



Panafrican farmers' organization  
Organisation panafricaine des agriculteurs  
المنظمة الإفريقية للفلاحين



# MANAGING FARMERS KNOWLEDGE

## GOOD AND PROMISING PRACTICES FROM THE

### FO4ACP GLOBAL KNOWLEDGE MANAGEMENT EVENT 2023

"SHARING THE KNOWLEDGE THAT MAKES US STRONGER "

**16 - 18 MAY 2023**

**PAFO SECRETARIAT**



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Dear Farmers, Partners, and Friends,

As President of PAFO, I am pleased to present a document that reflects our commitment to agricultural progress and knowledge sharing.

This document focuses on Knowledge Management and reflects successful experiences of Farmers' Organizations worldwide. It is the outcome of the implementation of the Farmers' Organizations in African, Caribbean and Pacific Countries (FO4ACP/OPenACP) program, financed by the European Union, the Organization of African of African, Caribbean and Pacific states (OACPS), and International Fund for Agricultural Development (IFAD).

The program is being implemented in over 70 countries, benefiting more than 52 million small farmers. International partnership is crucial for the development of the agricultural sector. It allows for the sharing of knowledge, resources, and perspectives between farming communities and international organizations.

Cooperation on an international level is essential to achieving our shared mission of strengthening the capacities of smallholders and contributing to the sustainable development of farming communities.

This document showcases success stories that demonstrate the power of collaboration, innovation, and mutual learning experiences made possible through the intervention of the FO4ACP program.

This document is not merely a collection of good practices but a testament to the dedication of Farmers' Organizations towards transforming agriculture and establishing a sustainable and resilient food system. It showcases our successes as farmers' organizations and inspires others to adopt similar practices and thereby contribute to the prosperity of our communities.

PAFO would like to express its gratitude to our farmers and farmers' organizations, as well as our partners FO4ACP, EU, OACPS, and IFAD for their support and assistance and making the publication of this compendium possible.

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# ACRONYMS

<b>ACT</b>	Agricultural Council of Tanzania
<b>AHA</b>	Andreas Hermes Akademie, Germany
<b>ANAP</b>	National Association of Professional Beekeepers of Algeria
<b>AUSCOOP</b>	The OHADA Uniform Act relating to the law of cooperative societies
<b>BMI</b>	Body Mass Index
<b>BNR</b>	Central Bank of Rwanda
<b>CA</b>	Conservation Agriculture
<b>CAR</b>	Central African Republic
<b>CCPSM</b>	Communal Cooperative of Commercial Seed Producers
<b>CCSSP</b>	Communal Cooperative of Safe Seed Producers of N'Dali
<b>CLAC</b>	Latin American and Caribbean Network of Fair-Trade Small Producers and Worker
<b>CNOP-CAF</b>	Concertation Nationale des Organisations Paysannes de Centrafrique
<b>CNOP-CAM</b>	Concertation Nationale des Organisations Paysannes au Cameroun
<b>CPF</b>	Cooperative of Progress and Finance
<b>CSA</b>	Climate Smart Agriculture
<b>EAFF</b>	Eastern African Farmers Federation
<b>ESNAU</b>	Eswatini National Agriculture Union
<b>EU</b>	European Union
<b>FFO</b>	Family Farm Observer
<b>FAO</b>	Food and Agriculture Organization of the United Nations
<b>FEGPAB</b>	Federation of Associated Groups of Baol Farmers of Senegal
<b>FIFATA</b>	Fikambanana fampivoarana ny tantsaha or association for the progress of farmers
<b>FNPS-B</b>	National Federation of Seed Producers of Benin
<b>FO</b>	Farmers Organization
<b>FO4ACP</b>	Farmers Organizations for Africa, Caribbean and the Pacific
<b>FUPRORIZ-HG</b>	Federation of Unions of Rice Producers of Upper Guinea
<b>GFRI</b>	Ghana Food Research Institute
<b>GHGs</b>	GreenHouse Gases
<b>IFAD</b>	International Fund for Agricultural Development
<b>INGABO</b>	INGABO Syndicate: is a farmers' organization officially recognized
<b>KALRO</b>	Kenya Agricultural and Livestock Research Organization
<b>KAOP</b>	Kenya Agricultural Observatory Platform
<b>KENAFF</b>	Kenya National Farmers Federation

<b>KMS</b>	The Kiese Mingui Service Group, Brazzaville, Republic of Congo
<b>NADO</b>	Njombe Agriculture Development Organization
<b>NSA</b>	Non-State Actors
<b>OACPS</b>	Organization of African, Caribbean and Pacific States
<b>ODK</b>	Open Data Kit
<b>OHADA</b>	The Organization for the Harmonization of Business Law in Africa
<b>PAFO</b>	Pan African Farmers Organization
<b>PCCF</b>	Peanut Producers' Consultation Framework of Senegal
<b>PFO</b>	Pacific Farmers' Organization
<b>PIFON</b>	Pacific Islands Farmers' Organization Network
<b>PRAUTAO</b>	Movement for the Promotion of Peasant Associations of Burundi
<b>PROCASUR</b>	A global organization specialized in harvesting and scaling up home grown Innovations.
<b>PROPAC</b>	Regional Platform of Farmers' Organizations of Central Africa
<b>RENACA</b>	National Network of Self-Managed Village Savings and Credit Banks, Benin
<b>ROPFA</b>	Réseau des Organisations Paysannes et de Producteurs de l'Afrique de l'Ouest
<b>SACAR</b>	Joint Secretariat of Agricultural Trade Associations
<b>SACAU</b>	Southern African Confederation of Agricultural Unions
<b>SDGs</b>	Sustainable Development Goals
<b>SFOAP</b>	Support to Farmers' Organizations in Africa Program
<b>SPSS</b>	Statistical Package for the Social Sciences
<b>SRI</b>	System of Rice Intensification
<b>UGPM</b>	Union of Producers' Groups of Meckhé (UGPM), Senegal
<b>UMA</b>	Moroccan Union of Agriculture
<b>UMNAGRI</b>	Maghrebian and North African Farmers Union
<b>UN</b>	United Nations
<b>UNICEF</b>	United Nations International Children's Emergency Fund
<b>USSD</b>	Unstructured Supplementary Service Data (Kenya)
<b>VSCA</b>	Village Savings and Credit Associations
<b>WRC</b>	Warehouse Receipt Council, Kenya
<b>ZCP</b>	Zamuka Cassava Product

# ACKNOWLEDGEMENTS

This report was Commissioned out by PAFO and the staff at Secretariat, in Kigali provided guidance throughout the process and shared valuable information that enabled a meaningful analysis. All Farmers' Organizations in Africa, Pacific and Caraibe, implementing the FO4ACP Program, as well as AgriCord, FAO and Procasur, provided valuable inputs and information.

PAFO sincerely acknowledges all the inputs and contributions received to produce this document. We are especially, grateful to the Farmers' Organization from Africa, Pacific and Caribbean, for all the provided information and contribution at the FO4ACP global knowledge management event, held in Kigali, to present successful experiences.



AGRICORD



Procasur  
Harvesting Innovations, Spreading Opportunities

Our appreciation also goes to the Organization of African, Caribbean and Pacific States (OACPS), the European Union (EU) and the International Fund for Agricultural Development (IFAD), who made this document possible, thanks to the FO4ACP program.



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# FOREWORD

The agrifood systems are encountering intricate and unparalleled challenges. These range from feeding an expanding global population to tackling the effects of climate change. To address these challenges, innovative solutions that use fewer resources and improve people's livelihoods while ensuring that no one is "left behind" are necessary.

The Pan African Farmers' Organization (PAFO) with the support of IFAD organized the FO4ACP Global Management Event in Kigali, Rwanda from 16th to 18th of May 2023. The event aimed to exchange good and scalable practices among the FO4ACP implementing partners, learn from others' experiences, showcase successful stories and create networking opportunities across continents. The Asian Farmers' Association (AFA) also participated in the event, sharing their experiences from the FO4ACP sister program FO4A, which was implemented in Asia. The FO4ACP Global KM Event was made possible by the financial contributions of the European Union, OACPS, and IFAD.

This document continues the knowledge management processes for collecting, processing, storing, and disseminating data from the FO4ACP program implementation. It aims to record the experiences shared at the FO4ACP Global Knowledge Management Event, and make them accessible to wider audiences.

The stories presented here demonstrate how farmers' organizations innovate and apply practices and technologies to address challenges in the agriculture sector, such as improving yields, reducing the use of harmful chemicals, and increasing resilience to climate change and access to finance and markets. These stories discuss innovations in agri-food systems, including technological, institutional, social, and policy innovations. They analyze the factors that contribute to success, particularly the necessary capacities for innovation to add value in the community or value chain.

These success stories cover diverse and interesting themes for farmers, such as access to finance, business planning and implementation, climate change and resilience, agroecology, policy engagement and advocacy, and inclusive approaches in FO4ACP.

They demonstrate how innovative practices have led to tangible benefits for farmers, communities, and the environment. To find inspiration, consider reading about innovation stories from various countries in Africa, the Caribbean, and the Pacific Islands.



# INTRODUCTION

With the support of IFAD, the FO4ACP Knowledge Management Event was organized and hosted by the Pan African Farmers' Organization (PAFO), a key partner of the FO4ACP Program, at the Lemigo Hotel in Kigali, Rwanda from May 16th to 18th, 2023. The event took place about one year after the Mid-Term Review of the program, that took stock of what was done and shared experiences and good and promising practices among the farmers' organizations involved in the implementation of the program. The theme of the event was "Sharing the knowledge that makes us stronger".

The main objective was to exchange good and promising practices among the FO4ACP implementing partners, to learn how others have improved the effectiveness and quality of their work, as well as creating opportunities for networking. by linking of ideas. A total of 91 participants attended the event in person, including 30 women and 31 youth, while an additional 180 online participants. Participants came from across the world and included FO4ACP partners and friends, PAFO partners, and other important stakeholders.

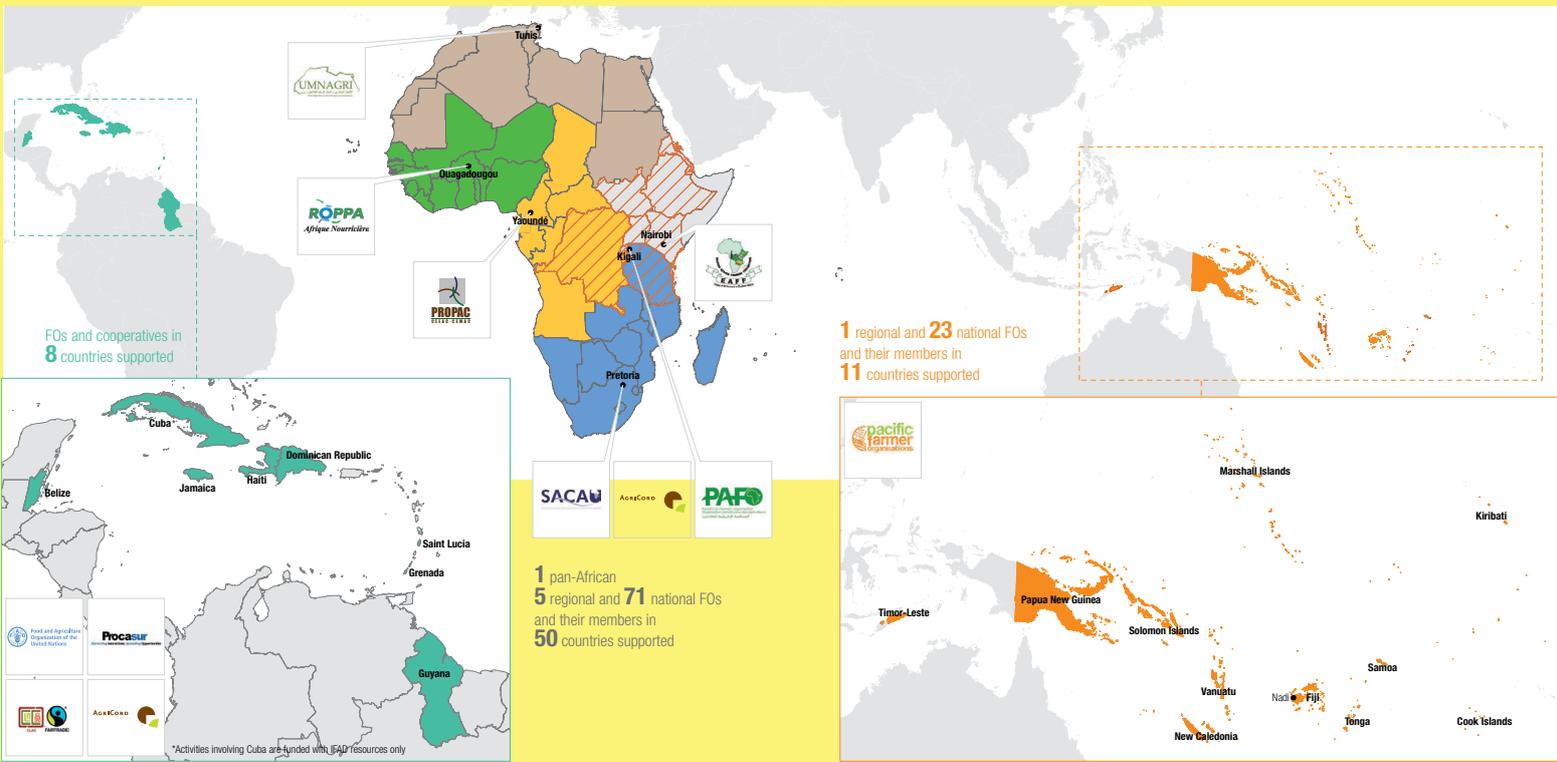
The event saw representation from 34 countries and was officially opened by a representative from the Ministry of Agriculture and Animal Resources in Rwanda. The event lasted for two and a half days and featured discussions on a variety of topics in different formats such as panel discussions, round tables, PowerPoint presentations, workshops and an interactive marketplace.

The event was a buzzing, interactive and collaborative workspace with lively discussions and practical demonstrations that focused on six key thematic areas, identified during the Mid-Term Review of the FO4ACP Program and discussions with the farmers' organizations involved in the implementation of the program: (i) Access to finance; (ii) Services to members and business plans and their implementation; (iii) Climate change and resilience, (iv) Agroecology; (v) Policy Engagement and Advocacy, including data collection for informed decisions and (vi) Inclusive approaches in FO4ACP activities. A total of 41 case studies were collected in preparation of the event, of which 29 were presented or discussed during the sessions and 12 were showcased in the marketplace.

This document is part of the knowledge management process for collecting, processing, storing, and distributing data to make it accessible.

We hope that the documented experiences and practices will inspire you to improve your effectiveness in agriculture.

[MORE DETAILS ON THE EVENT](#)  
[FULL HIGHLIGHT VIDEO](#)



# EVENT ORGANIZERS



PAFO was created in October 2010 in Malawi by its constituent assembly under the sponsorship of the African Union. This constitutive assembly was the culmination of a process begun several years ago in collaboration with the five regional networks of Farmers' Organizations: East African Farmers Organization (EAFF); the Regional Platform of farmer's organizations from Central Africa (PROPAC); the Network of farmers Organization and Agricultural Producers of West Africa (ROPPA); the Southern African Confederation of Agricultural Unions (SACAU) and the Maghreb and North African Union of Farmers (UMNAGRI).



PAFO is registered in Rwanda as an international non-governmental organization and is certified by the Rwanda Governing Board to legally operate and establish its headquarters in Rwanda under number 001/RGB/19. PAFO is recognized as the voice of African Farmers and representative body of African Farmers organizations at the highest continental level.

PAFO brings the voice of tens of millions of African farmers integrated into 73 national organizations, unions, federations, cooperatives, associations, etc, present in more than 50 African countries, and united in five regional networks operating at the heart of African agriculture.

PAFO's main objective is to effectively engage members in advocacy with policy makers and technical and financial partners and to promote their participation in the formulation and implementation of development policies and programs that affect agriculture and rural development in Africa.

[FOR MORE INFORMATION](#)



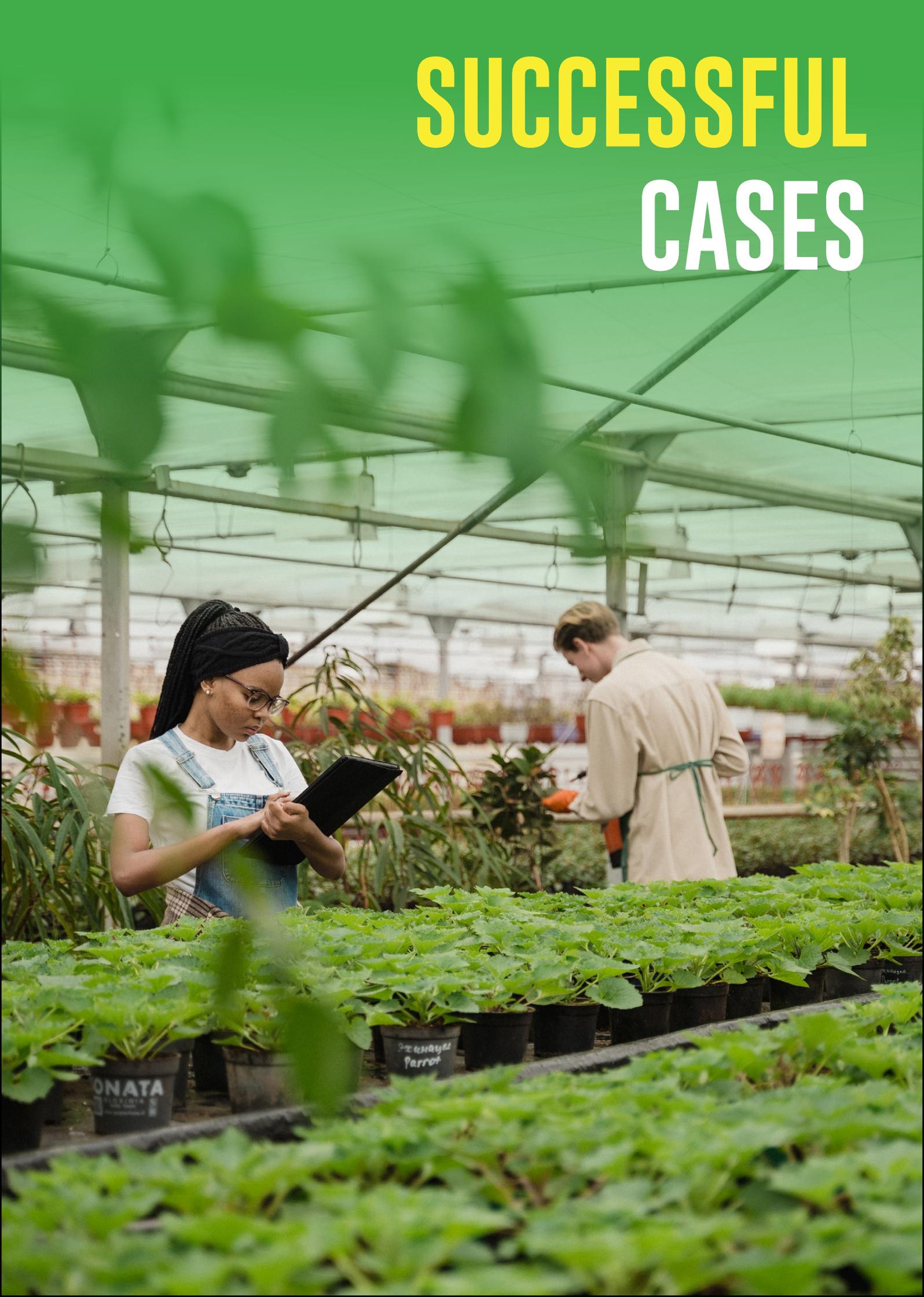
**The Farmers' Organizations for Africa, Caribbean and Pacific (FO4ACP) program** aims to increase the incomes and improve the livelihoods, food and nutrition security, and safety of organized smallholders and family farmers in African, Caribbean and Pacific countries by strengthening regional, national and **local Farmers' Organizations**.

The program is implemented by six regional farmers' organizations, **the Panafrican farmers Organization (PAFO), AgriCord and the FAO Regional Office for Latin America and the Caribbean**, working closely with national farmers' organizations, agri-agencies and implementing partners in some 70 countries, for the benefit of more than 52 million smallholder farmers. It focuses on the provision of economic services, advocacy activities and the institutional development of farmers' organizations.

The program is funded by **the European Union (EU), the Organization of African, Caribbean and Pacific States (OACPS) and the International Fund for Agricultural Development (IFAD)**.



# SUCCESSFUL CASES





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# ACCESS TO FINANCE



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# ACCESS TO FINANCE

The agricultural sector presents a significant challenge for commercial financial institutions due to its fragile, vulnerable, and unpredictable nature. Farmers face obstacles in accessing financing due to a lack of precise information, limited understanding of financial products, and insufficient financial knowledge. To overcome these challenges, it is essential to prioritize financial education for farmers and the development of innovative financing mechanisms.

Small-scale farmers can benefit greatly from innovative approaches such as fund guarantees, digitization of transactions, using savings as collateral, and collective savings. These approaches can help mitigate financial risks and facilitate access to the funds needed to develop their activities.

It is essential to establish strong partnerships with financial institutions and governments to ensure sustainable access to agricultural financing. Governments must be held accountable for fulfilling their commitments to agricultural financing. IFAD should be encouraged to allocate its resources

directly to farmer organizations, bypassing intermediaries like Microfinance Institutions (MFI).

Renewable funds managed by Farmer organizations provide an opportunity for capitalization and development. Guarantee financing should be structured sustainably, avoiding reliance solely on short-term projects.

To promote financial inclusion for small farmers, it is crucial to customize financial products to the specific needs of farmer organizations while enhancing their capacities in financial education and management. Open dialogue and close collaboration with credit institutions are essential to support farmers in analyzing their financing needs and effectively managing available resources.

It is possible to ensure adequate access to finance for farmers and contribute to the sustainable development of the agricultural sector by adopting a collaborative and holistic approach, implementing innovative and sustainable mechanisms, and building the capacity of key players.

## ACCESS TO FINANCE FOR VIABLE AGRICULTURAL ENTERPRISE



### PRESENTER

*Organization Eswatini National Agriculture Union (ESNAU)*

### DESCRIPTION

The smallholder farmers in Eswatini are faced with increasing cost of inputs as a serious challenge to maintain or increase production. This is compounded by the fact that most farmers are still producing for subsistence and cannot afford to produce enough for consumption whilst some have to exchange agricultural inputs to acquire larger or additional pieces of lands to maximize profits. The high cost of inputs was dictated by the frequent changes in the price of petroleum products, triggered by the COVID-19 and then worsened by the Russian-Ukraine war. The cost spilled over to agricultural inputs such as fertilizers and many farmers could not afford to purchase them to increase yields.

**The Eswatini National Agricultural Union (ESNAU)** since 2020 under the FO4ACP program has maintained support to its members to continue with their farming enterprises by ensuring that inputs are available on time. This was achieved by developing a user-friendly savings program where members save for inputs while ESNAU continued to link farmers to different sources of subsidies such as government, local partners and IFAD to help in further reducing the cost of production.

The process of ESNAU community savings under FO4ACP involves organizing farmers into savings groups where they save some amount of money on a regular basis and use the revenue for loans to themselves to purchase agro-inputs on time.

## RESULTS

- In 2022 there were 929 farmers who had access to finance of about Euro 253,000 as farmer savings.
- After implementing the Village savings program, farmers realized higher yields on their farms thanks to the timely use of agro-inputs.
- Smallholder farmers have felt the relevance of this program since the main challenge of access to finance was redressed.
- Access to finance by Eswatini cooperative members has increased household incomes and market access for sustainable rural economies.
- Partnerships with public and private institutions have been established, making the value chain stronger.

### ***Four key factors contributed to the success of this practice:***

- Farmers' groups have realized the importance of resource mobilization for members;
- Farmers now have knowledge of how they can position themselves better for access to finance and advocacy.
- Access to finance has made it easier for farmers to enter market with their produce;
- Partnerships with partners and agro-dealers made the value chain stronger.

## CHALLENGES

Due to the erratic and unpredictable climatic changes, repayment could be a serious problem when there is crop failure due to lack of rainfall or too much of it. Sometimes this can be worsened by disease or pest outbreak. Some other challenges reported by farmers are inadequate availability of farm labour or the lack of it to complete production activities on time. While the constraints of women could be different from those of men, the program has not disaggregated the constraints on gender basis.

## LESSONS

- Farmers can accommodate the risk of taking loans for investment in agriculture provided they have access to financial institutions and if the loan is accompanied with capacity building and technical advice from professional institutions within the sector.
- The ESNAU practice is sustainable on the part of the farmer because they can afford it. The political environment is also very supportive of the practice. An indicator of sustainability is that an MOU was signed with a Bank in Eswatini to guarantee the sustainability of the program. What has not been addressed is climate change as a challenge to farmers.
- The village loan scheme has been replicated in many parts of Eswatini in slightly different contexts. The farmers normally need support from the government at the initial stage for the farmers to be established into a group and this is done through the support of ESNAU.



## CHICKEN BREEDING FOR SUSTAINABLE INCOME GENERATION OF FIFATA MEMBERS



### PRESENTER

*Association for the Progress of Farmers/ FIFATA)*

### DESCRIPTION

Raising local chickens is a practice that had been going on for many years. However, innovation in breeding and genetic improvement of local breeds is an initiative supported by FO4ACP since 2012. Since then, **the Association for the Progress of Farmers (FIFATA)** has been engaged in local chicken breeding through a dedicated program, while assisting its members in accessing and using services across the country. FIFATA offers a wide range of services meeting the high demand at local, municipal and district levels. It has 1,000 relay farmers and 130 agricultural advisors who support farmers in the development of certain value chains. The main activities carried out with the members of the cooperative include:

- Technical extension for chicken breeding, including animal health (vaccination), feed and cooperatives.
- Political dialogue (access to financing, land and animal health).
- Market support (production management, support for group sales and capacity building of technicians).
- FIFATA offers training on production management, financial education, vaccination relay farmers, strengthening knowledge on land policy, inter cropping and chicken feeding.

With the support of a French **AgriCord's** agri-agency member **Fert, FIFATA** has developed useful services for its members, such as access to credit, training and agricultural advice. These services are provided by specialized professional farmer organizations.

## RESULTS

- The 14 regional farmers' organizations (RFO) members of FIFATA, as well as other specialized organizations, constitute the FIFATA Group.
- Under the local chicken breed program, FIFATA has trained and supported 1,301 chicken farmers, including 411 females and 511 young.
- The association has sold 4,366 chickens, generating a total income of 377,464 euros.
- Farmer families' incomes have improved, with cooperative members engaging in land rental for the first time.
- Farmers are intensifying their chicken farming and investing in the rehabilitation of their land, their cattle and their own homes.
- Participation and commitment of women (at least 20%) and young farmers (at least 25%). It is the gender component that is an important success factor because it brings benefits to both women and men farmers.

## CHALLENGES

Diseases and livestock theft, which are addressed using vaccines and securing agricultural premises against human theft. FIFATA is implementing measures to ensure the sustainability of the practice, including lobbying on land rights, a farmer evaluation workshop for agricultural development funds, strengthening relay farmers' competencies and widening the network, improved feed for chickens, storage and breeding of chickens for genetic improvement.

## LESSONS

- Collaboration between relay farmers and agricultural advisors is crucial for supporting and integrating agroecological practices.
- Structuring members around sectors facilitates service provision and encourages organized fund creation.
- Advocacy for prioritizing agricultural funds for development is essential.
- Interactions in local chicken breeding, sustaining service availability, and focusing on service development and policy dialogue for financial access.



## “ZAMUKA CASSAVA”: FINANCIAL PRODUCT SPECIFICALLY FOR CASSAVA ACCESS TO FINANCIAL IN RWANDA



### PRESENTER

*INGABO farmers' syndicate*

### DESCRIPTION

The project involves several key players, including the **Cooperative of progress and Finance (CPF - INEZA)**, the **INGABO Syndicate**, and a group of cooperatives such as KOUMBU, MBAKUNGAHAZE and RCC. These actors have worked together to facilitate access to financial services for cassava farmers, by developing the specific and adaptive financial product “ZAMUKA CASSAVA PRODUCT”.

With the support of the F04ACP project, INGABO Syndicate shared the results of an analysis of the obstacles hindering farmers’ access to finance carried out in 2020. The study revealed various obstacles hindering farmers’ access to formal loans, leading to initiatives aimed at addressing these challenges. The B2B meeting brought together representatives from banks, financial institutions, farmers’ associations and cooperatives, as well as a number of business partners who agreed to work with INGABO to address the challenges.

In November 2021, a cooperation agreement was signed between the CPF, INGABO and the cooperatives, facilitating cassava producers’ access to loans worth RWF 200 million, over a three-year period, (2021-2024), for the 2022 production season. This memorandum of understanding has led to the development of a financial product specifically for cassava, called “ZAMUKA CASSAVA PRODUCT”. The terms of the loan have been adjusted, with the interest rate reduced from 24% to 18%, a grace period of 18 months, and the specific features of the cassava life cycle considered.

Several activities have been carried out to implement the partnership:

- Training in cassava cultivation,
- Practical agricultural field schools,
- training in financial literacy, project management and cooperative governance.

CPF field officers and cooperatives played a crucial role in raising awareness among farmers, collecting loan applications, and coordinating project activities. The partnership’s implementation is monitored through an annual action plan, overseen by a steering committee comprising INGABO and CPF.

## RESULTS

- The entire amount earmarked for the Zamuka Manioc Product (ZCP) was used in just three months, by 94 borrowing farmers.
- The “Zai pit technique” was adopted by half of these borrowers, resulting in recorded productivity ranging from 42 to 63 tons per hectare, compared with a national average of 14 tons per hectare according to the 2022 national census.
- 90% of beneficiaries have already repaid their loans, without reporting any irregularities.
- Effective resolution of a specific problem through appropriate solutions.

## LESSONS

- Collaboration between producer organizations and financial institutions can help the latter to better understand the situation of the farmers and to make informed decisions on providing loans and other financial services to farmers.
- Involving producer organizations in the structure of credit and financial service provision to farmers can enhance banks’ trust and reduce the expected level of risk.
- The practice is sustainable because it is based on providing solutions to real problems in a win-win context. Each of the actors has a long experience in his field.
- The cassava cultivation technique which is encouraged by INGABO Syndicate to beneficiaries is that of the “Zai pit”.
- Following the discovery of the new financial product launched by CPF in partnership with INGABO Syndicat, CLECAM Board decided to reduce the credit rate for agricultural projects from 24% to 18% in December.



*“The loan I took from CPF really helped me a lot. it’s been three months now and I haven’t started making payments while other banks would have charged me since the first month. I planted cassava at 0.4Ha and now my cassava is in good condition because I have everything I need. Using INGABO Syndicate techniques is productive but requires a farmer to have the money. I wouldn’t be able to carry this out if CPF didn’t help me”*

**NYIRAMINANI JACQUELINE, MEMBER OF RCC COOPERATIVE, RUHANGO DISTRICT  
– SOUTHERN PROVINCE**



## CONNECTING SMALL-SCALE PRODUCERS WITH FINANCIAL INSTITUTIONS



### PRESENTER

SYNDICATE FOR THE DEFENSE OF FARMERS' INTERESTS (SYDIP)

### DESCRIPTION

Before the FO4ACP program, small-scale producers who were members of agricultural cooperatives in the Democratic Republic of Congo were not accustomed to savings and credit to finance their agricultural activities. However, thanks to the efforts made by **the Syndicate for the Defense of Farmer's Interests (SYDIP)**, a significant transition took place. Small-scale producers were connected with financial institutions and encouraged to establish Village Savings and Credit Associations (AVECs) to enhance their agricultural enterprises.

This innovative approach has opened up new perspectives for agricultural cooperatives, encouraging them to engage in contract farming. Similarly, it has also provided small-scale producers with crucial access to savings and modest lines of credit, enabling them to increase their production capacities. By promoting the establishment of these AVECs, the program has not only strengthened the economic viability of smallholders but has also contributed to the sustainable growth of the agricultural sector by fostering more structured and enduring commercial practices.

### RESULTS

- 385 producers obtained credits totaling \$270,504 from COOPEC CECAFEP.
- Increase in cultivable land and household incomes of producers.
- Diversification of activities for small-scale producers to create additional income sources.
- Establishment of Village Savings and Credit Associations (VSCAs) to strengthen the local economy.

## CHALLENGES

- Strict requirements by banks regarding mortgage guarantees for small-scale producers.
- Awareness and training needed to instill saving and credit habits in farmers.
- Perceived risks by financial institutions in the agricultural sector, making access to credit challenging for small-scale producers. Continued advocacy to ease credit conditions and extend loan durations.

## LESSONS

- The importance of awareness and training to promote savings and credit among small-scale producers.
- The need to advocate with financial institutions to tailor credit policies to the needs of family farmers.
- Establishing local associations to enhance access to financial services and promote economic development.
- Diversification of income sources and effective financial management are essential for the sustainability of agricultural operations.





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# MEMBER SERVICES BUSINESS PLAN AND THEIR IMPLEMENTATION



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# MEMBER SERVICES BUSINESS PLAN AND THEIR IMPLEMENTATION

In today's world, where economic and environmental challenges abound, adding value to agricultural products is proving to be a promising way to ensure the prosperity of rural communities and strengthen their competitiveness in the global market. By adopting approaches such as processing and branding, farmers will not only add value to their products and improve their profitability but also consolidate their competitive position.

Adding value to agricultural products is crucial for boosting farmers' incomes and ensuring their long-term survival in the market. Integrating young people and women into farming businesses is also important as it promotes diversity, innovation, and strengthens the viability of farms.

To make the agricultural sector more appealing to youth, it is crucial to modernize techniques, introduce cutting-edge technologies, and encourage entrepreneurship. This dynamic approach promotes the renewal of generations of farmers and ensures the sector's long-term sustainability.

Business plans play an essential role in facilitating access to finance for farmers. Effective communication with financial institutions enables farmers to secure the investments they need to develop. Strengthening cooperatives is also vital for improving the financial and technical capabilities of

FO's members, providing a platform for collective action and the sharing of resources and knowledge.

Additionally, investing in critical infrastructure, such as storage and processing facilities, is essential for the advancement of farm businesses. By improving the efficiency of the value chain, these investments increase farmers' incomes and competitiveness.

FO4ACP program support is vital in strengthening production and marketing capacities, contributing to the growth and sustainability of agricultural businesses. FO4ACP initiatives promote the development of entrepreneurial skills among farmers, helping them adapt to market demands and explore new growth opportunities.

Furthermore, sharing best practices and experiences is important in enhancing strategic planning skills among FOs. This collaboration promotes the sustainable development and growth of the sector by encouraging the implementation of innovative and effective strategies to tackle present and future challenges.

The agricultural sector can contribute significantly to the economic and social development of rural communities worldwide by developing agricultural products, integrating youth and women, providing financial support, and building capacity.

# MOROCCO

## IMPROVING THE QUALITY OF MILK PRODUCTION

### PRESENTER

ASSALAM Cooperative (OPL)



### DESCRIPTION

Before the upgrading of the **ASSALAM Cooperative** under the FO4ACP program, the volume of milk received by the cooperative's milk collection center exceeded 5 tons per day. However, the quality of milk collected at the cooperative level did not always meet the standards required by the JIBAL dairy factory. From an environmental perspective, drought began to impact irrigated areas where irrigation is sourced from dams. Currently, the primary use of these dams is for drinking water, negatively affecting fodder crop production. Despite subsidized butane gas, the use of wells for water pumping proved costly, leading to increased milk production costs while selling prices remained stagnant. This situation resulted in a decrease in the number of cows among cooperative members and subsequently, a reduction in milk quantity delivered to the cooperative.

### RESULTS

- Increased milk production quantity
- Marked improvement in milk quality
- Attractive rise in milk prices due to enhanced quality
- Substantial increase in cooperative members' income
- Enhanced livelihoods for cooperative members

### CHALLENGES

The project to upgrade the ASSALAME cooperative encountered difficulties due to negative conditions like COVID-19, recurring droughts, and high input costs, resulting in a notable decrease in milk volume collected by the cooperative.

## LESSONS

- Involving farmers in improving the quality of their product on the increase in the price of the latter leading to an improvement in income
- The project identified the main levers for turning the business around, building on a solid foundation of good dairy farming practice, improving profitable milk yields and improving milk quality at farm and collection center level.
- The project has also suggested, on the basis of the members' needs assessment and the field study, a number of services that the cooperative can provide in the future.
- The ASSALAME Cooperative exemplifies the importance of partnerships in agricultural transformation. It successfully achieved its objectives, making a positive impact by increasing both the quantity and quality of milk produced, raising milk prices, and ultimately improving the livelihoods of dairy farmers.
- Regular studies on members' dairy cattle farm management and milk quality were crucial for continuous improvement across all aspects of the cooperative.

## DEVELOPMENT OF BUSINESS RELATIONS

### PRESENTER

*Confederation of Associations of Agricultural Producers for Development (CAPAD)*



### DESCRIPTION

**The Agricultural Production and Development Support Cooperative (CAPAD)** has played a crucial role in fostering connectivity among various stakeholders, leading to the establishment of strong partnerships and the development of fruitful business relationships.

Acting as a catalyst, CAPAD has enabled cooperatives and their members to forge essential connections with other entities in the sector, promoting growth and sustainability of economic activities. Through the matchmaking service provided by CAPAD, cooperatives have been able to enhance their business environments by expanding their network of contacts and accessing new business opportunities.

This openness to strategic partnerships has not only strengthened the viability of cooperatives but has also enhanced their ability to engage in contracts with key players, solidifying their market position and enabling them to thrive in a competitive economic landscape. CAPAD structures producers into cooperatives to meet local needs. Since 2022, the organization has been operating through commercial partnerships, inter-cooperative collaboration for marketing, market studies for a large sales point in Bujumbura, partnerships with local restaurants, product diversification, and works with 153,164 farming families grouped in 163 cooperatives.

### RESULTS

- Development of an IT tool (Unified Program for Economic Monitoring), with the support of the Belgian AgriCord's agri-agency member, CSA, which, (a) facilitated the financial evaluation of agri-food companies.
- Based on the main economic and technical parameters of the company (purchase and sales prices, quantities produced, production capacity, depreciation, loans, etc.), the realization of various simulations on the financial profitability of economic activities and produce the various financial tables (balance sheet, income statements, production forecasts, economic and financial analysis indicators, monthly income statement, production and marketing schedule, cash flow forecasts, calculation of annuities and interests, threshold profitability).

## RESULTS

- Facilitated the development of business plans for cooperatives and agri-food companies, allowing them to evaluate all the investments to be made and their financial profitability.
- CAPAD works with farmers in a participatory and inclusive manner.
- The beneficiaries are the masters of their own plans. So feedback is readily available on which further actions are taken to correct or improve situations.

## CHALLENGES

- Dependence on financing institutions for working capital (credit line with an interest rate of more than 15%);
- sustainability of the business relationship; and inclusion of small family farmers in business relations.

## LESSONS

- Communities can plan their own programs and implement them if they are given support to carry out participatory planning processes.
- Individuals may come into the planning with divergent interests, but those interests will converge if they are well managed by the facilitator.
- People may resist change but they are never prone to rejecting change as long as they are well informed about what the change means.
- The CAPAD experience in the development of business plans has benefited a lot of individuals and farmers' organizations in Burundi.



# REPUBLIC OF CONGO

## TRANSFORMATION AND DISTRIBUTION OF AGRICULTURAL PRODUCTS INTO FOOD FLOURS



### PRESENTER

*KIESSE MINGUI Service GROUP (KMS)*

### DESCRIPTION

In response to the increasing demand from customers, the **Kiesse Mingu Services Group (KMS)** has developed the Mwana infant porridge to combat infant malnutrition in Congo, a concerning issue affecting 26% of children under 5 years old. The Mwana Porridge products are made from locally sourced cereals carefully selected for their richness in essential minerals and vitamins, specifically designed for children aged 6 to 36 months. KMS offers 300g packs at 700 FCFA, providing an affordable and local option compared to imported products.

Over time, KMS has successfully expanded its product range, securing funding such as from the FO4ACP, enhancing its technical skills, increasing production capacity, and investing in suitable equipment. Faced with the challenges of the COVID-19 pandemic in 2020, the company innovated by launching online sales via Facebook, recruiting youth for door-to-door and market sales, and providing marketing training to its staff. These initiatives enabled KMS to adapt effectively to the situation while continuing to meet customer needs and promote its products in an innovative and proactive manner. Currently, KMS is working on acquiring its own processing site, a large warehouse in key markets in Brazzaville and Pointe-Noire, as well as providing comprehensive training to youth in management, marketing, sales, and processing.

### RESULTS

- Development of Local and Organic Products: Creation of the Mwana infant porridge, 100% local, 100% organic, and rich in essential nutrients to combat infant malnutrition in Congo.
- Diversification of Product Range: Development of new product brands in addition to the Mwana porridge, demonstrating an ability for innovation and adaptation to market needs.
- Innovation and Adaptation during the COVID-19 Pandemic: Successful launch of online sales via Facebook, recruitment of youth for door-to-door and market sales, showcasing an ability to adapt to changing circumstances.

## CHALLENGES

- Packaging issues resolved through the purchase of equipment to produce quality packaging materials.
- Transportation challenges addressed by KMS through the recruitment of youth and women on contract for product sales.

## LESSONS

- Support and assistance to farmer organizations require significant and sustainable investments to help establish effective alliances and partnerships.
- Recognition as Stakeholders: It is essential to recognize farmer organizations as key stakeholders and formalize support to ensure their autonomy and prevent any instrumentalization.
- Goals and content of support to farmer organizations should be negotiated with them to prevent any deviation from their own objectives.
- Farmer organizations should engage in comprehensive training of their members in management, marketing, sales, and processing to ensure their continuous development.



*Samples of manufactured food products by KIESSE MINGUI Service GROUP in the Republic of Congo*



# BENIN

## DEVELOPMENT AND OWNERSHIP OF BUSINESS PLANS BY SEED COOPERATIVES.

### PRESENTER

*National Federation of Seed Producers of Benin*



### DESCRIPTION

In 2017, **AFDI** a French agri-agency, in consultation with **FUPRO (Federation of Producer Unions)** and **FNPS-B (National Federation of Seed Producers of Benin)**, initiated a partnership with a grassroots cooperative, the Communal Cooperative of Seed Producers (CCPSM) in N'Dali, in the Borgou department. This collaboration involved **Maïsadour**, a French agricultural cooperative, to share its expertise. In 2019, CCPSM launched its first collective sale, promoting the use of certified seeds through local radio campaigns and field visits. This initiative was successful, selling 18 tons of certified seeds in 10 days at 350 fcfa/kg.

In 2020, the increasing demand for seeds boosted the production of consumption maize, with all of the cooperative's production sold due to effective communication and word-of-mouth publicity. Prices remained stable at 350 fcfa/kg, covering production and transformation costs. Certification is free for producers, and CCPSM handles seed transportation to the store by charging 4 fcfa per kg sold. AFDI supported the structuring of the seed sector in Benin, strengthening the partnership with CCPSM in 2017. Exchanges with Maïsadour and other stakeholders have enhanced certified seed production. The current challenge for the cooperative is achieving financial autonomy through direct sales to producers. A business plan is underway to set prices based on the local market, hoping for government flexibility on access to basic seeds and certification.

## RESULTS

- CCPSM has steadily increased its sales quantities since 2020, even moving to price increases in 2022 to align with market trends.
- CCPS-S successfully launched its collective sale in 2022, achieving significant sales in its first year of operation.
- Ensuring a stable income for member producers while guaranteeing access to quality seeds for farmers in the region.
- Partnership with financial institutions has facilitated access to agricultural credit at reduced rates, thereby enhancing the economic viability of cooperatives.

## CHALLENGES

- Pressures to meet local market demand and unforeseen impacts of climate change on agricultural production.
- Dependency on subsidies for certain operating expenses underscores the need to transition towards financial autonomy
- Failure in securing funding from Frédic and Asodia calls attention to the urgent need to develop robust business plans to ensure the sustainability of initiatives.

## LESSONS

- The importance of enhancing the capacities of farmer members of cooperatives, accessing agricultural credit, and ensuring market access to sell seeds.
- The necessity for each farmer organization to have a robust business plan to ensure long-term economic viability.
- A farmer organization can challenge an established system where producers have little say.
- When the quality of a product is recognized, buyers are willing to pay.



*Photos of Seed producers building capacity of farmers on the field in Benin*



Panafrican farmers' organization  
Organisation panafricaine des agriculteurs  
المنظمة الإفريقية للفلاحين



# CLIMATE CHANGE AND RESILIENCE



 **IFAD | FIDA**  
Investing in rural people  
Investir dans les populations rurales  
Investir en la población rural  
الاستثمار في السكان الريفيين



# CLIMATE CHANGE AND RESILIENCE

Due to the increasing impact of climate change on farming activities, it is necessary to involve farmers in identifying challenges and solutions.

Their local expertise and on-the-ground experience make them essential players in finding effective responses to adapt to and mitigate the impacts of climate change. This need is exemplified by initiatives such as the resilience-building tool.

Close collaboration with research institutions is a key factor in finding solutions. By combining scientific knowledge with traditional agricultural practices, farmers can better anticipate and overcome the challenges posed by climate change.

However, many FOs face major obstacles, such as limited access to inputs necessary for climate-resilient agriculture, despite their willingness and expertise. It is essential to enhance farmers' capacities to address challenges and support their transition to sustainable practices.

Financial constraints are a significant barrier to climate-adapted technologies, making implementing adaptation measures challenging.

Therefore, it is imperative to establish innovative and accessible financing mechanisms to support farmers' initiatives in climate resilience.

A holistic approach is necessary to ensure farmers' resilience to climate change. This involves close collaboration between local stakeholders and researchers, capacity building for FOs, and tailored financial support.

By placing farmers at the center of adaptation strategies, we can build a more robust and sustainable agricultural future despite the climate challenges we face.

# TANZANIA

## BUILDING RESILIENCE THROUGH CLIMATE PROOF SERVICES IN TANZANIA

### PRESENTER

*Njombe Agricultural Development Organization (NADO)*



### DESCRIPTION

The project “Strengthening Resilience through Climate-Smart Services” aims to enhance climate resilience, improve livelihoods, and increase the skills of **Njombe Agricultural Development Organization (NADO)** members in climate-smart agricultural production and value chain development. Beneficiaries include NADO and its members, primarily local farmers. The overall goal is to improve living conditions in rural areas through practical agricultural skills development, dialogue, and the promotion of gender-specific activities in the districts of Wanging’ombe, Makambako, and Njombe. Capacity building within NADO aims to facilitate agricultural training, farmer group organization, and influencing agricultural policies to address issues such as women’s land rights and agricultural subsidies.

The project involves 9,000 households, with a minimum of 6,750 being women (75%). Other stakeholders in the project include all value chain actors (producers, transporters, processors, input dealers, marketers, consumers, etc.), environmentalists, and government representatives. Local officers provide training and advisory support.

The **AgriCord** Resilience Strengthening Toolkit is a crucial instrument enabling farmers’ organizations (FOs) to assess climate risks among their members, thereby facilitating the planning of effective adaptations to support resilient livelihoods. This tool analyzes climate risks and strengthens resilience at the member, value chain, and FO operations levels. Farmers, by using the toolkit, were able to have their concerns addressed. With the support of **FFD**, **NADO** has improved potato production, enhanced quality, economically developed the organization, adopted agroecological practices, and strengthened participation in political processes and climate change awareness.

## RESULTS

- 95% of farmers (1,140) are interested in receiving training and practice conservation agriculture (CA) on their farms.
- 34 demonstration plots for beans, maize, Irish potato and sunflower were established (4 during irrigation season and 30 during rainy season).
- NADO engaged with buyers informally to sell produce, including 12,444 tons of avocados, 2,085 tons of potatoes and 19,878 tons of maize.
- NADO conducted 2 meetings with youth, women and stakeholders from local government and financial institutions to promote equitable access to resources and effective participation in development decision issues.
- A total of 869, including 450 women, 419 youth and 22 persons with disabilities linked with financial institutions and local government authorities to procure loans.

The key success factor is the profitability of seed production technologies adopted by the farmers. Farmers continue to adopt the seed production practices because the benefits far outweigh the option of sticking with old ways of doing.

## CHALLENGES

Climate change is jeopardizing farming practices in the South Highlands. However, the AgriCord Building Resilience Tool has assisted NADO to build a comprehensive plan to improve resilience.

To redress the existing constraints, the following actions are taken:

- Increase the technical knowledge of NADO staff on climate smart potato production following good agricultural practices.
- Improve climate smart genetic materials (seeds) and skills of potato producers and groups in potato value chain development.
- Engage with policy makers and other relevant stakeholders, including financial institutions on financing sources for transitioning into climate smart/conservation agriculture.

## LESSONS

Resilience of livelihoods can be built by:

- Enhanced production practices, diversification and access to markets;
- Building linkages to funding institutions as a crucial element for both FOs and farmers;
- Networking and partnerships. These are needed to strengthen the project approach;
- Engaging youth and women to change their overall perspectives on farming;
- Ensuring that the FOs take responsibility to play the critical role of providing support for resilience-building in their communities and families.



*Crop production using climate proof practices (e.g. ridging against erosion)*



## THE SYSTEM OF RICE INTENSIFICATION (SRI) TECHNOLOGY



### PRESENTER

*Agricultural Council of Tanzania (ACT)*

### DESCRIPTION

The System of rice intensification (SRI) is an agro-ecological methodology for increasing the productivity of irrigated rice. It is important because flooded rice production is among the major sources of methane gas (CH<sub>4</sub>) emission, which is the second contributor of global warming and climate change. Methane contributes about 10% GHGs and paddy production contributes between 15-20% of methane production. Flooded rice production also produces nitrous oxide (N<sub>2</sub>O) which contributes 5% of the total GHGs.

The SRI, implemented by **Agricultural Council of Tanzania (ACT)**, is an agro-ecological farming methodology developed by French Jesuit Father Henri de Laulanie in the 1980s. It aims to enhance rice yield while conserving resources and reducing environmental impacts. SRI focuses on changing the management of plants, soil, water, and nutrients to create a more productive and sustainable system of rice cultivation.

The method is built upon decades of agricultural experimentation and has been widely adopted by smallholder farmers globally, particularly in Asia and Africa. SRI principles include seed preparation, nursery management, land preparation, timely planting, water management through alternative wetting and drying, reduced artificial fertilizer use, weed and pest management, and timely harvesting

### RESULTS

- Harvests have increased from 8-12 bags per acre to 32-45 bags per acre, resulting in a more than 50% increase in farmers' income.
- SRI practices have shown to save water usage by over 50% and exhibit resilience to extreme weather conditions such as high rainfall and drought.

## CHALLENGES

- Poor irrigation infrastructure
- Availability of funds to scale-up the technology
- Higher price of inputs

These obstacles have hindered the widespread adoption of SRI due to a lack of awareness and training on its principles and best practices. This is achieved by stressing the advantages of the technology over existing cultural practices during the training.

## LESSONS

- Climate change is reality, and we have to look for opportunities.
- SRI is the way to enhance rice productivity in a changing climate.
- More resources are needed to improve technology
- Partnerships are essential to the effective use of technology.
- SRI reduces agriculture contribution to climate change
- SRI strengthens resilience to climate change and variability
- SRI sustainably increases productivity and income
- The principles that accompany the practice are cost-effective and user-friendly.
- The techniques have proven its resilience on both plots of researchers and farmers.



### *Farmer Story*

*The facial expression and the show of the thumb is an indication of approval of SRI and his satisfaction with the rice crop on his field.*

**FARMER SHOWING APPROVAL WITH  
HE SRI SYSTEM OF RICE CULTIVATION**

# CAMEROON

## OFF-FARM PRODUCTION AND MARKETING OF CLARIAS GARIEPINUS

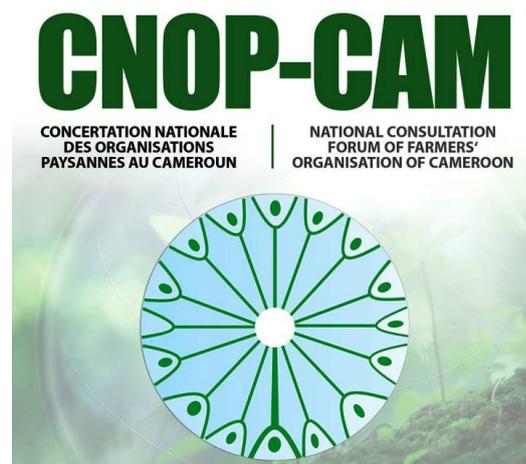
### PRESENTER

CNOP-CAM

### DESCRIPTION

The experience conducted by the **National Consultation of Artisanal Fisheries and Aquaculture Actors in Cameroon (CONAPAAC)** involves developing partnerships between freshwater fish producers and urban restaurants through an innovative fish farming system. This novel approach enables producers to better control the market, enhancing supply regularity, fish quality, and profitability. CONAPAAC received technical support from CNOP- CAM, and its youth business incubation center, through PROPAC. A total of 20 young entrepreneurial leaders have been trained in innovative off-farm production and transformation techniques, including 5 in managing the installed production unit.

This initiative enhances market access through online sales, home delivery, and contract agreements with partners such as restaurants and hotels, leading to substantial benefits. The project regularly engages with stakeholders to enhance production techniques and fish quality. Beneficiaries express satisfaction while also providing improvement suggestions. Although the results are promising, external expertise has not yet been sought. Despite its experimental nature, fish marketing generates significant revenue for CONAPAAC. In the long run, expanding this system could improve members' livelihoods and meet a growing demand for fresh, high-quality fish.



## RESULTS

- Provided concrete responses to the problems that producers, processors, marketers and consumers encounter in the fish sector in general, and in the freshwater fish sector in particular.
- Mastery in production control; proximity to the market; regularity in market supply; availability of fish on the market; and the quality of the fish (freshness, size, fat content, etc.).
- Reduction of post-capture losses and increased financial profitability for producers
- Mastery of aerial fish production techniques
- Reliable partnerships for supplying fish farming inputs
- Business relationships (adherence to contractual clauses)
- Strengthening the technical capacity of CONAPAAC members
- Establishment of an off-farm enterprise and enhancement of market access for products
- Improvements to individual, families and the communities at large

## CHALLENGES

- Meet the conditions of the restaurant's freshwater fish supply contracts
- Make enough turnover to maintain and grow the activity
- Strengthen the technical and entrepreneurial capacities of a critical mass of members (especially young people and women) to ensure scaling of the experience
- Make an almost homogeneous enlargement of the fish in the bands in order to better satisfy the customer
- Retain the source of fry supply for reproduction
- Improvement of solar energy.

## CONSTRAINTS ENCOUNTERED BY THE BENEFICIARIES

- Access to quality inputs on time
- Access to equipment for the new above-ground poison production technology
- Homogeneity in the growth of fish in a ban

## CONSTRAINTS ENCOUNTERED BY THE BENEFICIARIES

- Difficulties in accessing energy
- Difficulty in accessing and negotiating credits. The challenges are practically the same for men, women and young people throughout the sector.

The **“DU BAC AU BUFFET”** concept is the approach to the fish farming sector which brings together demand and supply in the freshwater fish marketing system.

## LESSONS

- Easy means of investment enhanced by the new technology called Small Fish Farm Equipment (SFFE) which can be taken to any location
- Above-ground fish farming
- Farm safety
- The attractiveness of the activity for youth
- Technical and financial support from the National Consultation of Farmers Organizations in Cameroon (CNOP-CAM) as part of the FO4ACP/PROPAC Program is very important.
- A technical innovation in this experience is the “above-ground fish farming”.



*CONAPAAC in Cameroon displaying roasted and fried fish at a restaurant*

### FARMER'S STORY:

<https://youtu.be/sPsI3CyoOTY>

<https://youtu.be/ICMaWsKqN-4>

<https://youtu.be/fEGq08NNgug>

<https://youtu.be/hVpe7ROSeVg>

## GENETICS-BASED RESEARCH PRACTICE (BEEKEEPING PRODUCTION)



### PRESENTER

*National Association of Professional Beekeepers (ANAP)*

### DESCRIPTION

The **National Association of Professional Beekeepers (ANAP)** has taken the initiative to professionalize the beekeeping sector in Algeria. By focusing on the genetic improvement of local bee populations and their adaptation to climate change, ANAP aims to enhance the resilience of bees against growing environmental challenges.

The efforts deployed aim not only to improve the quality of bee products but also to ensure that local bees can adapt to ongoing climate changes. ANAP is committed to preserving local bee populations and enhancing the productivity of its members' herds through a selection plan.

In this genetic-based research practice, ANAP has focused on several actions including purifying local bee populations, safeguarding them, strengthening the relationship between the profession and scientific research, participating in queen distribution to increase herds, identifying disease-resistant and climate-resilient lineages, and improving genes for honey production and other hive products.

Through these initiatives, beekeeping in Algeria is receiving increased attention to enhance the quality of bee products, strengthen bee resilience against environmental challenges, and promote the sustainable development of this essential activity for the local economy.

## RESULTS

- Development of a four-year sustainability strategic plan with the following projections:
  1. **1st year:** Launch of the station with a production capacity of 2000 queens/year plus the selection plan (N-1).
  2. **2nd year:** Project expansion with a production capacity of 4000 queens/year, and the start of the laboratory and insemination.
  3. **3rd year:** Project expansion with a production capacity of 6,000 queens/year, and the inauguration of the training center.
  4. **4th year:** Project expansion with a production capacity of 10,000 queens/year, and finalization of the Purification and protection plan for local Saharan and “tellie” species.
- Establishment of a monitoring and varroa control network in partnership with universities and volunteer beekeepers.
- Improvement of honey quality and production practices through the development of a good practices framework and professional outreach (300 beekeepers have enhanced their honey and hive product production).
- Emergence of initiatives to meet beekeepers’ needs, particularly in transhumance and financial management of beekeeping enterprises.

## CHALLENGES

- Uncontrolled introduction of foreign queens, leading to hybridization and threatening the genetic diversity of local bees.
- Risk of degeneration of indigenous bee colonies due to increased hybridization.
- Need for conservation measures to protect local bee ecotypes and invest in potential adaptations to local conditions.

## RESULTS

- Importance of preserving local bee populations to maintain genetic diversity and resilience against environmental changes.
- Relevance of intervention through support programs to improve beekeeping practices and strengthen beekeepers' capacities.
- Necessity of strict regulations to control the introduction of foreign queens and prevent risks of uncontrolled hybridization.



*Improved honey from local bees in Algiers*



Panafrican farmers' organization  
Organisation panafricaine des agriculteurs  
المنظمة الإفريقية للفلاحين



# AGROECOLOGY





# AGROECOLOGY

Agroecology is emerging as an essential and promising approach to addressing today's environmental and agricultural challenges. Its potential to support conservation and environmental restoration efforts is undeniable, offering a sustainable and resilient alternative to meet food needs while conserving natural resources.

However, the development of agroecology cannot take place without adequate financial support. While recognition of this approach is growing, governments are often lagging behind, neglecting the urgent need to integrate agroecology into public policies at all levels. Increased advocacy is therefore needed to ensure its inclusion and promote its expansion.

Recognizing the importance of raising awareness and supporting relevant stakeholders, it is imperative to initiate a transition process towards agroecology. This transition, while necessary, is often hampered by a central dilemma: whether to

restore the land or produce enough food to meet family needs. This uncertainty breeds skepticism among many farmers, who fear the potential risks associated with changing production methods.

To overcome these challenges, local coalitions must be formed, bringing together all local stakeholders. These partnerships are essential for developing and promoting agroecological practices, taking into account the social and economic realities specific to each region.

Ensuring access to agroecological products for consumers, especially those who already have access to cheaper products, while ensuring that agroecological initiatives primarily support small and medium-scale producers, is crucial. From this perspective, scientific guidelines are essential to effectively guide the transition to agroecology. Building on a deep understanding of production practices

## SUSTAINABLE MANAGEMENT OF LANDS AND WATER FOR IMPROVED RURAL LIVELIHOODS



### PRESENTER

*Senegalese Association for the Promotion of Grassroots Development (ASPRODEB)*

### DESCRIPTION

The project involves a coalition of public and private actors dedicated to supporting family farms. 30 Local Consultation Committees, comprising 950 grassroots organizations with 49,000 family farms, worked from 2010 to 2017 on Sustainable Land and Water Management with funding of 3 million USD from the World Bank/Global Environment Facility. The objective is to “**promote the adoption of Sustainable Land and Water Management practices** in the 30 municipalities to enhance the functions and services of agricultural ecosystems”.

In Senegal, 2.5 million hectares of land are degraded, significantly reducing the production capacities of farming families. This degradation leads to immediate consequences such as food insecurity and loss of employment opportunities for youth and women. The main activities focused on building capacities in sustainable land management techniques and technologies, including agroforestry, organic amendments, good agricultural practices, improved stoves, and gabions.

This objective was achieved through micro-financing projects for land regeneration and improvement, and by promoting coalitions of local actors: municipalities, NGOs, public services, and grassroots organizations. The project was a success, with a significant impact on land recovery, agroforestry, pond rehabilitation, and the distribution of improved stoves. It also increased cereal productivity and improved the diversification of family food systems.

### RESULTS

- **Land recovery:**
  - 22,000 hectares of land were recovered.
  - Accomplished natural regeneration on 352 hectares of land
  - Achieved organic amendment of 3,343 hectares of earth

## RESULTS

- **Under agroforestry:**
  - 11 villages benefited from wood lots on 11ha of land,
  - Planted 250,225 fruit and forest plants,
  - Established 17 community nurseries
- Rehabilitation of water ponds allowing to extend watering of animals for 03 months after the rainy season
- Three (3) Agreements signed between the municipalities and POs for the management of natural resources and endowment annual budget for SLM
- 6,599 improved stoves reducing firewood consumption
- An increase in agricultural productivity of cereals of +120% of the yield before project ended;
- An improvement and diversification of family food (forest plants, fruit trees);
- Saving time and less arduousness of housework for women, and hence their further strong commitment to SLM.

The major factor of the project success and achievement of results was the participatory approach of the processes.

The farmers/beneficiaries owned the whole program by engaging them right from needs assessment, and objective setting to identification of solutions and resources to achieve the objectives.

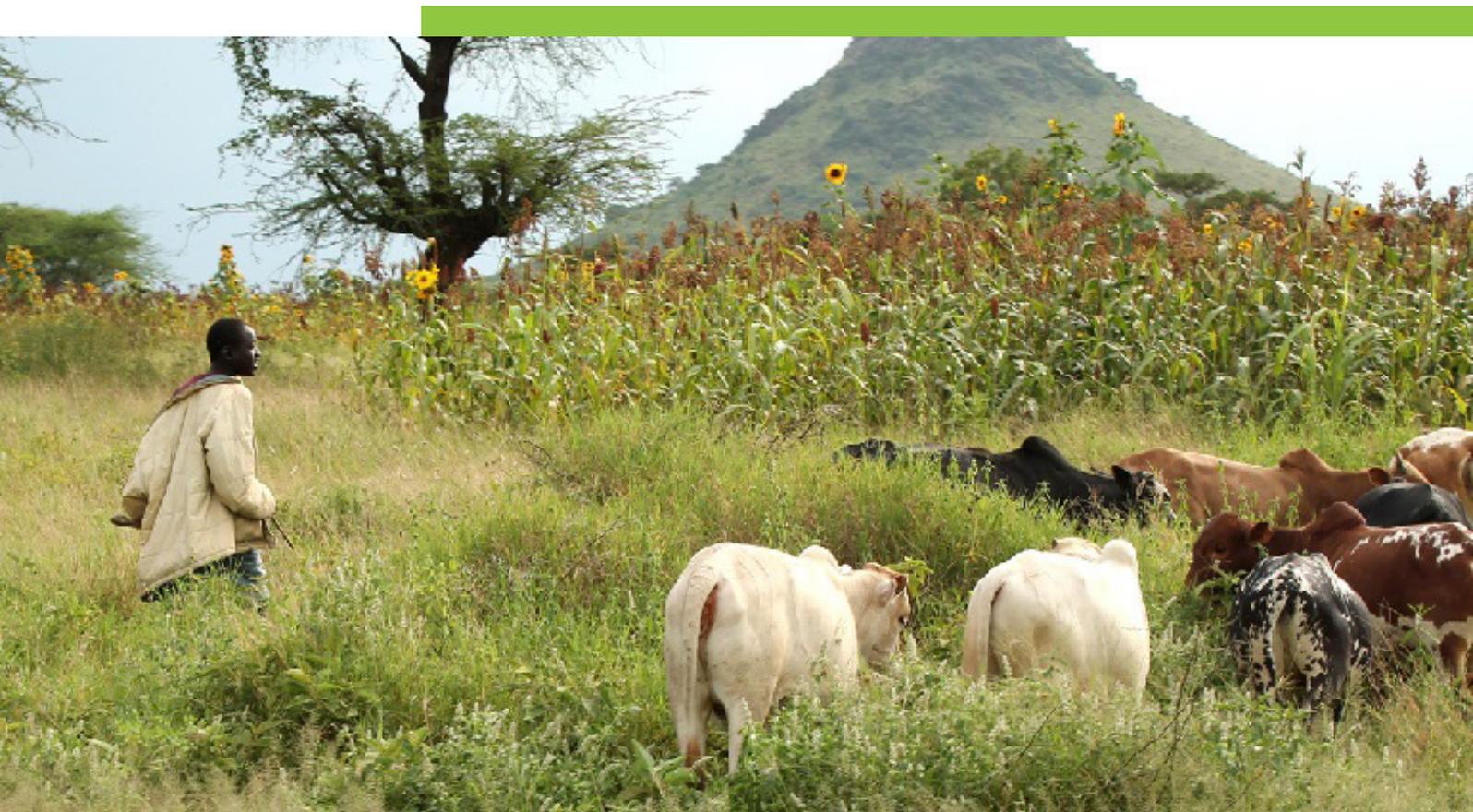
The beneficiaries accepted the design of the program to improve their own lands and community water resources.

## CHALLENGES

- 2.5 million hectares degraded, reducing the production capacity of family farms
- Food insecurity and loss of employment opportunities and income for young people and women.
- Problems linked to land ownership, particularly women's land rights.
- Limited access to land for certain community members.

## LESSONS

- The approach to empowering FOs at all stages of design and implementation of actions to combat land degradation promotes strong appropriation and awareness for responsible and sustainable management of natural resources.
- Empowering local organizations is essential.
- The diversity of constraints requires a portfolio of technologies: adaptation to climate change by good practices and mitigation through more reasoned use of energy
- Access for FOs, especially grassroots, to public funds is possible through flexibility and adaptation of procedures while ensuring transparency, effectiveness and efficiency.



## FARMERS OPTIMAL MANAGEMENT OF SOIL HEALTH BASED ON TECHNICAL EVIDENCE



### PRESENTER

UGPM- PCCF- FEGPAB

### DESCRIPTION

The project aims to strengthen the capacities of farmers in communities by optimizing soil health management through technical data.

Activities include collecting factual data on soil conditions, farmers' control of soil constituents, empowerment on fertilization and soil restoration practices, raising awareness on fertilization challenges, improving yields through maintaining soil health, and integrated pest management.

Key practices for farmer empowerment include composting for organic matter production, emphasizing soil quality for optimal yields, using cover crops to enhance soil fertility, and incorporating green manures for essential nutrient enrichment.

Additionally, soil microbiology plays a crucial role in influencing soil structure, fertility, and its ability to support healthy crops. Effective soil management is essential for farmers to ensure abundant and quality harvests.

By implementing practices like composting for organic matter enrichment, focusing on soil quality for optimal yields, utilizing cover crops to enhance soil fertility, and integrating green manures for essential nutrient provision, farmers can sustainably improve their soil health. Furthermore, a deep understanding of soil microbiology enables farmers to maximize beneficial biological activity in their lands, promoting better fertility and overall soil quality for prosperous and sustainable agriculture.

*The Union of Meckhé Producer Groups (UGPM), Peanut Producers Consultation Framework (CCPA), the Regional Rural Consultation Framework (CNCR) and the Federation of Associated Farmer Groups of Baol (FEGPAB).*

## RESULTS

- Improved soil health and fertility.
- Enhanced crop yields.
- Reduced soil erosion.
- Increased awareness among farmers regarding soil management practices.
- Successful implementation of integrated pest management strategies.

## CHALLENGES

- Time and resource constraints in conducting soil analyses and characterizations.
- Education and adoption hurdles among farmers for new practices.
- Maintenance and monitoring complexities in compost making.
- Ensuring consistent availability of resources like cover crop seeds.
- Addressing soil microbiology complexities and their impact on soil health.

## LESSONS

- Importance of continuous education and empowerment of farmers in soil management practices.
- Need for sustainable resource management and planning.
- Recognition of the significant role of soil microbiology in soil health.



*Farmers analyzing soils to provide technical evidence to maintain quality*

# MAURITANIA

## DIVERSIFICATION THROUGH THE INTRODUCTION OF FODDER CROPS IN SEMI-ARID AREAS



### PRESENTER

*Women of the Letihade el Jemhoure Cooperative Union*

### DESCRIPTION

The Letihade el Jemhoure Cooperative is composed of 33 women's cooperatives from the Haratine community engaged in vegetable production and income-generating activities.

Prior to USADF's intervention, Union members struggled to fully realize their vision of transforming their lives due to a lack of formal and informal educational opportunities and limited access to resources. The women of the Letihade el Jemhoure Cooperative Union see the introduction of fodder or animal feed as an opportunity to diversify their income-generating activities.

In Mauritania and other semi-arid areas, pastures are scarce and highly limited, leading livestock farmers to import feed to supplement the lack of grazing land. Locally produced green fodder is highly valued by livestock farmers and constitutes a niche market for small producers, enabling them to improve their incomes.

The women's cooperative in Thidé experimented with diversification by introducing fodder crops on 2 hectares instead of vegetable crops, achieving approximately 40% more value compared to their net gains from vegetable production on the same area.

## RESULTS

- Increase in Union's revenue from (\$3,026) to (\$33,518), representing a staggering 1,008% increase!
- Establishment of an amortization fund to support infrastructure and equipment, and expansion of gardening activities.
- Improvement in the nutritional quality of dishes with increased consumption of vegetables, thereby reducing vitamin deficiencies and childhood illnesses.
- Creation of sustainable jobs within the Union such as grinder operator, accountant, and manager.
- Capacity development of members by developing a management schedule for Union's income-generating activities - cereal bank, grinder, and sale of drinkable water, frozen foods, and beverages.

## CHALLENGES

- Scarcity of grazing land in semi-arid areas poses a challenge for livestock farmers, necessitating alternative options for feeding livestock.
- Need to improve existing practices: Current agricultural practices need enhancement to maximize yields and ensure the sustainability of economic activities.
- Deficient hydraulic infrastructures,
- Lack of financial means for the construction of a suitable irrigation system and improving access to drinkable water,
- Weak managerial, technical, and organizational capacities.

## LESSONS

- The introduction of fodder crops provides an opportunity to diversify economic activities for women farmers, particularly in response to the scarcity of grazing land.
- Diversification initiatives, such as fodder crops, have demonstrated the potential to generate positive financial outcomes, underscoring the importance of experimentation and innovation in overcoming challenges
- The remaining challenges underscore the ongoing need to explore alternative solutions and improve existing practices, while past successes highlight the importance of experimentation and innovation in ensuring the long-term sustainability of economic activities for beneficiary communities.



## BREADFRUIT PEOPLE PLATFORM” PROJECT



### DESCRIPTION

The “**Breadfruit People platform**” project is an initiative launched by the Pacific Farmer Organizations to support producer organizations and their members in adapting to climate change.

This virtual platform provides a dedicated space for discussions on various aspects of breadfruit, such as technical inquiries, food processing, value-added products, and recipes.

The main goal of this project is to promote knowledge exchange and collaboration within the breadfruit community to enhance resilience to climate challenges.

### RESULTS

- **Inspiration and Support for “Breadfruit People platform” Producers:** The platform has initiated a series of projects to inspire and support breadfruit producers in Oceania, demonstrating its commitment to strengthening the agricultural community.
- **Promotion of Breadfruit for Food Security:** Breadfruit has been identified as a priority crop to combat global hunger, improve rural livelihoods, and reduce agricultural-related environmental degradation, highlighting the crucial role of breadfruit in global food security.

### CHALLENGES

- **Social Stigma makes** its popularization difficult despite its nutritional benefits and sustainability.
- **Perception of Low Economic Importance:** Breadfruit was often perceived as having minor economic importance, limiting its commercial development and growth potential in the region.
- **Limited Focus on Commercial Orchards:** Despite its widespread growth on abandoned lands, emphasizing the need to promote a broader commercial culture of this crop.
- **Economic and Food Dependency:** The Caribbean region faces excessive economic dependence on tourism, high reliance on imported foods, increasing non-communicable diseases, and heightened vulnerability to climate change impacts, creating a complex challenge for food and nutritional security.



## LESSONS

- Promote climate resilience and sustainable practices in the face of climate challenges.
- Collaboration and knowledge exchange.
- Valorization of local crops.
- Community impact and sustainability.
- The importance of sustainability, collaboration, valorization of local crops, and climate resilience.



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# DATA COLLECTION FOR INFORMED DECISIONS





# DATA COLLECTION FOR INFORMED DECISIONS

Data collection is essential to ensure informed decision-making and to meet the specific needs of farmers.

By working closely with public authorities, it is possible to develop data collection systems tailored to different purposes, such as procurement, participation in support programs and advocacy.

Data plays a key role in rationalizing agricultural demand by providing accurate information on resource, infrastructure and financial support needs. This rationalization enables policy makers to better understand the challenges facing agriculture and to adopt more effective and targeted policies.

It is essential to demonstrate to decision-makers that the data collected are reliable and credible. This requires the implementation of rigorous data collection protocols and validation by agricultural experts. By demonstrating that the data is based

on hard facts, policymakers can strengthen their influence and ability to advocate for farmers' interests.

It is important to have a thorough understanding of the technical and legal dimensions of agricultural policy, as well as to collect diverse data to support farmers' claims. In addition, bringing farmers together in interest groups to increase their visibility and political influence is crucial.

Data can also be used to mobilize financial and material resources for farmers by highlighting urgent needs and opportunities for agricultural development.

However, it is essential to ensure the protection of farmers' privacy in the collection and use of data. Appropriate security measures must be in place to prevent the disclosure or misuse of sensitive data.

## USSD SYSTEM IMPLEMENTED TO SERVE MEMBERS AND FARMERS



### PRESENTER

*National Federation of Farmers in Kenya*

### DESCRIPTION

The USSD code platform of the **National Federation of Farmers in Kenya (KENAFF)** has emerged as an innovative and crucial response to the challenges posed by the Covid-19 pandemic. This innovative initiative, supported by **Andreas Hermes Academy**, the German member of **AgriCord**, has revolutionized the provision of digital information services to small-scale farmers by leveraging USSD technology.

Through this platform, farmers have had access to a wealth of crucial information ranging from Covid-19 mitigation strategies to technical advice, market conditions, and precise weather forecasts.

The development of the USSD system was the result of a collaborative effort involving key stakeholders such as the **Kenya Agricultural Observatory Platform**, the **Kenya Agricultural and Livestock Research Organization**, and other relevant entities.

This collaboration ensured that the information disseminated through the platform was not only accurate but also highly relevant to meet the needs of the farmers it aimed to serve. By harnessing the power of USSD technology and collaborating with a wide range of partners, KENAFF's USSD code platform effectively bridged the information gap for small-scale farmers, equipping them with timely and essential knowledge to address the challenges brought about by the pandemic.

This initiative has not only highlighted the potential of technology in addressing critical issues but has also underscored the importance of collaboration and innovation in creating sustainable solutions for the agricultural sector.

## RESULTS

- Provided small-scale farmers with access to accurate and timely information, especially crucial during the Covid-19 pandemic
- Farmers using the platform receive information on Covid-19 mitigation, technical advice, market conditions, and weather forecasts, tailored to their specific needs and localized to the sub-county level
- The platform has rapidly grown, with about 72,000 registered users across 47 Kenyan counties, and plans to reach over a million users, by the end of 2021
- KENAFF collaborated with various stakeholders like the Kenya Agricultural Observatory Platform, Kenya Agricultural & Livestock Research Organization, and others to ensure the platform's success

## CHALLENGES

- Testing Phase: The testing phase of the USSD Code Platform was challenging, requiring thorough testing, adaptation, and re-testing to ensure functionality for users
- Promoting the platform among farmers during Covid-19 restrictions on movements was challenging, necessitating digital methods and virtual meetings to reach farmers at all levels.

## LESSONS

- USSD technology is sustainable beyond crisis situations, proving valuable even in normal circumstances for disseminating information and adopting agricultural technologies
- The response to Covid-19 highlighted the importance of political will and commitment in overcoming challenges and developing innovative solutions
- Collaborative efforts and partnerships were crucial in not only addressing the pandemic but also in creating lasting solutions for the agricultural sector



# BURKINA FASO

## DIGITALIZATION OF TOOLS FOR CAPTURING FARMER KNOWLEDGE



### PRESENTER

*FASO Farmers' Confederation (CPF)*

### DESCRIPTION

In a context marked by the COVID-19 pandemic and increased insecurity in agricultural production areas, monitoring farm operations has become challenging. Faced with this challenge, the **FASO Farmers' Confederation (CPF)** has opted for digitizing data collection tools of the **Family Farm Observatory (OEF)** and adopting mobile data collection for monitoring the agro-silvo-pastoral campaign.

This mobile data collection system involves the participation of local trainers/animators from member unions and federations, using the Open Data Kit (ODK) application on Android phones.

Data collection, processing, and analysis are done instantly with these devices by representatives of federations and unions at the municipal level. The main objective of this system is to strengthen the observation system of the agro-silvo-pastoral campaign and generate knowledge about family farms.

It addresses three main challenges: Strengthening the OEF at national and local levels; Meeting the information needs on family farms to support arguments, advocacy, and drafting notes for decision-makers; Capitalizing on the actions of Non-State Actors (NSAs). Data collection is carried out by designated trainers/animators within member unions and federations.

Data processing is done using processing software (Excel, SPSS), with the involvement of observatory focal points within member unions and federations. The processed data is then analyzed, and reports and notes on agricultural campaign monitoring and family farms are developed in collaboration with leaders and technical teams of member unions and federations.

## RESULTS

- The collected data has been crucial in influencing policy decisions. For example, the government reacted by implementing a solidarity deposit of 50 billion FCFA. This ensured producers' access to 27,000 tons of subsidized fertilizers, contributing to improved agricultural productivity.
- Assessment of cereal stocks by producer organizations (POs) was undertaken using data provided by the observatory. This information facilitated better supply planning and more efficient food resource management, contributing to food stability in the regions concerned.
- A growing number of actors and structures involved in the agricultural sector have started referencing observatory data. This recognition demonstrates the relevance and reliability of the collected and analyzed information.

## CHALLENGES

- Limited technological infrastructure.
- Training and capacity building of local actors.
- Coordination of actors and partners.

## LESSONS

- Importance of collecting accurate data.
- Using data to guide policies.
- Strengthening food resilience.
- Involvement of local actors.
- Recognition of the observatory as a reliable source of information.





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# POLICY ENGAGEMENT AND ADVOCACY





# POLICY ENGAGEMENT AND ADVOCACY

Farmers' organizations play a crucial role in promoting agricultural interests and defending farmers' rights. However, to be successful in their political engagement, it is imperative to master the intricacies of different levels of governance. At the local level, it is essential to foster cooperation and develop concerted strategies to maximize the impact of political action. In this regard, three basic principles emerge as pillars of successful political engagement: Creating opportunities, strengthening capacities, and Promoting cooperation and joint planning.

FOs need to approach political engagement with a deep understanding of the technical and legal aspects of relevant policies. This requires seeking specialized support and gathering diverse data to support their demands.

At the same time, consolidation of unity and collective mobilization are essential. By coming together as an organized interest group, farmers can increase their influence and ability to shape the policies that affect their sector.

Another crucial aspect is to promote a sense of belonging to a group, which strengthens cohesion and stimulates mobilization.

It is also essential to set realistic goals and celebrate small victories in order to build credibility and maintain the momentum necessary for successful political engagement.

To maximize the impact of their political action, farmers' organizations need to be systematic, persistent and strategic in their interactions with institutions and key actors.

Furthermore, the use of networks and the development of strong relationships with other policy actors can significantly increase the influence of FOs.

In the context of policy negotiations, it is essential to ensure early and meaningful grassroots participation.

The involvement of youth is particularly important as they represent the future of agriculture.

Involving them in policy-making processes from the outset ensures balanced representation and a deep understanding of the needs and aspirations of the farming community.

The political engagement of FOs is a complex but essential process for defending farmers' interests and promoting sustainable agricultural development.

By understanding political dynamics, fostering unity and collective mobilization, and ensuring inclusive participation, FOs can play an important role in shaping fairer and more effective agricultural policies.

# CENTRAL AFRICAN REPUBLIC (CAR)

## INCLUSION OF CNOP CAF IN THE STATE'S PUBLIC BUDGET

### PRESENTER

*National Consultation of farmers Organizations of the Central African Republic (CNOPCAF)*



### DESCRIPTION

The National **Consultation of Farmers Organizations of the Central African Republic (CNOPCAF)** has advocated with the government to be recognized as a national organization in the state's public budget.

The steps of this advocacy included contacting various personalities, hiring a consultant, preparing advocacy documents and workshops, as well as meetings with key institutions and individuals. The methodology adopted initially involved organizing a workshop, followed by an advocacy dinner and ongoing follow-up with the ministries involved.

The workshop was facilitated by a consultant who is also the director of support for peasant organizations at the Ministry of Agriculture. During this workshop, attended by representatives from the Ministry of Agriculture, Ministry of Livestock, Ministry of Finance, members of parliament, journalists, representatives from technical and financial partners, as well as leaders and technicians from CNOPCAF, there were committee discussions on advocacy document drafts and recommendations for various targets (CNOPCAF, Key Ministries, Government, and the National Assembly). Subsequently, the advocacy documents were distributed to the relevant ministries, the prime minister's office, and members of parliament. These documents were also published in the local press.

Finally, the CNOPCAF team followed up on their request with the Central African government, leading to the signing of collaboration agreements with the Ministries of Agriculture and Livestock.

## RESULTS

- Signing of two partnership agreements with the Ministries of Agriculture and Livestock, as well as Animal Health.
- Allocation of budgetary lines to support, structure, and guide peasant organizations in value chains and development projects.
- CNOP-CAF obtained national resources for its activities:
  1. Recruitment of focal points;
  2. Enhancement of visibility;
  3. Gain of trust from technical and financial partners;
  4. Increase in memberships aligning with its vision.

## CHALLENGES

Implementation of the partnership agreements and the realization of the development projects. However, the CNOP CAF continues to work on the sustainability of its actions, the management of its resources and the consolidation of its achievements for a lasting impact in the agricultural sector of the Central African Republic.

## LESSONS

- The importance of farmers' organizations in food and nutrition security,
- The need for government support for their effectiveness in agricultural policies.
- The mobilization of national resources has enabled interventions favorable to local farmers' organizations and the improvement of living conditions in rural areas.



## BRINGING FARMERS AND POLITICIANS TOGETHER FOR DIALOGUE AND KNOWLEDGE SHARING.



### PRESENTER

*Lesotho National Farmers' Union (LENAFU)*

### DESCRIPTION

The **Lesotho National Farmers' Union (LENAFU)** organized a dialogue and educational session with politicians to address challenges faced by farmers, including lack of access to agricultural credit, high prices of agricultural inputs, low crop yields, inadequate modern equipment, and health issues. Politicians were unaware of the harsh conditions under which farmers cultivate and raise their livestock. A common ground was reached on a win-win policy for both parties. Although it took a whole year to achieve the outcome, the time and resources invested were worthwhile. The belief that this is a compelling case to strengthen agricultural development in Africa was strong.

### RESULTS

- Politicians were informed about the desired food system by farmers.
- Politicians' perception of farmers and agriculture changed.
- Budgeting for farmers became a law signed by the head of state.
- An increase in cultivated hectares and yield per hectare is expected due to access to credit and agricultural inputs.

### CHALLENGES

- Politicians showed little interest in the farmers' situation.
- Disconnection between supervisory ministries and insufficient overall support for agricultural sector development.

## LESSONS

- The importance of dialogue between farmers and politicians for effective agricultural development.
- The need for ongoing involvement of all relevant ministries for adequate support in agricultural development.
- Social, economic, and ecological sustainability:
- Inclusion of LENUFU in the annual budget allocation is a step towards economic sustainability.
- Social sustainability will depend on the continuity of dialogue and politicians' commitment to farmers.
- Ecological sustainability will require responsible management of agricultural resources.



# CENTRAL AFRICAN REPUBLIC

## EXHIBITION OF ADVOCACY JOURNALS BY FARMERS ORGANIZATION



### PRESENTER

*Market Place / National Coordination of Farmers' Organizations of Mali (CNOP)*

### DESCRIPTION

The **National Coordination of Farmers' Organizations of Mali (CNOP)**, ROPPA member, engages in self-advocacy by leveraging its legal expertise to advocate for the interests of the SNOP. This form of advocacy requires a deep understanding of rights, needs, and effective communication to stakeholders. The organization's professionals have demonstrated success in this approach over time, ensuring that the SNOP's concerns are effectively represented and addressed.

In addition to individual cases, the CNOP conducts system advocacy, aiming to effect change at local, state, or national levels through legislative and policy reforms. This comprehensive advocacy strategy is inherently complex as it seeks to bring about long-term systemic changes. Collaboration with multiple organizations, research initiatives, awareness campaigns, and advocacy efforts directed at policymakers are integral to this approach. The CNOP's advocacy efforts extend to promoting human rights in food security, gender inclusiveness in projects, the right to participation, education for self-actualization, and combating individual poverty through agricultural and economic activities.

Central to the CNOP's advocacy strategy is robust research to ensure evidence-based advocacy. Thorough research is essential to accurately diagnose problems and identify effective solutions. A well-researched advocacy campaign is crucial as poorly informed initiatives can have unintended consequences. Many advocacy groups prioritize research over other methods like petitions or protests. By employing experts in data collection and analysis, the CNOP produces comprehensive reports on critical issues such as violence, poverty, gender disparities, and inclusivity. This information not only informs the CNOP's advocacy efforts but also serves as a valuable resource for other advocacy groups and stakeholders, fostering a collaborative approach to addressing complex societal challenges.

## RESULTS

- Successful self-advocacy efforts by CNOP's legal staff on behalf of SNOP.
- Systemic advocacy initiatives leading to legislative and policy changes at various levels.
- Promotion of human rights, gender inclusiveness, and poverty eradication through agricultural and economic activities.

## CHALLENGES

- Complexity of systemic advocacy requiring collaboration and sustained efforts.
- Ensuring accurate research and data collection for effective advocacy campaigns.

## LESSONS

- Importance of rights awareness, needs understanding, and effective communication in self-advocacy.
- Significance of research in advocacy to inform evidence-based initiatives.
- Collaboration with multiple organizations and stakeholders for impactful systemic advocacy.



*Exhibition of Advocacy Journals in farmers' training*

# BURKINA FASO

## TAXATION ADAPTED TO THE REALITIES OF AGRICULTURAL COOPERATIVES



### PRESENTER

*Faso Farmers' Confederation*

### DESCRIPTION

In Burkina Faso, agricultural cooperatives face challenges related to divergent interpretations of the tax provisions of the General Tax Code (CGI). The lack of a clear fiscal framework hinders the development of these cooperatives. A study commissioned by the Faso Farmers' Confederation has identified the taxes to which these cooperatives are subject.

Agricultural cooperatives are exempt from corporate tax for their internal activities of grouping and selling members' produce, due to their specific operational structure. However, tax applies to commercial activities with third parties, sales of processed products, and cooperatives opting for a commercial form. To clarify interpretations of the CGI, the **FASO Farmers' Confederation (CPF)** organized a workshop to enhance the skills of members involved in economic activities, particularly in institutional markets, and to promote greater tax fairness for agricultural cooperatives.

The event "Advocacy for tax justice for agricultural cooperative societies in Burkina Faso" is an initiative of the Faso Farmers' Confederation in collaboration with the French agri-agency **Afdi**.

### RESULTS

- Identification of the various taxes to which agricultural cooperatives are subject in Burkina Faso.
- Exemption from corporate tax for specific activities of agricultural cooperatives.
- Organization of an advocacy workshop for greater tax fairness for agricultural cooperatives.



## CHALLENGES

- Divergent interpretations of tax provisions by officials.
- Negative impact on the development of agricultural cooperatives due to the lack of a clear and precise fiscal framework.

## LESSONS

- Need for tax legislation tailored to the specificities of agricultural cooperatives.
- Importance of advocating for greater tax fairness to promote the sustainable development of agricultural cooperatives.



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# INCLUSIVE APPROACHES IN FO4ACP



 **LIFAD | FIDA**  
Investing in rural people  
Investir dans les populations rurales  
Invertir en la población rural  
الاستثمار في السكان الريفيين



# INCLUSIVE APPROACHES IN FO4ACP

Rural youth and women face several barriers in the agricultural sector that limit their engagement and advancement. These challenges include lack of access to education, gender barriers, urban migration, difficulties in accessing resources and marginalization within farmers' organizations.

Incentive programs and financial support are essential to stimulate young people's interest in agriculture. Capacity building and access to adequate resources are also crucial for their professional development.

Rural women face specific challenges such as land inequalities, financial barriers and persistent patriarchal norms.

To promote their participation, specific platforms within farmers' organizations (FOs) need to be established to facilitate the exchange of experiences and influence policy decisions. Land reforms are also needed to ensure equitable access to land.

To overcome these obstacles, adequate funding for young and women's FOs is crucial to support their initiatives. More inclusive governance within FOs should be promoted, encouraging the active participation of youth and women in decision-making processes.

Developing land access programs can prevent youth from migrating to other regions by providing opportunities for local economic development.

Innovative and inclusive solutions are needed to address the challenges faced by young people and women in agriculture.

By investing in education, promoting gender equality, ensuring access to resources and increasing participation in decision-making, sustainable and equitable agricultural development can be promoted.

# NADI, FIJI ISLAND

## TELL-A-WOMAN (TAW) PROGRAM



### PRESENTER

*Pacific Farmer Organizations (PIFON)*

### DESCRIPTION

Natural disasters, which are expected to become more frequent and more severe as a result of climate change, destroy crops, structures, so the communities have had to find ways of ensuring that food security is paramount in the face of disaster. Farmers have the solutions to the challenges they face with climate change. **“The Pacific Islands Backyard Gardening Initiative” (TAW)** », implemented by **Pacific Farmer Organizations (PIFON)** aims to address food insecurity exacerbated by the COVID-19 pandemic and climate change, particularly in urban areas of Fiji. It involves the free distribution of seeds to urban families, especially women, affected by job loss due to border closures and tourism-related businesses shutting down. This distribution is accompanied by practical training on managing family gardens, emphasizing climate-smart agricultural practices.

The focus is on women as community trainers in nursery management; they encourage the use of household items to cultivate fruits and vegetables in backyard gardens and farms, through soil preparation, seed and seedling cultivation, open-pollinated seeds, natural pesticides, and composting. It serves as a community development tool, where community residents train others in their circles to promote food and nutrition security, as well as a livelihood strategy.

The TAW program is a simple and modest initiative that has, and continues to generate significant positive impact for beneficiary households that have participated in the training. In the wake of Covid-19 and the ever-present threat of climate change and natural disasters, there is a heightened interest and appreciation within the community of the importance of planting food for consumption. The TAW initiative meets this growing demand, particularly from urban dwellers who are seeking a more resilient and secure food supply source for their families.

## RESULTS

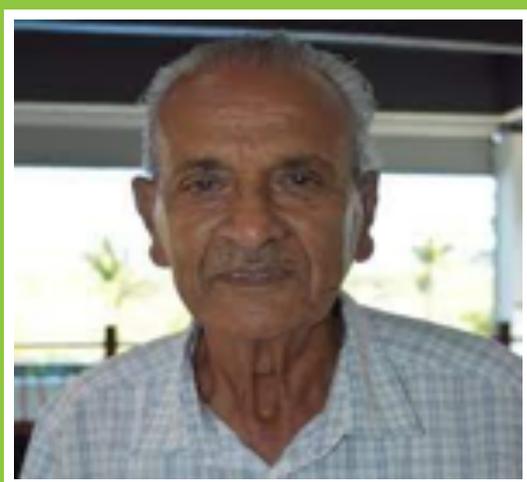
- 210 individuals trained, with 88% being women and 13% being youth. Among those trained, 56% have conducted training.
- Since the launch of the initiative, 54% have continued to cultivate their garden.
- Increased vegetable production in family gardens, thereby improving family diets.
- Reduction in household food expenses due to decreased reliance on purchased vegetables.
- Additional income generated by selling surplus harvest at roadside stalls.
- Strengthening of community cohesion through sharing surplus production with neighbors and needy households.
- Enhancement of community resilience through learning seed conservation and exchange among participants.

## CHALLENGES

- Lack of agricultural knowledge among beneficiaries, especially those from tourism industries, requiring comprehensive training on seed and crop management.
- Dependence on imports for agricultural inputs, making local agriculture more expensive and less accessible.
- Need for logistics to expand the program to remote and dispersed rural communities.
- Requirement of financial and logistical support to ensure the sustainability and expansion of the initiative.

## LESSONS

- Empowerment of women as key actors in food security and community resilience.
- The importance of hands-on training and knowledge sharing to strengthen local capacities.
- Adaptation of agricultural practices to the challenges of climate change to ensure long-term sustainability.
- The necessity of partnerships between governments, NGOs, local businesses, and agricultural organizations to support community initiatives.



**MR. SANT KUMAR**  
**DIRECTOR OF BULA AGRO ENTERPRISES**

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### *Farmer Story*

*“Before when we had a tray of seedlings maybe half of it would grow.*

*What we learnt from the workshop is that all of the seeds, and not just a few, grow and we will be able to harvest from the seeds” said Jemima Ferguson, University student, and one of the core trainers from the 2020 pilot.*

*“Plants are really thriving from the teachings I have learnt from Mr. Sant Kumar”, said Mabel Tafunai, Core Trainer from the Nadi pilot, who shared her knowledge with women on the Island of Taveuni.*

*“The chances of ensuring good nutritious food for the family is greater when we involve women because if she plants it, she cooks it,” Sant Kumar, Director of Bula Agro.*

*“Women also have a great support network of neighbors and friends with whom she shares her experience, plants and recipes – so they’re very critical to the health and nutrition of our various communities.”*

# GUINEA CONAKRY; BURKINA FASO

## IMPROVING THE EMPLOYABILITY OF WOMEN AND YOUTH IN THE RICE SECTOR FOR INCREASED INCOME



### PRESENTER

*Federation of Rice Producers' Unions of Upper  
Guinea - Fuproriz*

### DESCRIPTION

The agri-agency Trias supported project, led by the **Federation of Rice Producers' Unions of Upper Guinea "FUPRORIZ,"** involves UPRS Provincial **Union of Rice Producers of Sanmatenga,** and the **Rice Steamers Union Wendwaogo of Louda (UERWL).**

The project aims to **intensify and enhance agricultural production in Guinea Conakry and Burkina Faso.** It promotes agroecological production and trains producers in bio-compost production. Resilient agroecological techniques such as the System of Rice Intensification have been introduced.

The project collected data for informed decision-making, increased the number of clients and sales of parboiled rice, involved women producers in field visits, and conducted satisfaction surveys to improve product quality.

The project also worked on access to finance, obtaining and strengthening capacities in financial education and mastering agricultural value chains.

## RESULTS

- Establishment of trust with MFIs facilitating credit access for POs and ensuring a 100% recovery rate.
- Training of 2500 producers in agroecological practices.
- Production of 110 tons of organic fertilizer in 2022.
- Introduction of new techniques such as deep placement of urea.
- Facilitation of market and finance access.
- Capacity building of POs in group sales and financial education.
- Increase in sales of parboiled rice at fairs.
- Improvement in services and product quality.
- Increase in the number of regular and occasional clients.

## CHALLENGES

- Behavior change requires patience.
- Need for equipment for each lead producer.
- Consumer feedback needed to improve products.
- Capacity building in financial education required.
- Necessity to gain the trust of cooperatives for credit access.
- Involvement of steamers in market research needed.

## LESSONS

- Patience and effective communication are essential to foster behavior changes within agricultural communities.
- Acquiring adequate equipment is crucial to enhance the efficiency of agricultural practices in the field.
- Mutual trust is a fundamental pillar to facilitate credit access and strengthen financial partnerships.
- Actively involving community members, such as steemers, in market research can boost the growth and sustainability of agricultural initiatives.
- Using satisfaction surveys to gather consumer feedback allows for continuous improvement in product and service quality.
- Meeting consumer needs is essential to guide advocacy actions and strengthen relationships with stakeholders.
- Mastering agricultural value chains by MFI agents is crucial to optimize processes and maximize benefits for all stakeholders involved in the agricultural sector.



## INNOVATIVE PUBLIC-PRIVATE-PRODUCER PARTNERSHIPS ALONG THE CASSAVA VALUE CHAIN



### PRESENTER

*INGABO Syndicate, Member of EAFF*

### DESCRIPTION

In Rwanda, cassava is a key crop with 700,000 family farms producing over 1.7 million tons annually. Since 1990, the **Ingabo Syndicate** has been supporting small-scale farmers in cassava production, promoting cooperation within cooperatives to strengthen their market position.

The Ingabo Syndicate assists small farmers in enhancing their technical and economic skills, transforming them into competitive market players. With over 15,000 members, half of whom are involved in cassava production, the union focuses on the value chain of this product.

By encouraging membership in cooperatives, Ingabo fosters collaboration among producers for greater collective strength. By establishing partnerships with businesses, including procurement contracts with a cassava factory in Kinazi, the union aims to ensure fair and sustainable integration of producers into the value chain.

The establishment of contracts is crucial to guarantee a consistent and quality supply of cassava to the Kinazi factory. These agreements provide cooperatives and producers with competitive prices and timely payments, addressing issues related to irregular supplies and payment delays.

This mutually beneficial approach has contributed to the success of the sector. The annual event "Cassava Week" organized by the Ingabo Syndicate and supported by the Ministry of Agriculture of Rwanda brings together key stakeholders in the cassava value chain each year to strengthen relationships and promote the sustainable development of this sector.

## RESULTS

- Increased Yields: Cassava yields have increased from 10 to 50 tons per hectare.
- Favorable Contracts: Competitive contracts ensure quality supply to the Kinazi cassava factory.
- Market Access: Effective partnerships have enhanced market access for cassava cooperatives.

## CHALLENGES

- Competition from other buyers
- Product quality
- Payment delays.

## LESSONS

- Public-private partnerships strengthen the value chain.
- Adoption of new agricultural techniques can increase yields.
- Community Engagement: Involvement of members in a common goal enhances sustainability and project success.
- Cassava is a key value chain in Rwanda. In Rwanda, 700,000 family farms cultivate cassava, producing over 1.7 million tons annually, making cassava one of the most important staple crops in Rwanda. With high yields per hectare, cassava is among the priority crops to address food insecurity and thus one of the priority value chains for the Ingabo Syndicate, the union of agricultural workers and farmers in Rwanda.



## SUPPORT FOR A YOUTH-LED AGRI-FOOD PROCESSING INITIATIVE

### PRESENTER

*Togolese coordination of peasant organizations and of agricultural producers (CTOP)/ ROPPA*

**CTOP**



COORDINATION TOGOLAISE DES ORGANISATIONS  
PAYSANNES ET DE PRODUCTEURS AGRICOLES

### DESCRIPTION

The experience conducted by the **Togolese Coordination of Farmer and Agricultural Producer Organizations (CTOP)** in Togo, aimed at supporting the youth transformation unit of SCOOS “LE SUCCES,” specialized in processing fruits into juices such as pineapple, monkey bread, and hibiscus, stood out for its participatory and competitive approach.

Through an initial diagnostic process followed by a capacity-building plan, this initiative enabled SCOOPS to rehabilitate its processing unit, improve the quality and presentation of its products, increase its visibility in the market, and secure delivery contracts, notably with local child development centers.

This experience illustrates the positive impact of targeted and personalized support on the development of young entrepreneurs in the agri-food sector.

### RESULTS

- **Rehabilitation of the transformation unit:** With CTOP’s support, the transformation unit was rehabilitated, improving production conditions and optimizing fruit processing processes.
- **Improvement in product quality and presentation:** CTOP’s intervention enhanced the quality of processed products, including better process control, higher quality standards, and a focus on packaging and labeling.

## RESULTS

- **Increased market visibility:** With the improvements made, SCOOPS “LE SUCCES” was able to enhance its visibility in the local market and attract more customers with higher quality products and a more attractive presentation.
- **Obtaining delivery contracts:** A key outcome was securing delivery contracts, especially with local child development centers, demonstrating trust in SCOOPS “LE SUCCES” to provide quality processed products.

## CHALLENGES

- Mobilization of financial resources
- Training of young workers
- Establishment of an efficient distribution system

## LESSONS

- Importance of technical and financial support for the development of agri-food transformation initiatives led by young individuals.
- Relevance of personalized support based on an initial diagnosis.
- Improvement in product quality and presentation impacts their marketing and attractiveness to customers.

# DOMINICAN REPUBLIC

## WOMEN TRANSFORMERS: MORE INCLUSIVE BANANA AND COCOA VALUE CHAINS



### PRESENTER

TRIAS

### DESCRIPTION

The experience “Transforming Women: More Inclusive Banana and Cocoa Value Chains” is part of a project aimed at improving the socio-economic conditions of small cocoa and banana producers belonging to five producer organizations (POs) in the Dominican Republic.

This project was designed in response to several key challenges identified, including non-inclusive governance models within the POs, limited participation of women and youth in cocoa and banana value chains, and insufficient support from public institutions.

The project implemented a series of strategic initiatives including strengthening inclusive governance, promoting the participation of women and youth, and advocating with institutions.

Through these initiatives, the “Transforming Women: More Inclusive Banana and Cocoa Value Chains” project has succeeded in creating a more inclusive and equitable environment for small cocoa and banana producers in the Dominican Republic, thereby enhancing their ability to improve their socio-economic conditions and fully participate in agricultural value chains. The project involved a Belgian agri-agency **TRIAS** – the **Juan Cruz de Guaranal Association**, the Latin American and **Caribbean Network of Fair Trade Small Producers and Workers (CLAC)** and the **Spanish agri-agency Acodea**.

## RESULTS

- All FOs have improved their governance and structure by integrating inclusion and gender committees.
- 7 women and 8 youth have joined the boards of directors, and 3 FOs have developed new strategic plans.
- Human capital development processes included leadership schools, gender training, and new masculinity training.
- 9 businesses have been established, led by women and youth, with business and investment plans.
- Government institutions have committed to supporting and monitoring project outcomes

## CHALLENGES

- Non-inclusive governance models within FOs.
- Limited participation of women and young people in the value chains.
- Insufficient support from public institutions.

## LESSONS

- Transformation of value chains necessitates an inclusive approach.
- Value chain analysis should be entrepreneurial.
- Commitment from decision-makers is crucial.
- Traditional leadership plays a vital role in FO renewal.
- Organizational change requires attention to both hard and soft aspects.
- Continuous nurturing of the process is essential.





Panafrican farmers' organization  
Organisation panafricaine des agriculteurs  
المنظمة الإفريقية للفلاحين



# CONCLUSION AND RECOMMENDATIONS





# CONCLUSION

The implementation of the FO4ACP/OpenACP program has played a crucial role in strengthening capacities and promoting sustainable agricultural development through several key initiatives:

- 1. Institutional Strengthening:** This includes developing robust governance mechanisms, improving transparency and accountability, and consolidating internal management capacities.
  - 2. Technical Skills Enhancement:** It has enabled Farmer Organizations (FOs) to enhance their technical skills in sustainable agriculture; improve knowledge and agricultural practices, particularly in soil conservation, water management, agroecology, and innovative agricultural techniques.
  - 3. Access to Resources and Financing:** FO4ACP has facilitated national FOs' access to resources and financing to support their agricultural activities. This includes access to agricultural credits, quality agricultural inputs, and grant programs for sustainable agricultural Project development.
  - 4. Political Advocacy Strengthening:** The program has also contributed to enhancing FOs' advocacy skills. It has supported FO in advocating for farmers' interests with policymakers and actively participating in decision-making processes related to agricultural and rural policies.
  - 5. Knowledge and Best Practices Exchange:** FO4ACP has promoted the exchange of knowledge and best practices among FOs who are members of the Pan African Farmers Organization (PAFO). Forums, workshops, and platforms have been established to allow organizations to share experiences, learn from each other, and develop common approaches to address common agricultural challenges.
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The successful experiences gathered in this document are just a few examples of the achievements made by the Farmer Organizations involved in the implementation of FO4ACP. They demonstrate the positive impact that collaboration can have on farmer organizations and agricultural communities.

Furthermore, the FO4ACP Global Knowledge Management Event, organized by PAFO in Kigali (May 16 to 18, 2023), provided the opportunity for FO4ACP partners to showcase the program's significant results. By fostering the exchange of knowledge and best practices among stakeholders in the agricultural sector, the program enables Farmer Organizations to leverage past successes

to improve their practices and enhance their impact. This approach of capitalizing on successful experiences contributes to more effective, sustainable, and resilient agriculture in the face of current challenges.

Following an analysis of the presentations and lessons learned from all successful experiences contained in this document, key recommendations have emerged to strengthen the impact of agricultural initiatives and promote sustainable development. These recommendations aim to enhance inclusivity, efficiency, and sustainability of agricultural practices in the regions of Africa, the Caribbean, and the Pacific.





# RECOMMENDATIONS

**Encourage sustainable partnerships** between farmer organizations involved in program implementation to promote genuine knowledge and best practices exchange. Together, FOs from different regions can learn from each other, strengthen their cooperation networks, and promote innovation for more sustainable and inclusive agriculture.

**Support the FOs capacity building:** Build the capacity of farmers for empowerment, means ensuring food security, reducing rural poverty and preserving the environment.

**Current Information needs:** National FOs should conduct surveys to obtain up-to-date data on agricultural challenges, especially on access to finance and climate constraints, to guide advocacy and interventions.

**Dissemination of innovations strengthening:** Promote the diffusion and adoption of innovative practices through a continental project to maximize benefits.

**Improving access to financing:** Encourage the establishment of rural community banks with the participation of farmers and FOs, and facilitate special arrangements for sustainable agricultural loans.

**Providing information on climate financing:** The FO4ACP program should provide information and support to FOs to access climate change financing.

**Strengthening partnerships to facilitate scaling up innovative practices:** Financially support initiatives addressing climate change for more resilient and sustainable agriculture.

**Networking by themes:** Encourage networking of national FOs by thematic areas through virtual platforms, with the support of regional FOs, to facilitate collaboration and learning.

**Documenting and sharing agricultural experiences:** Continue to document and share experiences presented at key events to enrich knowledge and inspire new approaches.



*The voice of african farmers*  
*La voix des paysans africains*



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