:

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PROVISIONAL AGENDA

Day 1: Monday, 30 November 2015

Time	Session	Activities	Duration
08:30 – 08:45	Registration	- Registration of participants	15 min
08:45 – 09:10	Introduction Session	- Welcome remarks Ms. Myo Ma Ma Than, NAG	5 min
		- Project Overview & CSAM thematic areas Ms. Lian Zhang, CSAM	10 min
		- Discussion/Q&A	10 min
09:10- 09:40	Session 1-1: Case study sharing on policies/institutions/ processes (PIP) to support custom hiring	- Presentation on the case study Ms. May Nwe Soe, CSAM consultant Existing policies, findings, evaluations, problems, priority issues and recommendations - Discussion/Q&A	30 min
09:40- 09:50	<i>Group Photo</i>		10 min
09:50- 10:05	<i>Coffee break</i>		15 min
10:05- 10:35	Session 1-2: Case study sharing on stakeholder mapping exercise in the area of custom hiring	- Presentation on the case study Dr. Peeyush Soni, CSAM consultant Identified stakeholders, their activities and impact, gaps, bottlenecks and recommendations - Discussion/Q&A	30 min
10:35- 12:00	Session 2-1: Conceptual framework for custom hiring of agricultural machinery	- Part 1 Dr. Rossana Marie Amongo, CSAM consultant - Discussion/Q&A	
12:00- 13:00	<i>Lunch</i>		
13:00- 15:15	Session 2-2 : Conceptual framework for custom hiring of agricultural machinery	- Part 2 Dr. Rossana Marie Amongo, CSAM consultant - Discussion/Q&A	
15:15- 15:30	<i>Coffee break</i>		15 min
15:30- 16:35	Session 3: Reflection exercise	- Reflection exercise Each team to develop one framework to facilitate custom hiring of agricultural machinery in the selected region	30 min
		- Presentation on the framework Each team to present the framework (5 min x 5)	25 min
		- Discussion/Q&A	10 min
16:35- 16:50	Session 4: Summary	- Summary	15 min

Time	Session	Activities	Duration
		Dr. Rossana Marie Amongo, CSAM consultant - Discussion/Q&A	
16:50- 17:00	Session 5: Closing	- Summary of the day Ms. Lian Zhang, CSAM - Closing, Ms. Myo Ma Ma Than, NAG	10 min

Day 2: Tuesday, 01 December 2015

Time	Session	Activities	Time
09:00- 09:20	Session 1: Presentation by AMD-MOAI	- Title TBC, Ms. Ei Ei Khin, AMD- MOAI - Discussion/Q&A	20 min
09:20- 10:00	Session 2-1: Best practices in the region	- Part 1 Dr. Peeyush Soni, CSAM consultant - Discussion/Q&A	40 min
10:00- 10:15	Coffee break		15 min
10:15- 12:00	Session 2-2: Best practices in the region	- Part 2 Dr. Peeyush Soni, CSAM consultant - Discussion/Q&A	
12:00- 13:30	Lunch		
13:30- 14:50	Session 2-3: Best practices in the region	- Part 3 Dr. Peeyush Soni, CSAM consultant Discussion/Q&A	
14:50- 15:05	Coffee break		15 min
15:05- 16:10	Session 3: Reflection exercise	- Reflection exercise Each team to develop one framework to facilitate custom hiring of agricultural machinery in the selected region - Presentation on the framework Each team to present the framework (5 min x 5) - Discussion/Q&A	30 min 25 min 10 min
16:10- 16:15	Session 4: Summary	- Summary, Ms. Lian Zhang, CSAM	5 min
16:15- 16:30	Session 5: Closing	- Closing remarks, Ms. Myo Ma Ma Than, NAG - Workshop Evaluation	15 min

Annex 2: List of participants

LIST OF PARTICIPANTS

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**Knowledge-Sharing Workshop of the Project
An Integrated Rural Economic and Social Development Programme for
Livelihoods Improvement in the Dry Zone of Myanmar
- Enabling Environment for Custom Hiring of Agricultural Machinery
in the Dry Zone of Myanmar**

30 November- 01 December 2015, Hotel Hazel, Mandalay, Myanmar

Evaluation Form

1. **Name (optional):** _____

2. **Gender:** Male Female

3. **Organization Type (tick one):**

<input type="checkbox"/>	Government ministry or Department
<input type="checkbox"/>	Non-governmental organization (international)
<input type="checkbox"/>	Non-governmental organization/civil society (local)
<input type="checkbox"/>	University/research institute
<input type="checkbox"/>	International or bilateral organization
<input type="checkbox"/>	Private sector
<input type="checkbox"/>	Other (please specify) _____

4. **Is your organization a LIFT Implementing Partner?** Yes No

5. **In which region of Myanmar do you work?** -----

6. **Did you fully understand all workshop content?** Yes No

If not, please specify what elements you did not understand:

7. **After the workshop, how would you rate your knowledge and understanding of:**

	Excellent (4)	Good (3)	Average (2)	Weak (1)
Agricultural Mechanization				
Custom Hiring of Agricultural Machines				

8. **Has the workshop equipped you with the right knowledge to improve the way you work?**

Yes No

If 'not', why not?

9. **Is there an area that you expected to learn about but the workshop did not cover?**

Yes No

If 'yes', please specify what area:

10. **How much of what you learned (knowledge and skills) will you be able to use in your work?**

All (5)	Most of it (4)	About half (3)	A little (2)	Nothing (1)

If you answer "A little" or "Nothing", please give the reasons why:

11. If you answer 'All' or 'Most of it' or 'About Half', please list maximum of THREE.

12. a. What are you going to adopt or change in your daily work and long term work plan as a result of this workshop? If nothing, please respond to question 12b.

12. b. If you are not going to adopt or change anything in your daily work and long term work plan as a result of this workshop, please provide a brief reason:

13. Are you planning to act as a trainer to train others in using any of the new knowledge and skills?

Yes No

If 'yes', please specify who (what target group) you are likely to train and what content (knowledge, skills and practices) you will probably include in the training.

If 'not', why not?

14. How would you rate the usefulness and quality of the meeting in terms of processes and logistics?

		Excellent (4)	Good (3)	Fair (2)	Poor (1)
Process	Agenda and flow				
	Facilitation and feedback				
Logistics	Pre-meeting communication				
	Meeting facilities				
	Accommodation				
	Food				
	Administrative assistance during the meeting				

15. To what extent did the meeting meet your expectations? (tick box)

<i>Very large (4)</i>	<i>Large (3)</i>	<i>Moderate (2)</i>	<i>Small (1)</i>

16. How do you rate the meeting overall? (*tick box*)

Excellent (4)	Good (3)	Fair (2)	Poor (1)

17. What aspects of the meeting could be improved in the future?

18. Do you have additional comments on the overall meeting, on what you liked or disliked?

Thank you for your inputs!