

Working with EcoAgriculture Partners

What we do, where, and how



ecoagriculturepartners

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Society increasingly demands a wide range of goods and services from the land. Landscapes that are critical for food production are also key watersheds, wildlife habitats and sources of energy. And global challenges related food security, rural poverty, climate change, ecosystem degradation and biodiversity loss are at the top of the international agenda. Yet many still propose single-objective, sectoral solutions that emphasize specific technologies, policies or market incentives to address these challenges.

EcoAgriculture Partners, on the other hand, has a decade of experience catalyzing integrated multi-sector solutions that get the most out of rural landscapes.

Since our founding as an international collaborative initiative in 2002, EcoAgriculture Partners has been the leading champion of the whole landscape approach, which addresses the social, economic and ecological needs of the landscape simultaneously by empowering stakeholders to plan solutions together that maximize benefits for all.

Our staff offer expertise in diverse disciplines related to landscape management including adult education, agricultural economics, agricultural science, development sociology, ecology, international development, natural resources management, policy analysis and others. Most of us are dedicated multi-sectoralists who steadfastly push the boundaries of our disciplines. Members of our staff converse fluently in French, Spanish, Malagash, and

German, and possess a working proficiency in Portuguese, Arabic and Kiswahili.

Together we excel at:

- providing technical assistance from design to implementation to impact assessment;
- building capacity for cross-sectoral collaboration;
- leading research to improve landscape management;
- mobilizing policy dialogue and action;
- supporting institutional strategic planning; and
- creating communication and knowledge-sharing networks for impact.

***At EcoAgriculture Partners
integration has always been our
modus operandi.***

Why EcoAgriculture Partners Now?

EcoAgriculture Partners is a pioneering nonprofit that helps improve rural people's lives, reduce hunger, and preserve biodiversity and ecosystem services using an innovative whole landscape approach.

While more and more leaders, institutions and governments see the clear benefits of integrated approaches to environmental, social and economic challenges, many still experience major difficulties with implementation. At EcoAgriculture Partners, integration has always been our *modus operandi*.

Our ability to combine analysis with action sets us apart. We identify synergies, and then help communities act to take advantage of linkages between agricultural production, ecosystem management, and livelihood security. We provide an evidence-based approach to rural landscape management that makes us a recognized leader and preferred partner for cross-sectoral and multi-stakeholder analysis, dialogue, and action.

Our skill at building partnerships has generated innovations and strategies that capitalize on synergies across many organizations, locations, and disciplines. Our broad partnership network currently includes more than 75 institutions, from grassroots groups and international organizations to governments, research centers and more.

Our innovative training programs, compelling research, and strategic outreach and advocacy have helped hundreds of agricultural communities become places where people earn a secure, sustainable living from the land while protecting wildlife, preserving ecosystem services, and harvesting the food, fiber, and fuel that a growing population and a healthy planet demand.

Our expertise in building collaborative leadership capacity in local landscape leaders as well as regional and national policy makers helps create a foundation for these opportunities at every level.

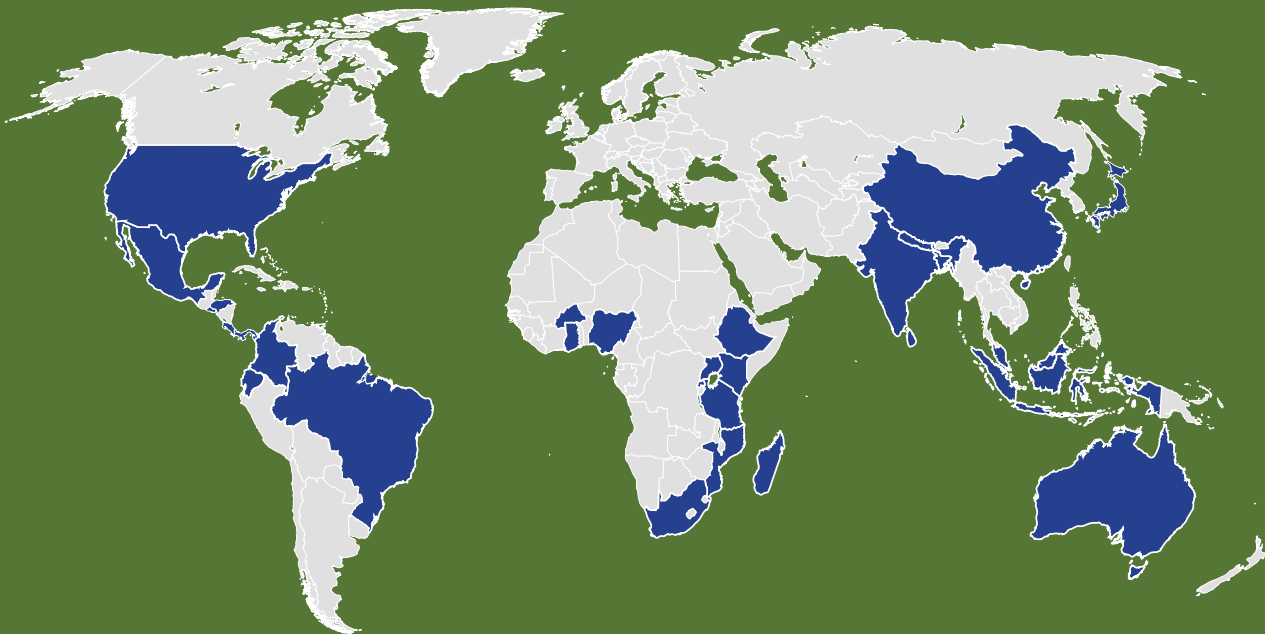
We build bridges among partners from diverse sectors with an interest in sustainable, successful rural areas, to develop evidence-based solutions to complex land and resource use problems around the world. We help them see their common ground and work together to sustain resilient and thriving agricultural landscapes.

Beyond our strength in creating alliances, we provide training, research, policy analysis, and advisory support to farmer organizations, communities, non-profit organizations and governments at landscape, national and international levels. By offering a broad range of support, backed by years of experience in integrated landscape management, we can respond to what both our partners and local communities need.

***EcoAgriculture Partners' mission
is to support diverse individuals
and organizations at the local,
national and international
levels to create and sustain
ecoagriculture landscapes
worldwide.***

Where we work

EcoAgriculture Partners is based in the United States and works around the world. We have select projects in the United States, Europe, Australia and Japan, while more than 90 percent of our program activities are in countries in the Global South.





Landscapes for People, Food and Nature

An International Initiative for Dialogue, Learning and Action

Partnership management is a core competency of EcoAgriculture Partners. We founded and now serve as the secretariat for a partnership with high potential impact called The Landscapes for People, Food and Nature (LPFN) Initiative. The LPFN Initiative is a worldwide network of more than 60 conservation, development, and agriculture organizations who champion integrated landscape management.

The LPFN Initiative is designed to link and add value to the many landscape initiatives and networks already in place, and to coordinate action to improve the enabling environment for integrated landscape management. The Initiative aims to realize six outcomes:

- 1. Multi-stakeholder landscape initiatives are strengthened.*
- 2. National and sub-national policies support integrated landscapes.*
- 3. Business leaders incorporate integrated landscape approaches in their business models.*
- 4. Financing is expanded for integrated landscape investment.*
- 5. Science and knowledge systems support integrated landscape initiatives.*
- 6. Key stakeholders are aware of the benefits of integrated landscapes.*

Technical Assistance for Design, Implementation and Impact Assessment

“EcoAgriculture Partners is an international thought leader in the development of the integrated landscape management and its application worldwide. Their insights were invaluable to our efforts to improve the biodiversity, production and livelihood outcomes of our projects.

– Claire Zuazo
Project Manager, Latin America
and the Caribbean
Chemonics

We assist communities, governments and international programs, multi-sector working groups, farmer cooperatives, businesses and others with the design, implementation, improvement, performance evaluation and impact assessment of integrated landscape management initiatives.

Assistance can vary from scoping studies that identify issues and opportunities and planning workshops that enable cross-sectoral collaboration to customized decision-making to tools for measuring landscape performance and photo-monitoring to track changes in land management.

Often, our technical assistance takes the form of community-based participatory tool development. We facilitate the creation of landscape management or monitoring tools and plans that address a particularly acute local need. For example, since 2007 we have helped the Kenyan community-based organization KENVO achieve goals for forest conservation, agricultural production, and livelihood security in ways that captured harmonies between them (see example on facing page).

Increasingly, we provide full-spectrum integrated landscape management advisory services to governments and international organizations looking to dramatically reimagine or scale up pathways to growth, food security and poverty alleviation, without jeopardizing critical ecosystem services like clean water, fresh air and eco-tourism value.

A KENVO representative in Kijabe talks about better management practices with local farmers.



Helping the Lari Landscape build a Brighter Future

On the steep eastern escarpment of the Great Rift Valley, the Lari-Kijabe landscape is an agricultural mosaic caught between many competing pressures. To the southeast lies the burgeoning capital of Nairobi, home to more than 3 million people. The Kijabe province alone provides a third of Nairobi's drinking water. West lie national parks and reserves protecting some of the world's most awe-inspiring species. In this landscape, smallholder farmers and large plantations alike grow tea and other crops for both regional and international markets.

EcoAgriculture Partners has partnered with community-based organization Kijabe Environmental Volunteers (KENVO) to help tackle the problems that arise when juggling these interests. We helped KENVO map out an integrated landscape approach engaging the many stakeholders in the landscape. To support multi-stakeholder collaboration, we studied the local ecosystem, agricultural practices and markets, created planning and dialogue tools, and co-facilitated workshops to build capacity for landscape planning.

Our work has helped KENVO and the Lari-Kijabe community reduce deforestation, expand market opportunities, and build support for conservation.

Cross-sectoral Capacity Building

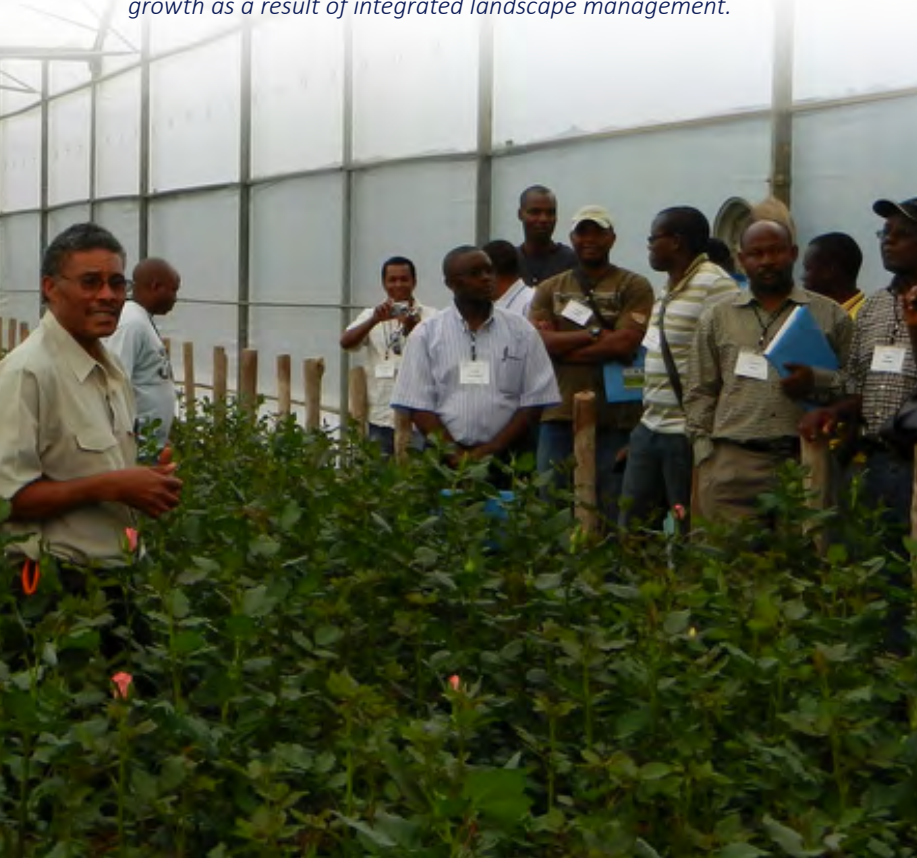
Leaders from more than 30 countries in Africa, Latin America and Asia have participated in EcoAgriculture Partners' capacity development courses.

Our leadership courses train civil society and policy leaders in the core concepts and skills needed to understand their landscape, negotiate with key stakeholders, design for multiple outcomes, and evaluate the performance and impacts of the cross-sectoral management approaches they put into practice.

Our expanding repertoire of curricula is tailored to meet the distinctive needs of sponsoring programs while including core modules around landscape leadership. We continually update our curricula and develop new courses to address new challenges, reflect the latest in landscape management research, and respond to demand for specific practices or strategies.

We know that for farmers and communities to invest in sustainable land management on a large scale, market conditions must reward good stewardship. So we have focused on building capacity for the local development of market opportunities, particularly eco-standards, payments for ecosystem services, and product market innovations to encourage landscape product diversification. We developed a curriculum that specifically helps communities create these market opportunities. The training module is designed to facilitate a community-engaged process for developing a 'landscape label' that fosters farmer coordination in marketing and sustainable production practices.

A tour of a low-water, sustainable commercial flower growing operation in the Lake Naivasha watershed shows policy makers an opportunity for sustainable economic growth as a result of integrated landscape management.



Creating Leaders for African Landscapes

In 2011 we partnered with Swedbio, COMESA and TerrAfrica to deliver a four-day leadership course for African policy makers. The course, held in the landscape surrounding Lake Naivasha, Kenya, built the knowledge, skills and networks of leaders in government ministries, civic organizations and federations of smallholder farmers from six East African countries.

Participants were selected from a competitive pool of invitees for their ability to influence policy in ways that would lead to integrated investment in agriculture, sustainable land management, and climate change programs to capture synergies.

A field trip anchored the course in the local landscape. The participants saw firsthand many of the issues and innovations at the nexus of climate change, water management and agricultural development in and around Lake Naivasha.

Participants learned to write succinct and influential policy briefs. Country-based groups prepared and shared action plans that specified ways participants could work together to influence policy and practice across sectors within their country and across countries in the region.

Research to Improve Landscape Management

“Our team was impressed by EcoAgriculture Partners’ 2013 work on “Reducing Risk: Landscape approaches to sustainable sourcing.” Now we are working with them to explore how these ideas can be applied in commodity landscapes in East Asia and the constructive roles which government agencies can play in these initiatives.

– Steven Jaffee

**Lead Rural Development Specialist,
East Asia Environment, Social and Rural
Development Unit, World Bank**

EcoAgriculture Partners provides intellectual leadership at the nexus of food, agriculture, economics, climate change, biodiversity, water, and poverty. Our research deepens the understanding, applicability and impact of new technical work by looking specifically at barriers to adoption of best practices and how to get to scale.

Our team uses Participatory Action Research to test landscape innovations directly in local communities, incorporating research feedback into intervention design immediately through collaborative monitoring and management processes. We support analysis of ecosystem service flows, social dynamics and institutional arrangements, map the results, and use these maps directly with community members for landscape planning.

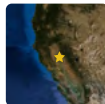
We provide impact assessment and monitoring and evaluation support to integrated agricultural development and conservation programs. We conduct high quality program and project analysis, generating powerful, forward-looking reports that highlight opportunities for improved synergy, collaboration and landscape-scale impact.

We also support governments, donors and community groups with preparatory, place- or policy-focused research to support program design, institutional development, multi-agency collaborations, stakeholder outreach and more.

FARM OF THE FUTURE

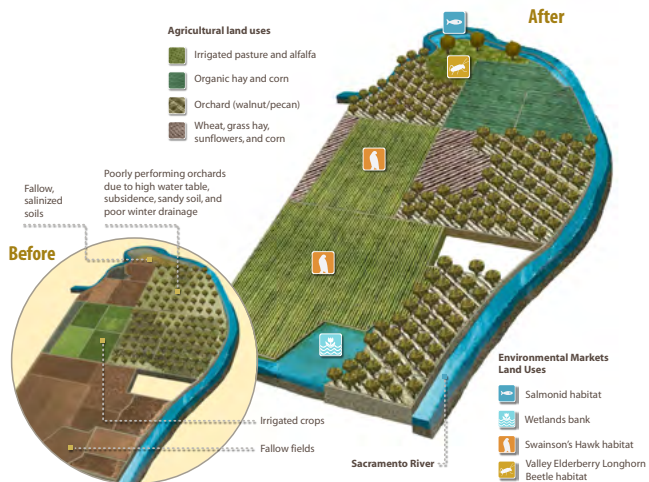
Sacramento River Ranch

Sacramento River Ranch in Northern California integrates habitat banking for threatened and endangered species within a diversified agricultural landscape. State and Federal legislation under the Clean Water Act and the Endangered Species Act provides a framework for developers to offset the destruction of critical habitat by buying credits from private sellers who create and maintain threatened habitat in perpetuity.



Sacramento River Delta

Sacramento River Ranch is located in the Sacramento River Delta Region, which in 2009 was declared by American Rivers to be the nation's most endangered waterway due to water shortages and water quality issues caused by overuse and aging flood control systems. More than 50% of Yolo County is dedicated to agricultural usage, presenting an opportunity to improve water quality and biodiversity through surface water filtration, wetlands creation, and species banking.



River Ranch cultivates more than a thousand acres of cropland including wheat, grass hay, alfalfa, sunflowers, and corn. 1,000 acres of walnut orchards and 672 acres of organic hay crops are farmed. An on-site nursery for native plants is also used in restoration.



119 acres of wetlands at the southern end of River Ranch were created to be maintained as a wetlands bank, which filters irrigation water and provides wildlife habitat. Developers within the Sacramento River Watershed can buy wetlands credits to offset development activities.



838 acres of irrigated pasture and field crops on the property support foraging by Swainson's Hawk. This area generates revenue through agricultural sales and habitat credits sold to developers.



The northern part of the property is managed as 234 acres of riparian habitat for the Valley Elderberry Longhorn Beetle. Credits for endangered species habitat are released for sale in intervals over a five-year period subject to plant survival rates.



River Ranch manages a two mile stretch (96 acres) of naturally occurring floodplain along the Sacramento River as the first Federally approved conservation bank for endangered and threatened salmon and steelhead.

Farm Revenue Sources (Gross), Average 2008-2009

Source	Revenue	Customer
Valley Elderberry Longhorn Beetle credits	40%	Public and private local area developers
Salmonid habitat credits	7%	Private developers, Army Corps of Engineers
Swainson's Hawk habitat	6%	Developers for habitat destruction mitigation
Annual crops and pasture	9%	Various
Nut orchards	21%	Nut shellers
Surface water rights	5%	Farmers or cities south of the Delta
Other (rental income)	12%	Local farmers

Revenue calculations and all financial information provided by the landowners.

2011



Farm of the Future posters were produced by EcoAgriculture Partners with support from the USDA Office of Environmental Markets. Funding was provided through a cooperative agreement with the USDA Natural Resources Conservation Service.



For more information, please contact Wayne White of Wildlands Inc. at wwhite@wildlandsinc.com, the USDA at aem@usda.gov, or EcoAgriculture Partners at info@ecoagriculture.org

Documenting Farms of the Future

EcoAgriculture Partners' Farm of the Future initiative profiled working farms, forests, and ranches participating in environmental markets or receiving payments for ecosystem services in the United States.

The case studies document how five landowners changed their land management practices to provide water quality, wetland conservation, wildlife habitat, and carbon benefits—managing working lands to generate new revenue from ecosystem services as a supplement to traditional income.

EcoAgriculture Partners produced Farm of the Future with support from the United States Department of Agriculture Office of Environmental Markets.

Policy Dialogue and Action

Our years of experience with complex governance issues in land and natural resource management, our reputation as a trusted partner who does not privilege any sector over another, and our skilled facilitation allow us to help create effective, efficient, and agreeable policy solutions.

EcoAgriculture influences the institutional structures and priorities that affect investment in agriculture, conservation, and livelihood security in rural landscapes. We work with partners to improve the national policies, international agreements and mechanisms, trade policies, and market incentives that enable or promote integrated landscape management.

We help civil society organizations working in rural communities influence policy. We arrange meetings, workshops, trainings and other opportunities for local community leaders to discuss and plan landscape-scale solutions with government leaders and donor representatives.

We also work directly with government leaders at national and sub-national levels to align natural resource management efforts spread across multiple agencies, ministries or departments. Policy makers in agriculture, environment, water, energy, health and rural development need more opportunities for dialogue with one another about how to align their strategies and address areas of conflict. We create and facilitate those opportunities.

Our years of experience with complex governance issues, our reputation as a trusted partner who does not privilege any particular sector over another, and our skilled facilitation, allow us to help create effective, efficient, and agreeable policy solutions.

High-level African policy makers discuss policy integration in Africa while enjoying historic Como, Italy.

Connecting and Engaging High-Level African Policy Makers

In 2010 EcoAgriculture Partners convened, in partnership with WWF and the UN Foundation, the “Dialogue Towards a Shared Action Framework for Agriculture, Food Security and Climate Change in Africa” at the Rockefeller Foundation’s Bellagio Center in Como, Italy.

Participants included Dr. Ibrahim Mayaki, former Prime Minister of the Republic of Niger and CEO of the NEPAD Agency; the Hon. Coulibaly Sangafowa, Minister of Agriculture of Cote d’Ivoire; and senior leaders from Unilever Corp, Mars Corp, Lloyd’s Bank, the Kofi Annan Foundation, the Global Donor Platform for Rural Development, the Howard G. Buffett Foundation, the African Development Bank, COMESA, the United Nations Environment Program, CSIR-Ghana, the Farmers’ Union of Malawi, and the Dutch Sustainable Trade Initiative.

Discussions were frank and realistic. They regularly recalled examples of policy models for integration that have already been tested in different parts of the continent. The group committed to collaborate in concrete follow-up actions at African regional and national levels.

Support Institutional Strategic Planning

Thanks to our decade of experience and continued intellectual leadership with the landscape approach, we are increasingly brought in by international organizations for guidance with institutional restructuring, program design or strategic planning related to integration of agriculture, environment and development. We also work directly with government leaders to align efforts at natural resource management spread across multiple agencies, ministries or departments to better address complex, multi-sector problems.

Our highly regarded program and situational analysis provides the backbone for effective strategic planning. This powerful, forward-looking research brings to light opportunities for improved synergy, collaboration and landscape-scale impact.

We pair this strong foundation in contextual analysis with facilitated stakeholder dialogue to shape ambitious and inspirational, yet achievable and measurable, plans.

Our work in this area covers a broad range of organizations and contexts. For instance, we recently supported program evaluation and design for an international food aid organization in the Horn of Africa, helped design a multi-year collaboration between international poverty and conservation organizations and worked with the government of Tanzania to create a comprehensive agricultural development plan (see example on facing page).

Agriculture Green Growth in Tanzania has to take into account some very large biodiversity concerns.



The Greenprint for Agriculture Green Growth in Southern Tanzania

In a region of nearly 300,000 km² with enormous agricultural potential, but also some of the most valued biodiversity in Africa, sustainable agricultural development is critically important. We partnered with the government of Tanzania to plan for success.

We led an 18-month collaborative research and learning process to develop a strategy for agriculture green growth in the region. We engaged more than 150 leaders and innovators in the corridor in field visits, interviews and an Agriculture Green Growth Leaders Workshop. The process was the first to bring together leaders at local and national levels and across the priority micro-regions in the corridor to reveal opportunities for investment and discuss what needs to happen to facilitate agricultural development that is supported by public, private and civic sector investment partners.

Our strategy will help steer more than US\$3 billion of anticipated agricultural investment towards innovative agricultural systems and practices. It highlights opportunities to support smallholder farmers, who represent 70% of the corridor's population, as well as strategies to develop, test, and promote innovations and to partner effectively with investors.

Communication and Knowledge Sharing for Impact

We use social media tools to connect landscape practitioners, researchers, and journalists to the events, research, examples, people, and political developments that matter most to the future of sustainable land management.

 [@ecoagpartners](https://twitter.com/ecoagpartners)

 facebook.com/ecoagpartners

We continually connect researchers, landscape managers, policy makers, financiers and donors with the information and analysis they need to make just, effective and strategic decisions.

We use a wide variety of tools and activities to connect innovators both North-South and South-South. Through our websites, social media, blog, and our listserv, which reaches more than 7000 professionals in more than 100 countries, we persuasively illustrate the benefits of integrated landscape management and stimulate conversations about the approach.

Meanwhile, we recognize the value of well-facilitated, well-organized convenings of experts and practitioners, both online and in-person. We are a go-to partner for conference program and agenda development, field trip organization and planning, and targeted participant invitation, three keys to highly productive convenings.

We have organized or co-organized international conferences that sparked policy progress, set research agendas, streamlined funding priorities. Our work does not end when the conference closes: we are adept at turning the content of the dialogue into inspiring declarations, action plans and workshop reports.



*EcoAgriculture president Sara J. Scherr
delivers the opening plenary at the 2013
Global Landscapes Forum.*



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