

6-11 February 2020

# The Farmers' Forum

In conjunction with the forty-third session  
of IFAD's Governing Council



## Financing Farmers' Organizations' Investments and businesses: sharing experiences and initiatives

**Side Event organized by IFAD in collaboration with EAFF, FIFATA, Reseau SOA and CNOP Mali**

*Tuesday 11 February 2020, afternoon from 14 to 15.30*

*IFAD HQ, Oval Room*

### Introduction

The core mandate of farmers' organizations (FOs) is to provide services to their farmers members. At local or sub-national FOs, the economic services are the ones that are the most relevant for the smallholder farmers. Even at national and regional levels, there are economic services that can be fostered using appropriate tools.

As highlighted in the Partnership in Progress Report 2016-2019, through investment projects and grants, IFAD is financing directly FOs' businesses and/or investments, using several models:

- (i) financing of FO business plans with FOs' contributing with a percentage to be deposited in a bank account
- (ii) financing of joint business plans between FOs and private sector
- (iii) promoting public private producers organizations partnership (4P) approaches involving FOs
- (iv) using NFOs to play a key role in bridging local FOs, project and Private sector
- (v) using national agricultural funds to channel resources to FOs
- (vi) using Financial institutions (FIs) to deposit a grant as guarantee to loans delivered to finance youth businesses
- (vii) developing regional platforms to foster trade of agricultural products between FOs of different countries

More precisely, here are concrete examples:

- In Madagascar, through the AROPA and DEFIS projects, IFAD is providing financial support to the FDA (Agriculture development Fund), dedicated to finance FOs' investments
- In Mali, through the GAFSP MMI<sup>1</sup> Project implemented by CNOP Mali, with support from IFAD as the supervising entity of the project, young farmers' members of the FOs' network are benefiting from funding for their poultry or fishing projects. CNOP and AOPP, 2 key apex FOs implementing the GAFSP project, have negotiated a partnership with a local FI and put a part of the grant money as guarantee for the FI to deliver loans to the youth.

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<sup>1</sup> In 2016, we launched. It's called the GAFSP Missing Middle Initiative (MMI) was launched in 2016 as a pilot initiative focusing on smallholder farmers and their organizations and the development of partnerships between FOs and private sector actors in the agriculture value chains.

- The e-GRANARY platform (<https://e-granary.com/>) was set up by the Eastern Africa Farmers' Federation (EAFF) as a mobile platform to deliver economic services to farmers. The mobile platform is an innovative communication and payment platform to create a virtual space for the brokering of commercial partnerships and contracts between farmers and off-takers and input dealers, as well as for the provision of financial services with low transaction costs. With support from a GAFSP-MMI project, EAFF has further developed this platform.

## Focus of the Side event

The purpose of the side event is to share models and experiences of initiatives providing financial support to FOs' economic services:

- What are the models developed?
- What are the concrete outcomes and efficiency of these approaches?
- What can we learn from these experiences and cases?
- What recommendations for IFAD, governments, FOs and other partners to further support directly FOs' businesses

## Agenda

When	What	Who
14.00 – 14.10	Introduction of the side event	Facilitator
14.10 – 14.20	Presentation from Madagascar: FIFATA and Reseau Soa - FDA	FIFATA Reseau Soa
14.20 – 14.30	Presentation from Mali: AOPP - GAFSP	AOPP
14.30 – 14.40	Presentation from EAFF – E-granary	EAFF
14.40 – 15.20	Q/A Other experiences from the assistance	
15.20 – 15.30	Synthesis of the main takeaways from the SE	Facilitator

## Speakers – Facilitator

### Speakers:

- Andriamparany Romule Ranoasy, FIFATA (MADAGASCAR)
- Gérard Landry Andriamandimby, Reseau SOA Director (MADAGASCAR)
- Seydou Tangara, CNOP/AOPP (MALI)
- Anthony Kanyoko Maina, E-Granary (KENYA)

### Facilitator :

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