

The concept of “private sector” covers a broad array of actors and businesses

Large company

PLANÈTE DISTRIBUTION

Provision of inputs and agricultural equipment, and sale of white rice



Ali Mohamed

Financial intermediary

Background:

Development of agricultural value chains

MARKET / MARKETING

- Processing of paddy rice supplied by farmers.
- Sale to wholesalers and semi-wholesalers across all regions in Mali.

KEYS TO SUCCESS

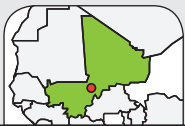
- Provision of inputs in conflict zones.
- Funding of inputs on credit for rice farmers.
- Close relationships with small farmers.

MAIN CHALLENGES

- Being able to serve all farmers in the Mopti, Timbuktu and Gao regions.
- Having access to long-term funding from banks.
- Industrialising the company by purchasing more efficient processing facilities (to husk rice and sort it by size according to the consumer's needs).

- **Contribution to improving food systems:** Through access to agricultural inputs and equipment, as banks and MFIs no longer exist in certain conflict zones. Planète Distribution's role is to supply inputs, buy paddy rice and serve as a bank.
- **Contribution to local development:** The company makes it possible to produce and process good-quality rice that is tailored to consumers' needs.
- **Types of partnership:** Each cooperative signs a loan agreement with Planète Distribution for the inputs and equipment, mainly groups of motor pumps to be repaid over several years each crop season. Repayment may be made in cash or in paddy rice at market price.
- **Services and/or support provided to farmers:** In addition to providing loans for inputs and agricultural equipment, the company also buys paddy rice, offering the cooperatives a decent price. It also helps them express their needs at general assemblies.

Mopti region,
Mali



Founded
2008



Revenue
14 to 18 billion FCFA



Partner cooperatives
18,711



People affected
41,580



620 employees, incl.
270 full-time

Cooperative

COOPÉRATIVE FAHO – FARMERS HOPE

Production, collection and marketing of cocoa beans and shade-tree seedlings, and sale of inputs to members only



Eugène

Kouame Kouakou

President
of the cooperative

Background:

Cocoa farmer

MARKET / MARKETING

- 670 farmers across six different localities in Ivory Coast: Niablé, Affalikro, Djangobo, Brindoukro, Abronamoué, Padiégnan

KEYS TO SUCCESS

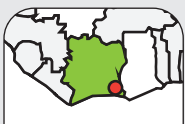
- The cooperative form's status and solidarity make it more resilient to crises: complementary and indivisible economic and social dimension.
- Named best cooperative in the Indénié-Djualin region by the Coffee-Cocoa Board of Ivory Coast in October 2020; solid support from the Quebec-based NGO SOCODEVI and from the trading and processing company Ecom Agroindustrial.

MAIN CHALLENGES

- The Covid-19 crisis has made access to high-quality inputs (phytosanitary products and seeds) difficult.
- Evacuating phytosanitary products with short shelf life.
- Integrating more female members within the cooperative (women rarely own land for production).
- Opening a processing facility to process 50% of the cooperative's cocoa by 2023.

- **Contribution to improving food systems:** Its activities help members maintain their level of income and help family farming become more resilient (by promoting sustainability). The cooperative promotes the diversification of activities (food crops, small-scale livestock farming) and the use of compost.
- **Contribution to local development:** The cooperative has created many jobs (for women and young people), particularly at shade-tree nurseries. It offers products and services that take into account the environment and gender equality (training in leadership and management for female members). It invests in community projects (schools) in partnership with local civil-society organisations, and places resilience at the heart of its efforts.
- **Types of partnership:** With, by and for members, who are simultaneously decision-makers (as members of the general assembly and elected members of the board of directors), owners (as investors) and users (of the cooperative's products and services). They are therefore involved in the cooperative's vision and management.
- **Services/support provided to farmers:** The cooperative collects and markets its members' cocoa beans at a better price (through negotiation). Shade-tree seedlings are produced and sold to members at an attractive negotiated price. Members have access to inputs, which are transported to them, and the cooperative then makes regular deductions on those members' deliveries in order to pay off their loans.

Indénié-Djuablin region,
Ivory Coast



Founded
2014



Revenue (2019/2020)
2,265,488,735 FCFA
for production of
1,642,570 kg of beans



Partners
Quebec government
and SOCODEVI (NGO);
ECOM (trading company)



People affected
670
farmers belonging
to the cooperative



Staff
Board of directors with
11 members, 6 of whom
are **WOMEN**. 10 permanent jobs

The companies operating within food systems come in a variety of forms and sizes, and specialise in a number of different areas. They operate within different sectors and seek to address local needs. Here are a few examples.

More profiles are available online (in French): <https://bit.ly/3z7EJhP>

SME

AGRO EXPRESS

Processing of tomatoes and various fresh spices into puree



Euphrasie Dassoundo Assogba Modukpe
Managing director

Background:
Marketing and commercial negotiation

MARKET / MARKETING

- Processing and packaging of tomato purees and spice-based marinades (chillies, garlic puree, ginger puree, mixes - garlic, bay leaf, parsley, celery, garlic, cumin, rosemary, thyme) produced by the farmers themselves.
- Sale to supermarkets and 50 shops in Benin, Niger, Burkina Faso, Ivory Coast, French Guiana

KEYS TO SUCCESS

- The market for ready-made products is growing fast in Benin and in the sub-region.
- Demand is rising sharply for all-natural products, and consumers are becoming more aware of health issues linked to foods.

MAIN CHALLENGES

- Strong competition from ground spices because it is difficult for households to preserve the processed products (refrigerators).
- The market already has many companies in Benin and elsewhere in the region, availability of canned products that are lower quality but attractively priced.

- **Contribution to improving food systems:** Each year the company stores roughly 10,000 jars of tomato from July to September (period of abundance) in order to ensure that the product is accessible during the periods when not much fruit is cultivated and when people sometimes have no choice but to put their health at risk by making dubious mixtures to prepare the sauces that are part of their daily diet. The company is helping reduce post-harvest tomato losses by 20% in the municipality.
- **Contribution to local development:** The company contributes to local development by paying its taxes. It is active in food-safety initiatives and guarantees a fair and stable income for the forty-odd tomato farmers partnered with the company. Most of its employees are women.
- **Types of partnership:** Partnerships are oral and regular. The company buys 80% of their tomato production. A set purchase price per kg was to be negotiated, but it didn't work out because the farmers lacked experience. The market price (which is variable) is therefore used. When prices are very low, the company pays above the market price (to keep the farmers loyal and ensure that they receive a fair income).
- **Services/support provided to farmers:** The company provides its farmers with local varieties of seeds (at a very low price), phytosanitary products (through advances, with no interest), financial resources and training organised by agents from the local agency for agricultural development (who are specially solicited for the occasion).

Kpomasse, Benin



Founded
2013



Revenue (2020)
13,000,000 FCFA
(Benin and in the sub-region)



Partners
40 tomato farmers in the municipality of Kpomasse, and five spice farmers



Production
Ability to process 1 tonne of tomatoes/day



Staff
15 part-time employees, and three permanent positions; 90% women

Micro company

SALMA

Production and sale of fortified and blended livestock feed made from ground crop residues



Nafissa Hamidou Abdoulaye
Managing director

Parcours:
Project management and coordination, gender studies, agribusiness and social inclusion

MARKET / MARKETING

- Processing of crop residues provided by farmers, and sale throughout Niger: 70% private customers; 30% institutional customers. Sales made in the vicinity of the facility, and by delivery.

KEYS TO SUCCESS

- Livestock farming is an important sector for food security, and there is a livestock-feed production deficit in Niger.
- Supported by the public authorities and the Nigerien National Institute of Agronomy in promoting this line of business.
- The only Nigerien company to utilise farmers' crop residues.

MAIN CHALLENGES

- Meeting demand, which currently exceeds production capacity. Degraded road infrastructure and unstable access to energy.
- Funding for large investments (new production facility and equipment; creation of a storehouse and offices; acquisition of trucks, a generator and land for building the facility).
- Weak support for female entrepreneurs in Niger.

- **Contribution to improving food systems:** Livestock farming is practised by over 80% of the population in Niger, and contributes, on average, 15% to household income and 25% to meeting food needs. The company's activity helps limit large-scale imports of livestock feed by the state. It uses different local products to make livestock feed, such as tree-grown fruit (gao), millet and sorghum straw for fodder, cottonseed cake, wheat bran and minerals.
- **Contribution to local development:** The use of crop residues generates significant additional financial gains for farmers and helps promote agricultural value chains. By expanding its activities, the company could help ensure that highly nutritious livestock feed is available year-round at a low price, in order to improve the nutritional state of livestock and achieve greater livestock productivity.
- **Types of partnership:** The company works simultaneously with crop farmers, who provide the raw materials (crop residues: millet, sorghum and cowpea stalks) for the production of livestock feed, and livestock farmers, who are the end users of the company's products.

Niamey, Niger



Founded
2014



Revenue (2019)
221,709,031 FCFA



Production
1,000 tonnes/years



Partners
Ministry of Agriculture and Livestock, United Nations bodies (FAO, etc.), non-governmental organisations (national and international), professional livestock-farmer organisations, livestock-farmer cooperatives in Niger



People affected
Network of livestock farmers, 3 distributors



Staff
10 permanent employees, 5 of whom are women; temporary employees depending on productivity level