



ADVISORY SUPPORT FOR EIGHT PEASANT FARMER FEDERATIONS IN THE OF USE OF INVESTMENT GUARANTEE FUNDS

Ref.  
72

| Expert(s) | Country | Volume (md) | Amount (€) | Beneficiary                    | Funding | Start date | End date  | Partner(s) | Reference  |
|-----------|---------|-------------|------------|--------------------------------|---------|------------|-----------|------------|--|
| O. Bouyer | Niger   | 40          | €19,178    | Federations of peasant farmers | FAO     | Aug. 2012  | Nov. 2012 | n/a        | <a href="mailto:emilio.hernandez@fao.org">emilio.hernandez@fao.org</a><br>mob +39 06 570 55910 |

| Detailed description of the project  | Services provided   |
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| <p>The project for the intensification of agriculture by the strengthening of the retailing of inputs by peasant farmer cooperatives (<i>Intensification de l'Agriculture par le Renforcement des Boutiques d'Intrants Coopératives</i> or IARBIC) carried out in Niger by the Food and Agriculture Organization (FOA) follows upon the "inputs projects" and aims mainly at favouring the access of these peasant farmers to the agricultural inputs (seeds and fertilizers in particular), at developing climate smart agricultural practices adapted to difficult weather and physical conditions, and to promoting the access to agricultural credit (in particular, via the promotion of "warrant-based credits"). Interested in supporting the peasant farmer federations in the organisation of collective input supply services, but also the collective marketing of agricultural products, or even the purchase and management of community facilities (stores, threshing machines, etc.), the IARBIC project planned to put guarantee funds at their disposal, allowing them to secure up to 50% of their bank credits.</p> <p>426 million CFA francs was distributed among eight peasant farmer federations based in Niamey, Tahoua, Madaoua, Maradi and Zinder: Federation of Gardening Cooperatives of Niger (FCMN) Niya, Federation of Unions of Rural Cooperatives of Niger (FUGPN) Mooriben, Federation of Unions of Development Associations (FUAD) Marhaba, Federation of Unions of Agricultural and Pastoral Cooperatives (FUCAP), Federation of Unions of Onion Producers (FUFO) Alkawali, Federation of Producers' Unions of Maradi (FUMA) Gaskiya, Federation of Unions of Farmer-based Organisations of Niger (FUOPAN) Sa'a, Federation of Unions of Cooperatives of Input Retailing (FUBI) Tarmamoua. In this context, the IARBIC project requested ad hoc support for these eight federations in the elaboration and the execution of business plans, and to present these business plans to commercial banks and local institutions of micro-finance.</p> | <p>The management of economic activities by these eight Federations is underpinned by a set of strategic, organisational, technical and accounting capabilities. The elements of internal follow-up of the project indicated that the profiles and the levels of capabilities of these Federations were heterogeneous, just as much as their needs for support-advice, whether they are of a strategic and/or organizational and/or technical and/or accounting nature. The support was thus provided through three successive missions, with ad hoc advice, adapted to the aspirations, the needs and the capabilities of these Federations:</p> <ul style="list-style-type: none"> <li>I) First mission: a quick diagnosis of their current level of capacities (level of structuring, business sectors, economic services provided to the members, levels of net assets, stockholders' equity and contributions, capacities in terms of planning and accounting management), followed by an introduction to the concept of business plans and an open discussion on the first ideas of project,</li> <li>II) Second and third mission: ad hoc support lasting one and a half days per Federation, by using a business plan development guide and an outline for writing a business plan.</li> <li>III) At the end of these missions, each Federation was able to finalise a business plan, presenting key data and figures of the Federation, presenting the project itself, demonstrating its technical feasibility, its organisational feasibility, its economic profitability (operating statement forecast, production cost, internal revenue rate, and a liquidity plan), as well as the procedures for credit recovery.</li> </ul> <p>The submitted projects were diverse (supply of seeds, fertilizers, feed stuffs, buying/selling of millet, sorghum, niebe, onions, etc.) and the average IRR was estimated at more than 6%.</p> |