Key messages:
• Investment in forage development and adaptation can take mature technology to wide-scale dissemination
• Public and private investment is needed to reach a large number of farmers
• Barriers to adoption include the nature of forage technologies, market forces, farmers’ characteristics and institutions

Objectives and approach:
• Despite research and development investments in improved forage technologies to alleviate feed constraints, wide-scale adoption is lacking.
• The objective of this study was to assess the adoption potential of tested forage technologies.
• Methods included a semi-structured questionnaire survey, structured field observations, a literature review, and a multi-stakeholder workshop using qualitative participatory expert-based assessment.

Key results I:
Literature identified four major factors constraining forage adoption:
1) The nature of forage technologies (availability of planting material, growth behavior, drought resistance, knowledge);
2) Market forces (milk prices, milk collection, market linkages);
3) Farmers characteristics (income, land availability, education, access to information, age, gender, risk aversion);
4) Institutional determinants (extension services, quality of extension, loan and credit availability).

Key results II:
The multi-stakeholder workshop revealed the following:
• The lack of off-farm income opportunities leads to low labor value, especially in dry season, so labor-saving technologies such as forage cultivation are not favored;
• These technologies have matured; now massive upscaling of forage technologies is needed
• This includes mass communication, support from the local administration, and improved access to the milk value chain, to raise awareness among farmers.

Opportunities for inclusive investment and scaling:
• Wide-scale training of extension officers in Usumbura highlands is required to reach a large number of farmers
• Organization of community-based production of planting material is needed
• Investment in communication campaigns e.g. through the radio