



Building the next generation of farmers

Supporting capacity-development of African Farmer's Organisations through improved Policies, Technologies and Capabilities

Brussels, 6-7 November 2018

Report

1. Context

Feeding more than 9 billion people by 2050 will require doubling food production on a sustainable basis and Africa is well placed to contribute to this. Agriculture should be resilient - able to withstand or recover from stresses and shocks. The challenge is to generate sustainable agricultural growth that produces enough food, ensures it is accessible to all, is inclusive of the most vulnerable and is resilient, and hence able to withstand the increasing multiple stresses and shocks.

Recognizing the role played by organized smallholders in the agricultural transformation of the continent is key as well as supporting farmers' organizations initiatives to get to the next farming generation. Farmers' organizations can contribute to employment, higher incomes and more inclusive growth. They play a crucial role for integration of smallholders in markets and value chains and to access innovation and information.

Empowered rural women and women entrepreneurs can be and are powerful agents of change. **Organized youth** can play a pivotal role in the transformation of agriculture in Africa. Increasing youth participation – as entrepreneurs, innovators, and catalysts for change – can significantly expand opportunities for employment and investment into African agriculture.

Smart farming, precision farming, membership registration and data management by farmers' organizations and innovative technologies are already being used to develop solutions for farmers in value chains. With the right policy environment, with participation of the private sector and of key stakeholders such as youth, women, as well as development partners, these innovations will assist African Farmers' organizations and countries to contribute to the acceleration of agricultural growth by at least doubling current agricultural productivity levels.

- PAFO/AGriCord/CTA Partnership 2016-2018

The partnership between PAFO, CTA and AgriCord aims at contributing to expand and upscale successes in inclusive and successful business models led by farmers organisations. It also promotes the use of data and ICTs by farmers' organizations. It also aims at supporting capacity building on agribusiness management, entrepreneurship and innovation critical for FOs members (including youth and women in agribusiness).

2. Objectives of the workshop

A two day workshop co-organised by PAFO/AgriCord and CTA was held in Brussels to take stock of the achievements of the joint programme.

- (i) Share successes on capacity building development on entrepreneurial skills of FOs and cooperatives to expand and upscale the business
- (ii) Identify policy, technology and finance gaps
- (iii) Define a fundraising strategy for the way forward and potential partners

- (iv) Document and share best practices

Participants: This workshop brought together 40 participants drawn from farmer-led agribusiness and farmers organisations as well as policy-makers and development partners.

3. Content of discussions

A roundtable allowed interactions amongst the participants with development partners and donors (EC, DGIS). The organisers introduced the project and presented an overview of results reached. The feedback from partners and beneficiaries was very positive and highlighted the complementarities and flexibility in delivering mechanisms to respond to the FOs needs in the ground.

The partnership has built capacity on institutional level and has created visibility for the farmer's organizations in regions and Brussels. Digital-related activities have been piloted and are ready for wider application. The partnership has helped refine the business-models and new innovative strategies to assist farmer organizations at grassroots level have been tested, making use of digitalization.

The EC representative urged the FOs to use all the big events to showcase what farmers organizations can do. The policy-makers need evidence of impact in the ground to attract funding and rebalance the value chain to lift farmers out of poverty. Need to have the buy in of Ministries of Development to put it high on the political agenda and show change in policy agendas and policy settings. In terms of price transparency, we should enhance the work of farmer organizations (GIs and certification schemes). More evidence on the ground needed to show if certification schemes really make a difference on local level. Opportune moment to build on the project.

- Development partners support to FOs in these areas
Leonard Mizzi, Head of Unit, Rural Development, Europeaid, European Commission;
Ank Willems, DGIS, Belgian Development Cooperation,
CTA and AgriCord members (Agriterra, Trias, Afdi, CSA, CIA, Asprodeb, Andreas Hermes Akademie)

3.1. Session: Digitalisation in agriculture : Benefits for smallholders

a/ Presentations

A number of presentations highlighted approaches in digitalisation, best practices and drivers of success.

- Overview of digitalisation tools benefiting farmers, *Chris Addison, CTA*
- Protecting data rights for farmers, *Valeria Pesce*
- Best approaches to farmer's inclusion on digitalisation, *Hannelore Beerland, AgriCord*

Cases from the field included Southern Africa (SACAU): Improved membership management: the cases of Lesotho & Swaziland – *Ishmael Sunga, CEO, SACAU*

- Contribution from *Niek Thijssen, Agriterra and Chris Addison, CTA*
- **East Africa:** Selected cases on digitalisation, agribusiness and e-extension
 - Igara Tea: Digital farmer profiling and mapping, *Hamlus Owoyesiga*
 - Nucafe : Certification and traceability, *David Muwonge*
 - E-Granary: promoting e-extension services, *Elisabeth Nsimadala*
 - Contribution from *Niek Thijssen, Agriterra and Chris Addison, CTA*
- **West Africa:** Data management
 - FEPAB Mapping, Burkina Faso
 - Contribution from *Laure Hamdi, AFDI and Chris Addison, CTA*
- **Some impact**

SACAU: supported member registration through electronic platforms. As a result, Lesotho has gained access to markets with the World Food Programme. For Swaziland, the government is now supporting to upscale.

E-granary EAFE: is a support system for e-extension covering 28 farmer's organisations. Impressive training of trainers to provide a service and cascade of information. Funds have been mobilised from GASFP for work beyond Kenya.

FEPAB: work on grains and cereals, including youth and training on entrepreneurship and market access. Expand to regional markets. Working with drones for member registration. Training 400 young maize producers on the last part of the chain, also including women groups.

NUCAFE: cooperative uses drones to map lands and members in geospatial database. Training of staff on use of ICTs. Has enables access to finance. Working with EU delegation on GIs. Certification allows farmer to link directly to buyers with direct benefits to prices – new market and higher prices.

IGARA: profiling smallholder farmers with two factories. SACCO has been established and GIS profiling expanded. Membership to SACCO has been steadily increasing. Re-payment to IGTF increased because of traceability.

b/ Issues discussed

There is an exponential growth in data accompanying the digitalisation of agriculture. The effective management of this data offers benefits to farmers. Digital mobile platforms have reduced the time and cost of data collection and integration, improve yield, reduce loss and increase profitability and resilience.

Membership information is essential for FO's to develop adequate services for their members and to manage their position in value chains, as well as for advocacy and lobbying ends and to establish partnerships and use data as a bargaining power. It is important that farmers' organizations can own data and improve ways of collecting it. Hence the need for capacity development. The enabling environment has to improve to take farmers organizations into the digitalization trend.

Technology is perhaps the most important entry point to attract youth to agriculture, and as African youth participation in the development of new technologies and applications increases, new economic opportunities emerge.

c/ Recommendations on Digitalisation: data driven services

- Use of survey amongst PAFO members to determine priorities in terms of data collection and management.
- Raise awareness in the development community on the importance of farmers generating and managing their data
- Roll out/scaling up of successfully piloted and tested digital solutions with impact on the ground
- Capacity building on ownership and legal aspects of farmers data (data mining, monetization and general use of data, Management information systems)
- Multistakeholder coordination on collection and use of data and engagement of the private sector and government
- Organise EU-Africa farmers exchanges (including targeting youth) to learn from digital advances in EU context across EU Member States.
- Explore and leverage opportunities inherent in "big data" for farmers and FOs
- Promote experience capitalisation and knowledge sharing
- Support digital infrastructural and strategic partnership needs (fundraising)

3.2.Session: Promoting agribusiness development and entrepreneurial skills for improved market access

a/ Presentations

- **Central Africa**: Linking cooperatives to selected markets
 - o SOCOOPMAPTA: providing added-value cassava products to hotels & restaurants, *Célestin Nga*, *PROPAC*
- **East Africa**: Linking cooperatives to selected markets
 - o CAPAD: strengthening business skills of cooperatives, Burundi, *Annick Sezibera*

- *John Nuwagaba, Ankole Coffee Producers Cooperative Limited – ACPCU, Uganda*
- *Tanacu (Tanzania cashew value chain), Alex Ndijike*
- **West Africa:** Agrifood sector: In addition to FEPAB and NUCAFE:
 - Key sectors in West Africa to support, *Ousseini Ouedraogo, ROPPA*

b/ Issues discussed

It is critical to improve market access for value-added products for small-scale producers by linking them to a dynamic private sector that can provide agricultural inputs, technology for processing and distribution, financial services, and information.

Agribusinesses should be enabled to meet best practices in food safety, food production and processing technologies, process standards and marketing tools. This can be achieved through working with buyers, service providers and processors to comply with market requirements and with policy-makers to address key barriers to trade.

There is a need to improve labelling, increase quality and identify new markets thanks to entrepreneurship skills of farmers and farmer organization-driven development (where institutional capacity remains in the institution). The challenge of supporting youth businesses in the high turnover, can be addressed by focusing on farmer organizations.

Need to enhance awareness on local produce and the importance of local value addition and the retainment of value chains within the national market – instead of focussing on export of raw produce.

PROPAC: women working in cassava value chains, adding value through processing and connect quality products to tourist sector. Promote local food procurement in tourist sector. Quality guarantee needed as well as promotion of cuisine to use cassava products (training of chefs).

TANECU: cashewnut sector Tanzania.

Cashew nuts are exported as raw materials, which means the value addition is done abroad. Lack of resources limits the ability to process cashewnuts in the country.

From farmer to collection point to warehouse to market through public auction.

Achievements: production has increased (tripled in 10 years), land has been acquired for production. Working on the creation of a new brand of cashew nuts, with improved quality throughout the processing process, adhere to national product standards. Target both local and export market, enlarging the market share of processed cashew nuts in the export market. High number of women involved in the cooperative, some women are farmers and sell their produce directly to the auction.

ACPCU coffee producers cooperative Uganda. Objective is to add value through the coffee value chain. Member of Uganda Cooperative Alliance and Africa Fairtrade Network.

Focus on fairtrade coffee for export market. Fair trade label enabled access to finance, a minimum price, premium and price guidance.

Achievements: setting up of a factory and warehouse which is owned by the cooperative. Increased benefits to members; they retain value for the coffee throughout the value chain. Employment created for women in the community.

ACPCU the focus on agrotourism, let people experience coffee farming. Already partnering with OXFAM Belgium and many Dutch and German buyers. Many limiting factors in Uganda, such as infrastructure and transport which put pressure on the prices. Hoping to build partnerships with roasters to enhance quality. Promote as ACP coffee.

b/ Recommendations on agribusiness and markets

There is a need to deliver to commercially oriented activities through business fairs, strengthened linkages with the other actors in the value chain, increased use of smart farming tools. Further partnerships could be developed for online mentoring and business counselling services, e-market platforms for buyers and sellers to strengthen business partnerships.

- Support FOs to seize the opportunities in growth in intraregional/global agricultural trade
- Build agribusiness related capacity within FOs through linkages with the agro-industry (business fora)
- Focus on certifications and innovations and incentives that make it reach a large number of small holder farmers
- Focus on traceability initiatives and increase support to compliance to standards
- Support increased access to agricultural finance (blended finance)
- Study tours and networking events should be organised to show successful businesses and access food technology, with a focus on youth and women. Special focus on Africa-EU exchanges at farmer and processor levels.
- Collaboration with research organisations should be intensified
- The promotion of local food through national and regional campaigns should be encouraged

3.3. Session: The way forward: learning from successes and building coalitions

a/ Issues discussed

The main activities developed such as European Development Days, InfoPoint Sessions and Brussels Briefings, Digital for Development Prize were recognised as very important for visibility and networking. There was an agreement to strengthen the partnerships we have now, and create visibility through strategic forums. Focus on women and youth to continue.

The conclusions highlighted the need to continue working in the three areas identified: policy dialogues and visibility, digitalisation and agribusiness development, which have a potential to be known, upscaled and expanded. It is also critical to promote exchange of best experiences and lessons learnt amongst the FOs across the regions in Africa.

A new strong element discussed is the exchanges between African farmers and their counterparts in European countries. It was recognised that the EU has an experience in supporting the agricultural sector and the size of most of the farms and businesses is medium scale/SMEs type. Hence the interest of exchanging best practices.

More investment and support are needed to the FO's led business successes.

b/ Recommendations on policy dialogues (investment, CC, finance)

- Support and increase intra-regional trade policies and document clear benefits for FOs
- Support National, Regional and international dialogues/forums for policy advocacy and opportunities in export/international related trade policies
- Increased visibility at national, regional and international level with EU and ACP Parliaments.
- Identify best cases for blended financial products and strengthen capacity on finance
- Visibility /engagement of FOs in important public policy dialogue at national and international levels (EU, Parliaments, Regional groupings etc.) for conducive investment policies, agricultural subsidies policies. trade policy
- Organise road show to mobilise interest and funds from EU Member States around support to the next generation of farmers
- Continue to document best practices and the drivers of success of farmers-led businesses
- AgriCord and CTA to organise a road show amongst EU partners to mobilise the funding for the continuation of the programme. Need to involve the EU delegations.
- PAFO to submit to EC/Devco a list of successful business cases ready for upscaling as well as a list of priorities and support needed from the EU to feed into the Africa-EU platform to be set up with the private sector.