

PILOT REVIEW | JUNE 2026

Farming Smart Model Villages

From promising pilot to repeatable practice

A thought-leadership brief on institutions, enterprise, productive assets and climate-risk tools in Rangpur.

Funded by Standard Chartered Bank

Implemented by Sustainable Agriculture Foundation Bangladesh

Pilot phase: Jul-Dec 2024 | Follow-up evidence through Mar 2026



Hybrid solar irrigation | SAF FSMV project documentation

Promising operating signals. Not yet scale proof.

The pilot established institutions and mobilized activity; the next phase must test durability and commercial discipline.

2

registered CoEs

Local governance and shared-service anchors.

3,500

reported reach

Official implementer outreach figure; not an audited sustained-beneficiary count.

BDT 2.86m

local co-investment

Provisional, unaudited project ledger.

22 + 20

women producers

Supported cohort plus reported self-financed replicators.

WHAT REMAINS UNRESOLVED

- **Asset sustainability**

User fees have not yet proven they can fund repairs, depreciation and replacement.

- **Bankability**

Digital ledgers have not yet been accepted within a regulated underwriting process.

- **Household outcomes**

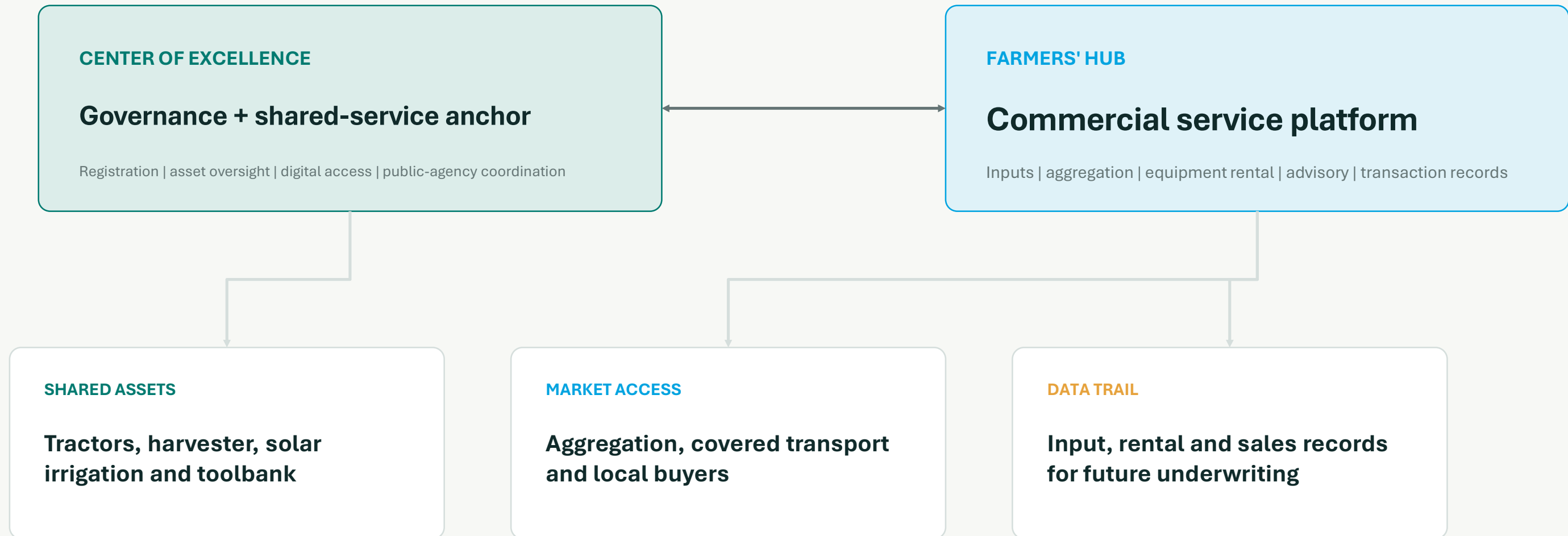
Income, migration and climate-loss effects require longitudinal assessment.

PHASE II DECISION

Validate before scale-up.

Governance and commerce are designed to reinforce each other.

The CoE holds the institutional role; the Farmers' Hub organizes market-facing services.



The model's promise lies in coordination. Its risk lies in whether fees, governance and demand persist after subsidy.

The infrastructure is visible. The operating discipline is the real innovation.

01

Institution

Give a local entity the mandate to coordinate services and assets.

02

Enterprise

Build aggregation, rental and advisory services around real demand.

03

Co-investment

Use beneficiary contribution as a test of value and ownership.

04

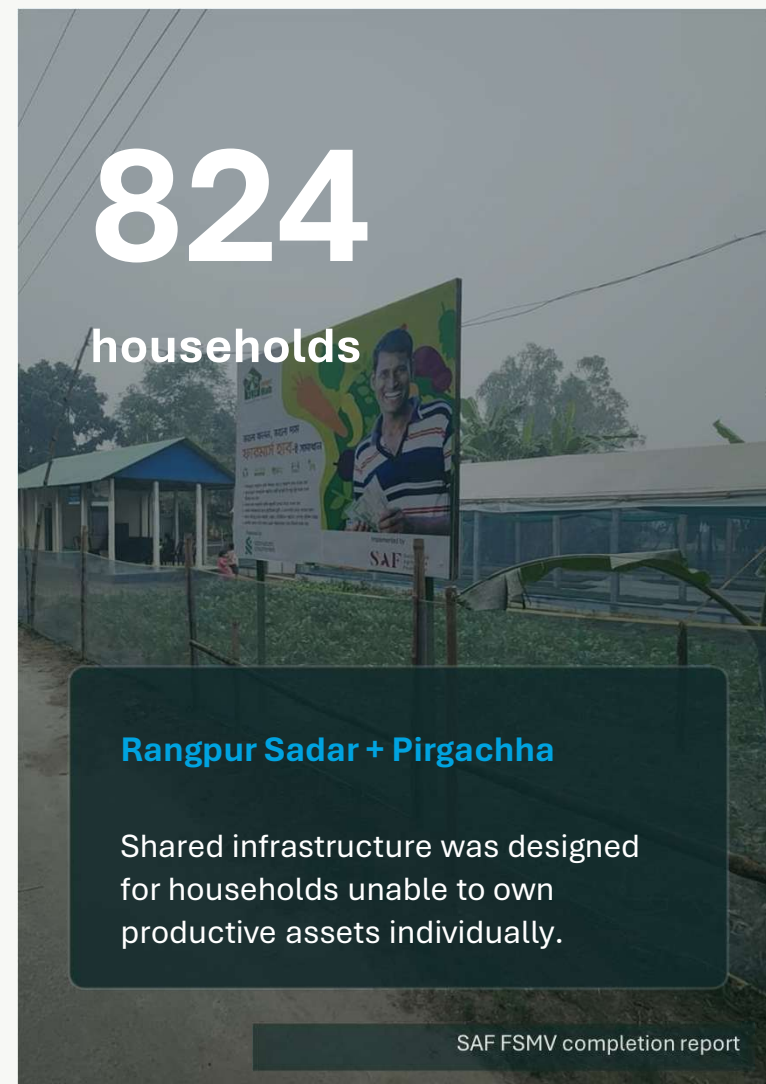
Validation

Treat outputs as signals until economics and outcomes endure.

STARTING CONDITIONS

The pilot began with thin margins and limited mechanization.

Project-reported baseline figures describe the design problem; they have not been independently reviewed.



0.34 ha

cultivable holding

BDT 11.8k

median net monthly income

48%

input cost / gross crop revenue

<3%

mechanization adoption

89%

intermediary-dependent sales

74%

reported climate-shock exposure

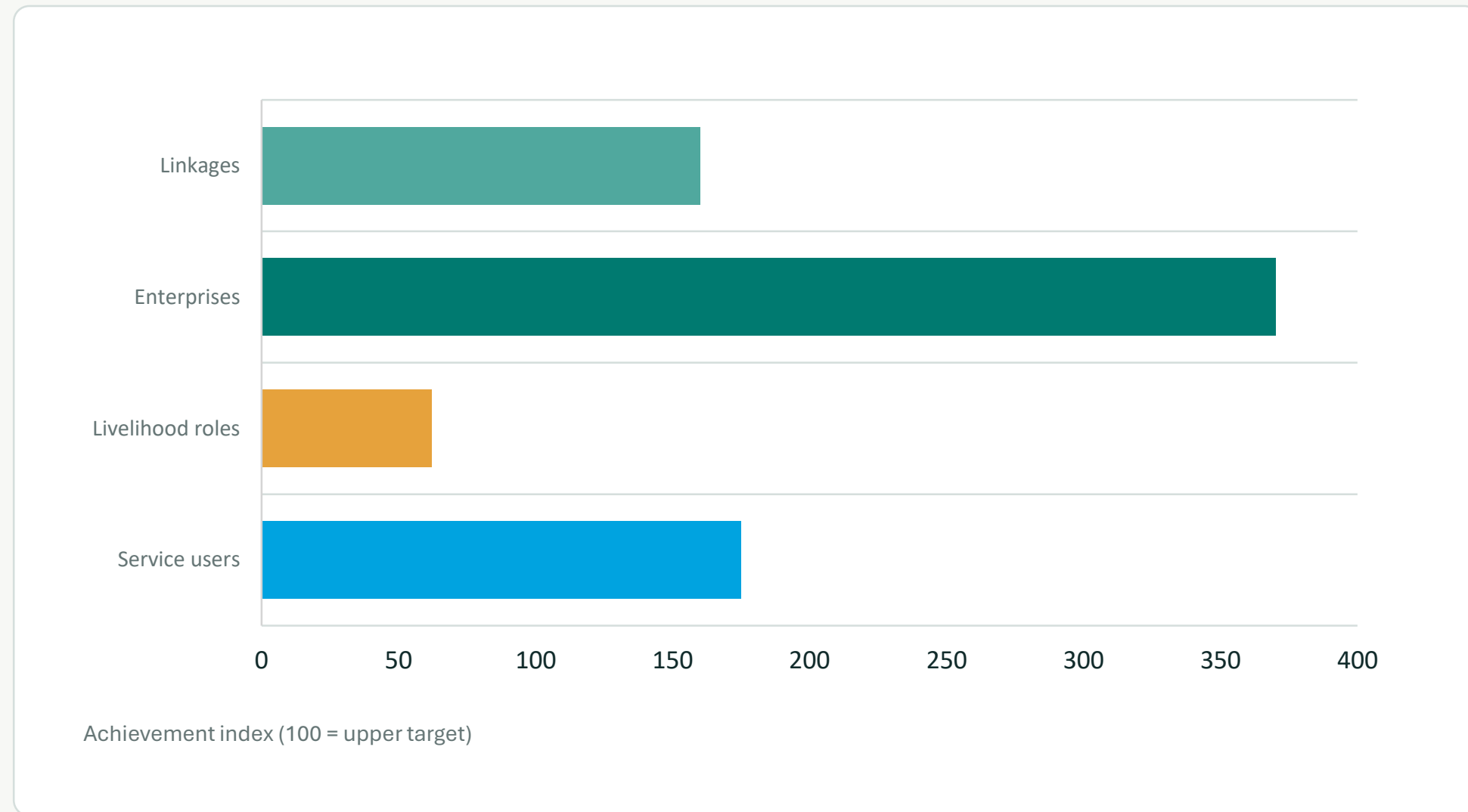
DESIGN IMPLICATION

Shared access matters because individual ownership is difficult. Market coordination matters because production gains alone do not improve bargaining power.

REPORTED OUTPUTS

Reach and enterprise outputs exceeded the upper end of pilot targets.

Achievement is shown against the upper bound of each target range; it is not an impact score.



3,500 vs 2,000 upper reach target

62 vs 100 upper roles target

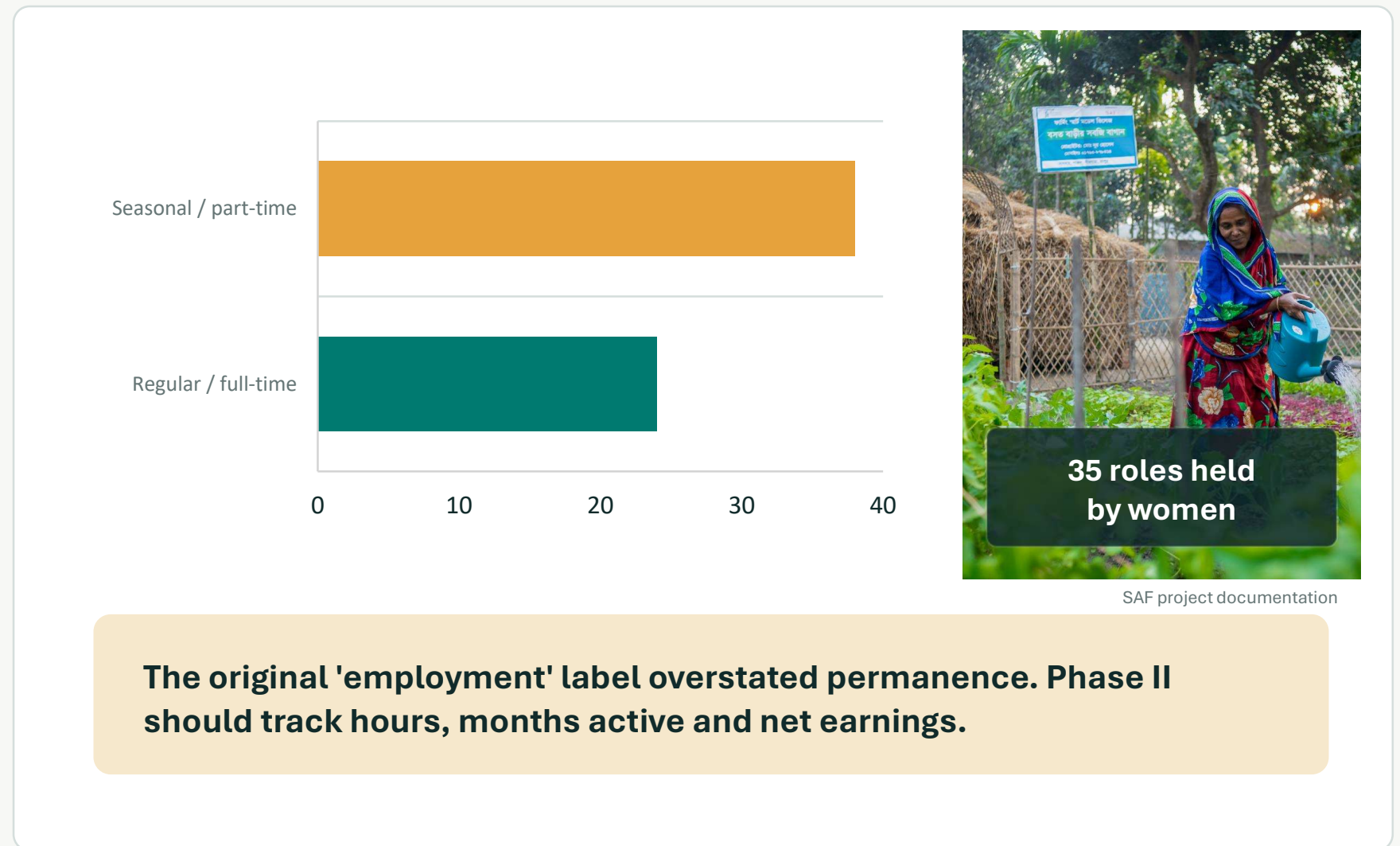
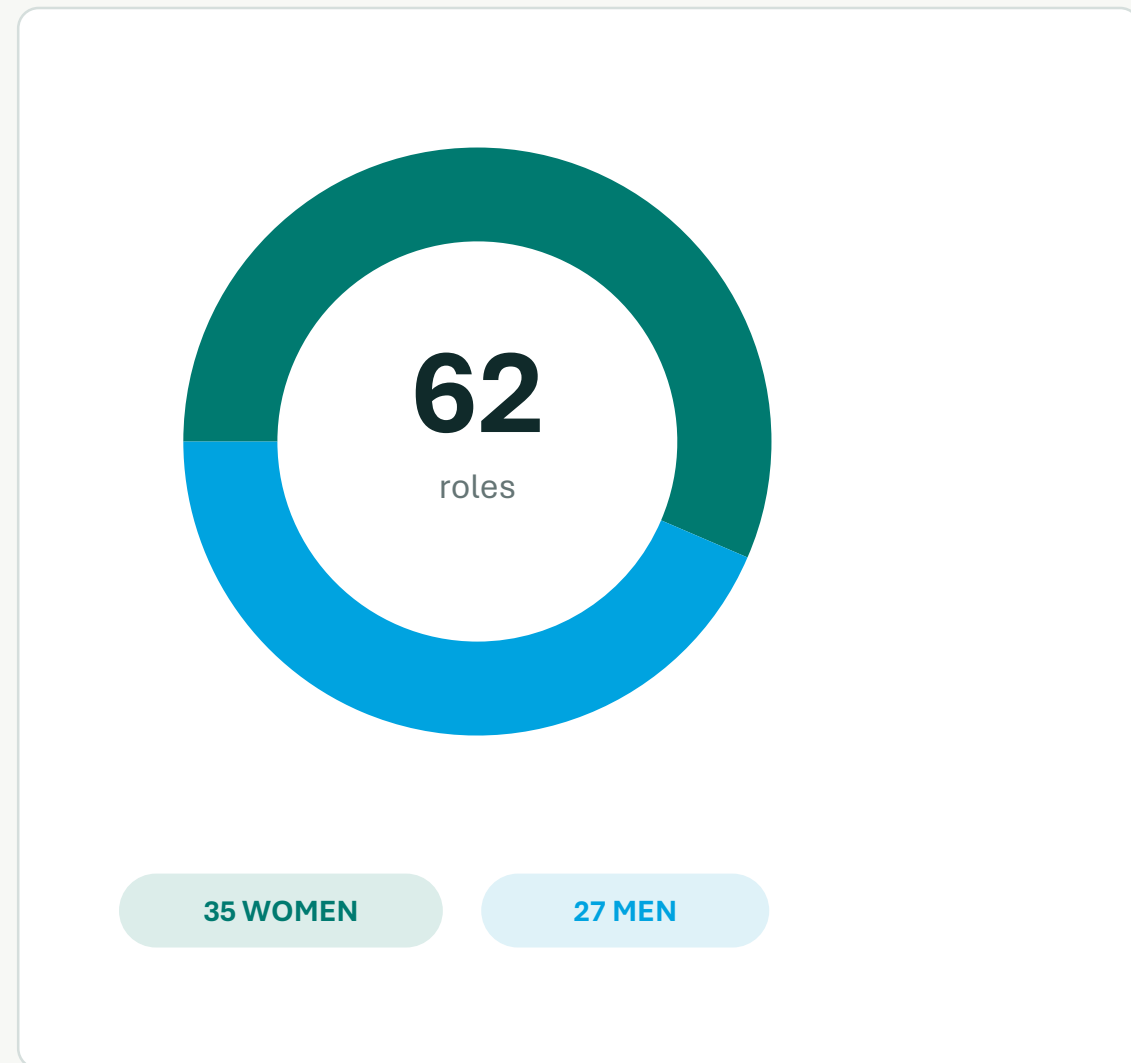
37 vs 10 upper enterprise target

16 vs 10 linkage target

Reported by implementer

Most reported roles were seasonal or part-time.

The employment figure should be read as livelihood activity, not 62 permanent jobs.



Best practice: build the buyer into the intervention.

Aggregation expanded sourcing and sales; accounts remain self-reported and unaudited.



Vermicompost producer | SAF project documentation

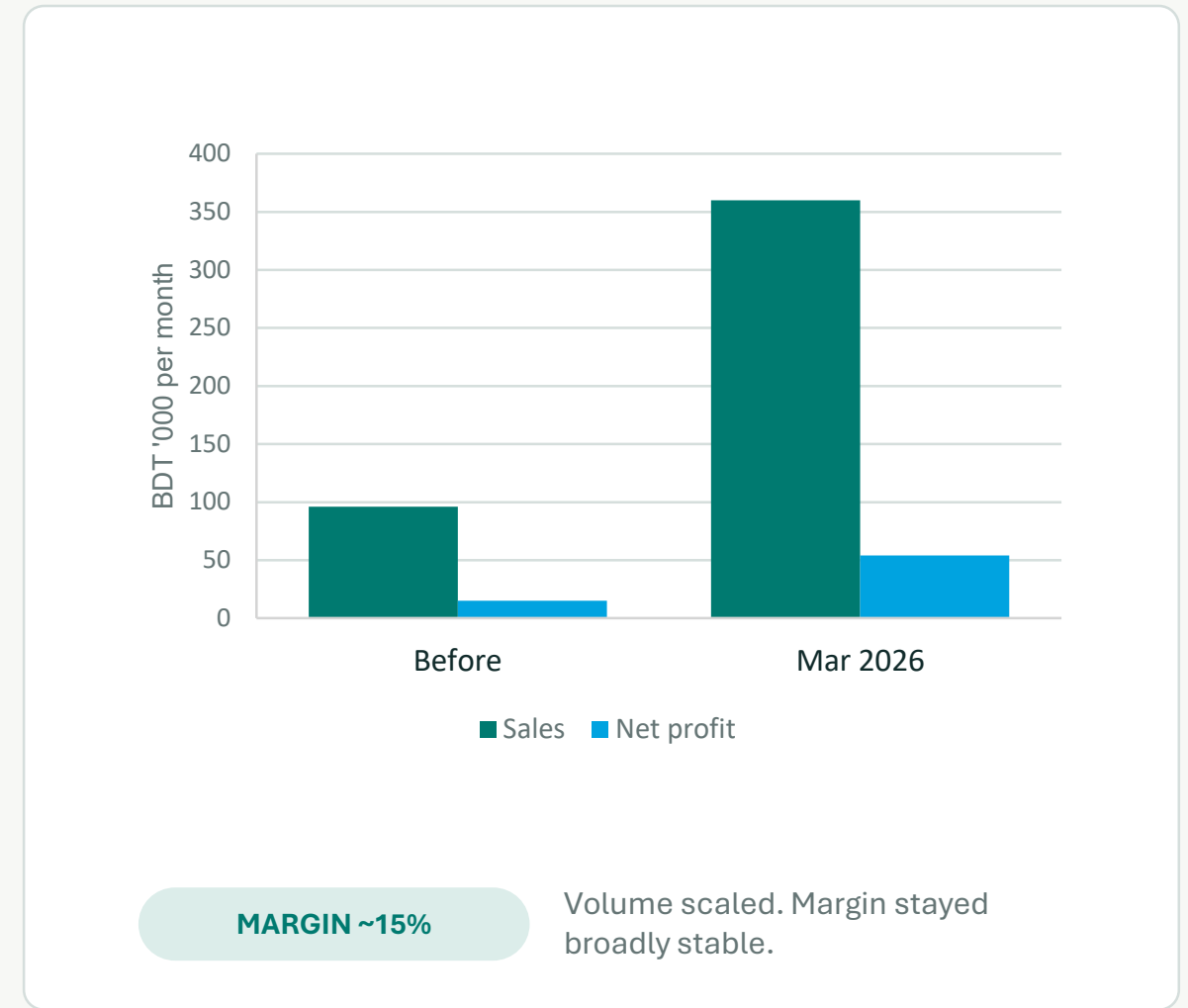


SAF project documentation

PRODUCER ECONOMICS

BDT 8-9k
reported gross monthly sales

Net est. BDT 5.5-6.2k



LEARNING CASE

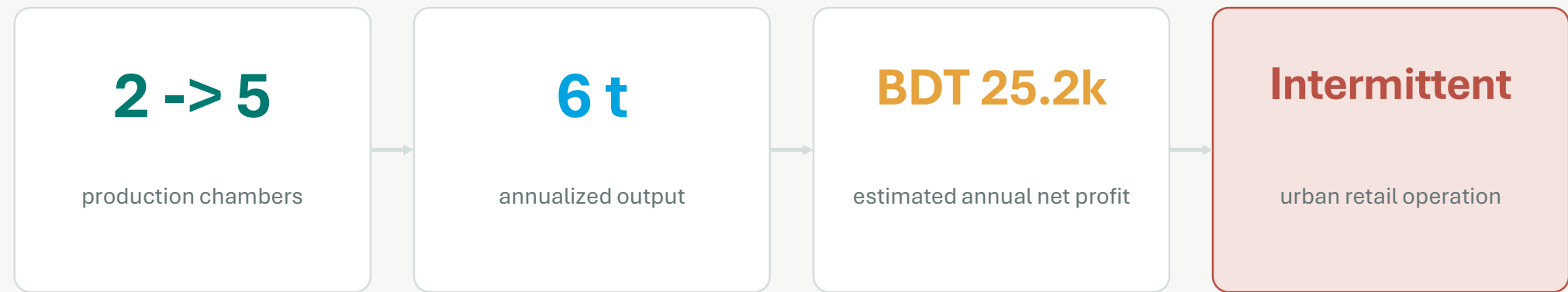
Credible practice publishes the constraint, not only the success.

The returned-migrant case reveals a market-utilization constraint that a scale story could easily hide.



A useful case study shows the livelihood limit as clearly as the production gain.

Case-study image | SAF completion report



THE SIGNAL

Production capacity expanded, but output and demand did not rise proportionately.

PHASE II TEST

- Capacity utilization
- Working capital
- Repeat urban demand

Best practice: use co-investment to test value and ownership.

The leverage is promising; utilization, maintenance and ownership discipline remain untested.

BDT 6.785m

total reported asset value

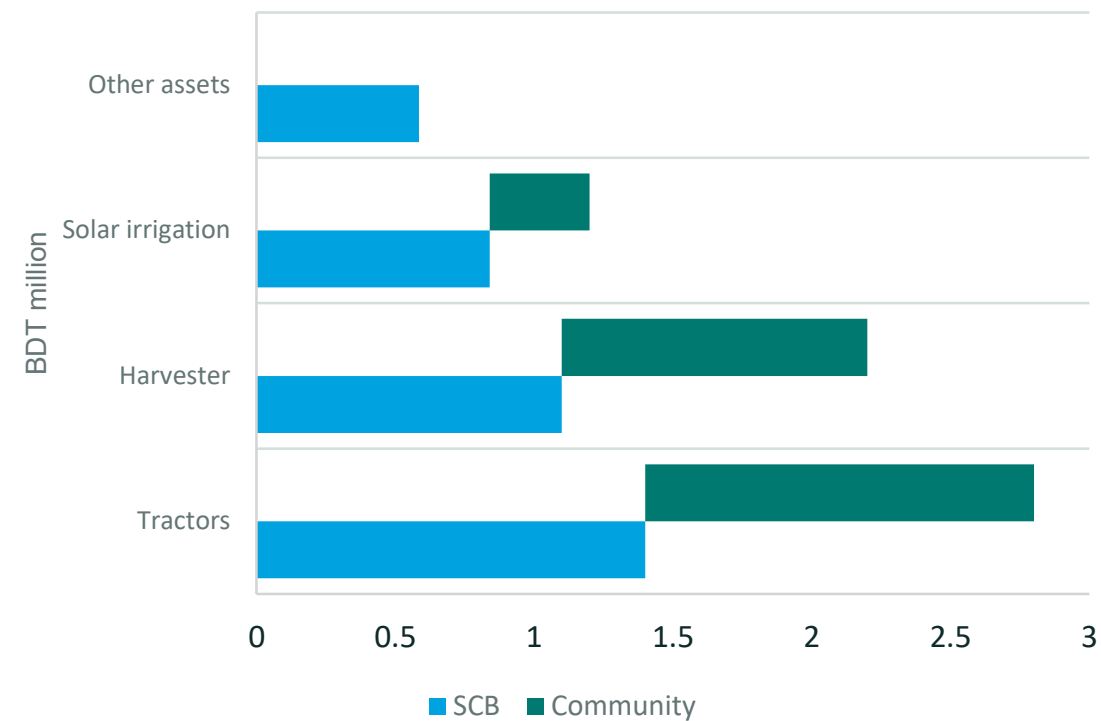
BDT 3.925m

SCB allocation

BDT 2.86m

community / beneficiary

0.73 : 1 LEVERAGE



Other assets include mini-tillers, cool chambers and covered cargo units.



Contribution is the starting test. Utilization and maintenance are the real tests.

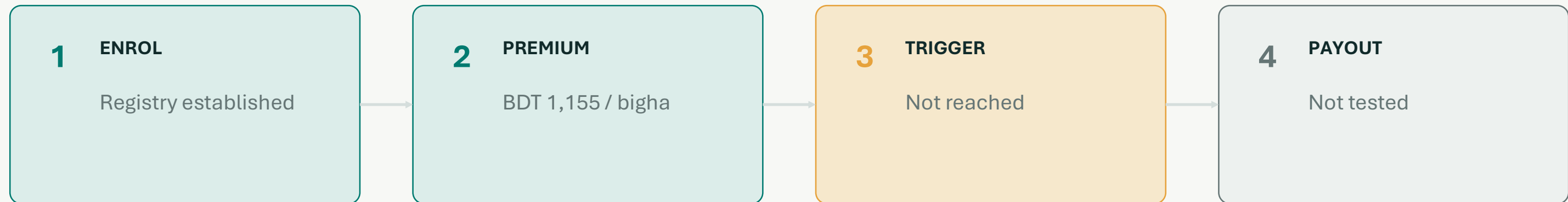
Mini-tiller demonstration | SAF completion report

Best practice tests the full risk mechanism, not enrolment alone.

No index trigger means no evidence yet on claims processing, payout speed or farm-level basis risk.



POLICY FLOW



Basis risk remains central: regional weather can diverge from loss on an individual farm.

SCALE-READINESS

Operational signals are strong. Financial evidence is not.

Formation and uptake are visible; sustainability and attribution are not.

PROMISING SIGNALS

● Institutional formation

Two registered local entities coordinate services and shared assets.

● Aggregation-led enterprise

The vermicompost network expanded and the aggregator scaled sales.

● Cost-sharing acceptance

The ledger records BDT 2.86m in community and beneficiary contributions.

WHAT REMAINS UNPROVEN

● Asset maintenance

No multi-year evidence that fees cover downtime, repairs and replacement.

● Bankability

No lending approval, repayment or portfolio-performance record.

● Outcome attribution

No causal evidence yet on income, migration or climate-loss recovery.

SOIL-TESTING DELIVERY

200 cards distributed

400 still outstanding

33%

67% outstanding

Best practice scales through gates, not enthusiasm.

Wider replication should be conditional on six evidence tests.

01 Asset sustainability

Four quarters of utilization and fee collection; O&M covered; reserve policy in place.

02 Enterprise viability

Positive net income across four consecutive reporting quarters.

03 Financial inclusion

A regulated institution tests ledger-based underwriting and repayment.

04 Insurance performance

Index triggers compared with observed farm-level losses.

05 Institutional governance

Audited accounts, ownership records, fee schedules and grievance process.

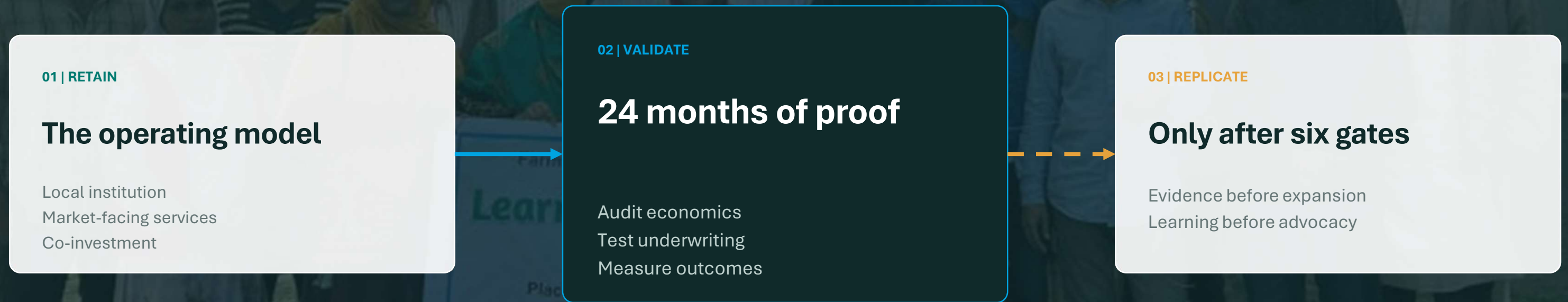
06 Data protection

Explicit consent, defined ownership, access controls and sharing limits.

Pass all six before wider replication.

Proceed to validation. Disseminate the practice, not the claim.

The pilot generated a model worth testing, documenting and improving before wider replication.



Evidence: SAF FSMV project page, factsheet and completion report; TBS; Daily Sun; project records and enterprise accounts.