



## FRAMEWORK AND DIRECTIONS FOR ACTION

1. The nature, objectives and action form Fert were determined from the beginning (early 1980) by the context in which this action was taken. We can especially identify three main factors:

- The general purpose of Fert association is to contribute to research avenues for resolution of the major problems facing modern society, by adopting a pragmatic approach that favors an innovative attitude in the way of looking at problems, especially in their human dimension, and putting himself in situations of action research.
- The experiences accumulated so by the development community after 20 years of public and private interventions for the development of developing countries. These experiments showed that in particular the methods of development based on the implementation of technical and mobilization of expertise were largely insufficient to generate a takeoff of agriculture in these countries.
- The initiative of the grain group of France, supporting the agricultural economies of development assistance activities in developing countries based on the experience of the development of French agriculture which history is written throughout the twentieth century.

2. These elements helped found both a vision of agricultural development and policy guidance for Fert. Fert for the development of agricultural economies is fundamentally based on the act of production of farmers, it is the result. This act of producing it to only domestic purpose or market, is the fact of entrepreneurs whose business is to combine production factors taking a risk, for a result that pays their effort and risk . In this process the farmer is in full responsibility. It is fundamental to respect this responsibility which is expressed in risk taking.

The exercise of this profession has two essential characteristics:

- The farmer is doubly dependent on its environment both for access to factors of production and to enhance the proportion of its production to deliver to the market.
- The systemic nature of the activity involves consistency in interventions on the various components of that environment including access to factors of production.

But in the vast majority of situations in developing countries, these two elements are not satisfied or because the corresponding functions have been assumed by the states that have shown their inability to assume them efficiently, either because the conditions of low profitability of some of them do not encourage private entrepreneurs to implement them.

This fact therefore directs the action to accompany the farmer to change his environment, rather than interference in its own area of responsibility.

The French experience shows that farmers are able to change their environment for consistent and sustainable quality services, but the determining factor is that they create together the ad hoc organizations.

3. Fert of policy objectives that flow from this approach are:

- Driving actions demonstrative allowing farmers to see the interest of creating the organizations providing them sustainable quality services.



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- Intervene in respect of the liability of farmers and the reality of the economic situation of agriculture in each country, with concern for the viability and sustainability of established organizations.
- To mobilize for this purpose the expertise held by elected officials and employees of our own French professional organizations.
- Adapt the methodology and engineering of the action to the requirements of this approach, particularly in terms of animation quality, duration and continuity of action.

4. The universality of the principles underlying the organization of producers, namely the cooperation and mutualism, led Fert to intervene in a variety of contexts, not only as to the agro-climatic characteristics, but also by the level of development, the degree of structure, the nature of the problems faced by farmers, etc.

To satisfy the requirements of the action in this variety of situations and taking into account the constraints specific to prescribers donors, Fert has had to intervene in equally varied forms, which cover the range of types of services that we can meet and which are necessary in actual development situations from an agricultural economy whatsoever. So Fert acts both in the traditional form of development NGOs, and as provider of expertise in the consultancy market, or as economic agent taking a financial commitment in an organization or a company.

Fert considers it necessary to have the ability to exercise these forms of shares to assume authentically the accompanying farmers option in the creation and consolidation of their organizations able to provide sustainable services operating within the economic reality of their country.

5. The mobilization of the French professional expertise that is integral to the action method of Fert leads to associate mostly through men, elected or employed, one or more professional organizations union, technical, economic or financial . This commitment gives the organizations the opportunity to benefit in return for the discovery of new situations, with an opening for their staff involved, and thoughts on the comparative situations, as well as on possible development strategies . Thus the relationship created through Fert in the course of action to the emergence of a farmers' organization in a developing country may continue beyond the project phase, a direct relationship to nature technical, economic or commercial.

The experience accumulated by Fert during more than twenty years of activity and the diversity of life situations, give it today the ability to bring professionals and French agricultural organizations of analytical elements and rendered reflections necessary for debates increasingly present on the growing interdependence of the world's farmers, the relationship of agriculture to living in the dual of being a farmer and the environment, and finally the relationship of agriculture to the territories in terms of preservation and development dynamics.



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6. Thus Fert was formed as an interface between:

- The rich French agricultural world of development experience, security holder allowing men to take charge of all their own development while respecting the responsibility of everyone and now facing a global opening.
- Farmers in developing countries, also faced with globalization, but primarily looking for ways to initiate a process of progress enabling them to improve their income and thus contribute to better meet the food needs of their country.

This positioning has led Fert to become a committed player, developing professional competence of international cooperation to enable the meeting of these two sets of men in a spirit of active solidarity generating mutual enrichment.

Fert, 12.01.07