



ACTIVITY
REPORT
2015

APPROACH

Professional agricultural organizations providing sustainable quality services that meet farmers' needs.



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The actions implemented by Fert in 2015 are mainly as follows:

- Facilitating and gradually structuring producers' organizations around technical, economical and union functions
- Facilitating territorial develop dynamics
- Facilitating networks

APPROACH

It is by combining a series of factors of production that a famer can develop his farm, increase his production and therefore improve his income and the living conditions of his family. This is to that effect that Fert has been supporting for more than 30 years the creation and development of producers' organizations where each of these functions (access to credit, training, inputs, advisory services, land tenure, processing and marketing of agricultural products...) is hold by the farmers themselves as part of specific organizations: training centers, cooperatives, FO federations, microfinance institutions...

EDITORIAL

The Climate Conference (COP21) held in France marked the year 2015. Fert has been indirectly involved through the organization in Paris of a thematic discussion on the issue "Increasing agricultural production and preserving natural resources: an alternative or a complementarity? the Mediterranean region under pressure"; through the organization of the intervention of two Tunisian and Algerian partners at the launch event for the initiative "4%: soils for food security and climate" and at the Farmers' conference on climate organized by Afdi and AgriCord; or through the co-facilitation together with Cneap, as part of the international solidarity and rural development education program (EADR-SI), a contest for young high school students on the issue "Chauffe qui peut pour ma planète".

Beyond those events, a clearer link between agriculture and climate has helped Fert to promote its action in supporting farmers to adapt to climate change, especially in the Mediterranean and Sahelian regions, but also in terms of contribution of agriculture to struggle against climate change.

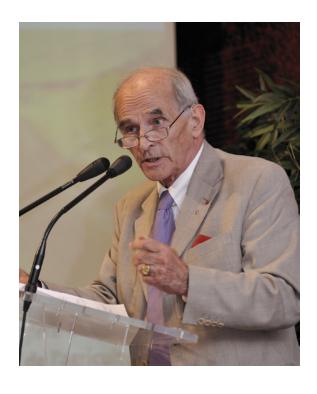
In 2015, Fert supported over 2,000 producers' organizations in 13 countries i.e. over 70,000 families living from agriculture.

Beyond actions per countries, two subregional programs - one in Northern Africa and the other in Sub-Saharan Africa - have facilitated exchanges and started upscaling.

Fert's action, in the long term and continuity, is more than ever necessary to support agricultural professional organizations in their development that can secure farm families income and improve food security. Over
2,000
producers'
organizations

13 countries

Over
70,000
families living
from agriculture.

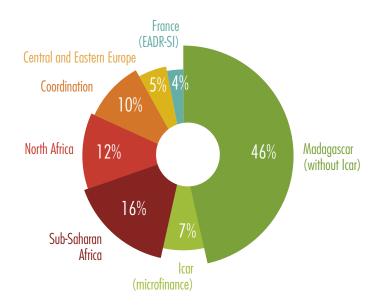


This report illustrates our activities and gives me the opportunity to thank you most warmly for your support and trust.

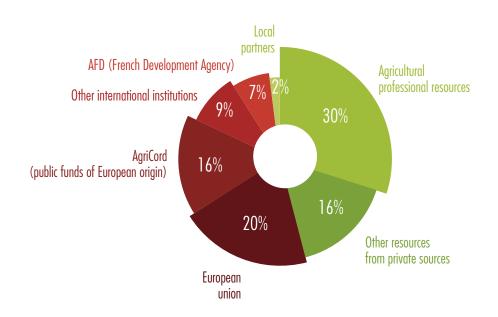
Henri de Benoist

FINANCIAL ELEMENTS

Employment 2015



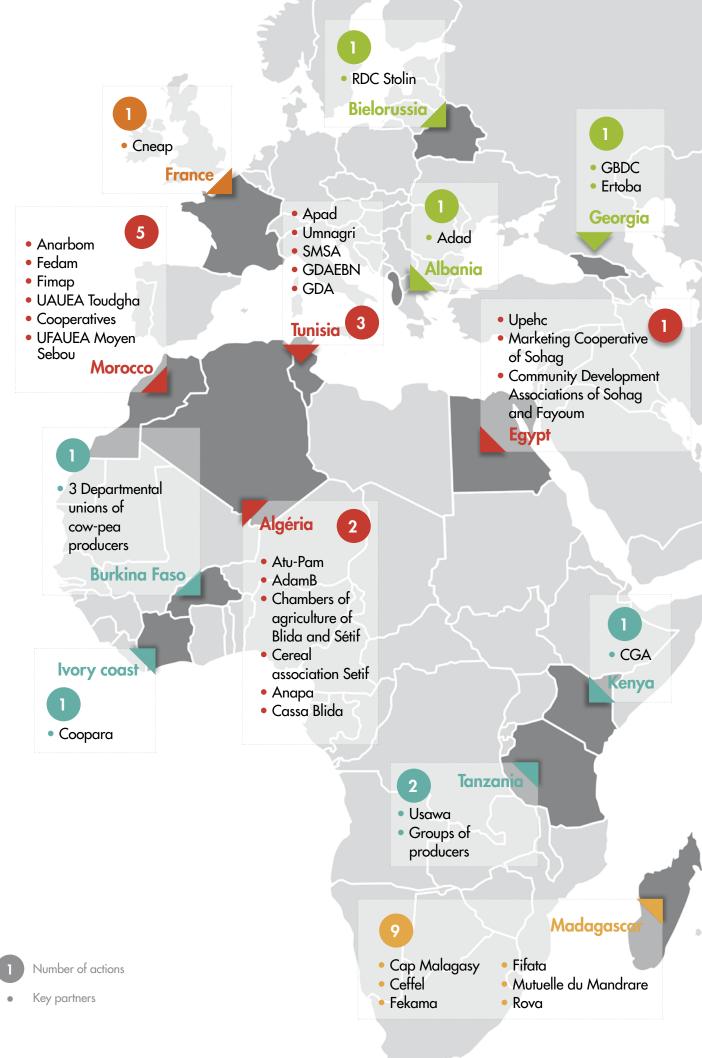
Ressources 2015

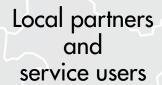


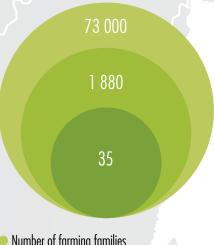
The global budget mobilized in 2015 is 5.8 million of euros for 25 projects conducted in 13 countries.

It is the consolidated total budget integrating the financial resources that do not transit Fert's accounts but which have contributed to the funding of actions implemented by the association.

The financial resources for the year 2015 are for 52% from public funds and for 48% from private funds.







- Number of farming families
- Number of local FO
- Nombre d'OP régionales ou nationales

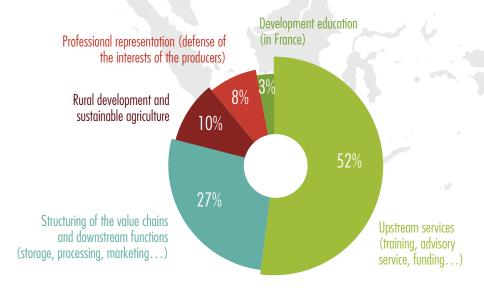
PANORAMA

Further to a strategic review in 2013, Fert decided to focus more on Africa

Fields of activities of Fert

projects

countries



PROJECTS 2015

CENTRAL AND EASTERN EUROPE

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Structuring of the vegetable value chain

Georgia

Development of the dairy sector in the Lesser Caucasus region

Albania

Organization of producers and dialogue between actors (OPCA)

MEDITERRANEAN AND NORTH AFRICA

Mediterranean (Algeria, France, Lebanon, Morocco, Portugal, Spain, Tunisia)
 Capitalizing on the experience of the Agro-Systems Innovation Network (RCM)

Morocco and Tunisia

Conservation agriculture in the Maghreb region

Mediterranean (Albania, Algeria, France, Italy, Morocco, Spain, Tunisia)

P.27
 Network of fruit and vegetable producers (Arbomed)

North Africa (Algeria, Egypt, Morocco, Tunisia)

p.20 - 21 • Paopa: Program supporting African farmers' organizations

Morocco

Management of the durability of agricultural production systems of the Todgha basin

SUB-SAHARAN AFRICA

p.22 - 23	Burkina Faso, Ivory coast, Kenya, Madagascar, Tanzania • TransFert: Professional agricultural organizations: development levers for rural economies
p.14 p.15	 Tanzania Support to the development of financial services in rural areas of Arusha and Kilimanjara regions (Usawa) Agricultural development program in Arusha and Kilimandjaro regions
p.12	Integration of young coffee-cocoa producers
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MADAGASCAR

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p.16-17	 Supporting the emergence of a farm advisory organization
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	 Restructuring of advisory services to dairy farmers
p.30	 Support to the implementation of the Fifata strategy 2013-2017

Support to Regional Fund for Agricultural Development

FRANCE

p.29

 Consciousness-raising, education and support to actors of agricultural education to rural development and international solidarity



TRAINING



Training is key in all actions undertaken by Fert but agricultural training as such is subject to specific programs, at the request of the organizations of producers in Madagascar since 2002.

MADAGASCAR

Training of farmers' leaders





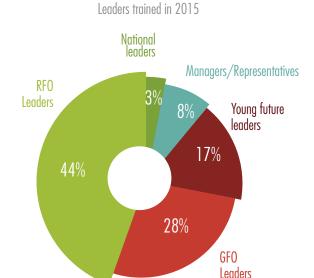
Regions: Alaotra Mangoro, Amoron'i Mania, Bongolava, Haute Matsiatra, Ihorombe, Itasy, Menabe, Sofia, Vakinankaratra, Vatovavy Fitovinany



The training of farmers' leaders was re-launched in 2012 further to a growing demand of professional organizations, and due to the lack of an appropriate response for training of professional leaders.

In 2015, five types of training were re-conducted for a total of 309 leaders:

- Training of 51 young future leaders
- Training of 86 leaders of grassroots FO
- Training of 140 leaders of regional FO
- Training of a president-director tandems:
 24 trained executives and elected members
- Training of national leaders



918 leaders trained since 2012

trained advisors, technicians and trainers since 2014



MADAGASCAR

Fekama - 5 vocational education agricultural technical high schools





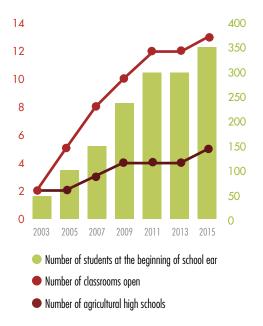
Regions: Amoron'i Mania, Alaotra Mangoro, Haute Matsiatra, Ihorombe, Menabe, Sofia



One year following its creation, the Fekama – federation of agricultural high schools of Madagascar – held its first general assembly, highlighted by the presence of the representatives of the graduates from the first 4 agricultural high schools.

The action in 2015 help to strengthen schools farmers' committees and elaborate schools' projects, facilitated by a support mission of the Cneap's professional leaders.

Besides, the dialogue continued with the Ministry of agriculture, within the national committee of agricultural and rural training, for the recognition of the high schools' pedagogic frame of reference.



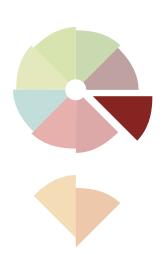
5 regional agricultural high schools

350 students for the 2015 school year

72 youths successfully completed the 3-year program in 2015

The participation of families in youth schooling has improved with 95% of contribution in rice supply and 97% of school fees.

From the 2015/2016 academic year onwards, a 5th agricultural high school was opened in the region of Alaotra Mangoro.



PROFESSIONAL INTEGRATION

IVORY COAST

Integration of young coffee-cocoa producers





The « Integration program of young coffee-cocoa producers in the region of Agboville », within the regional agricultural cooperative of Agnéby (Coopara), operationally started in 2015 with the signature of a partnership agreement, the implementation of a steering committee, the recruitment of a local coordinator, the land security of plots of the selected youths and support to the identification of their implementation projects.



selected youths from 13 different villages

600 ha of registered plantings for implementation projects of vouths



MADAGASCAR

Support to young farmers in their professional integration





Regions: Amoron'i Mania, Haute Matsiatra, Ihorombe, Menabe, Sofia

The local support services to graduates from agricultural high schools in the development of their activities are as follows:

- An individual advisory service,
- A support to projects of youths allowing them to receive a "boost" grant in production facilities,
- Networking of youths within one another and with actors from their environment.

Violette Rasoamanarivo, a 20-year-old graduate from the agricultural high school of Ambondromisotra in 2012:

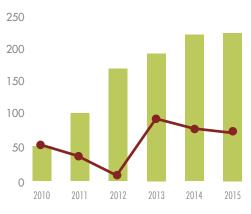


"I was 17 years old when I left school, and my family had limited financial resources to help me building a pigsty and buy the sow necessary to start my project of pig farming. Hopefully, I received a grant in December 2012: building materials for the pigsty and 4 sows. I have been then well supported by the advisor to develop my livestock activity. I am currently in the 4th cycle of production".

CONVINCING RESULTS

- 95% of youths trained are starting their agricultural activity
- 38% of these youths are established: they have their own farming
- 80% of these youths have a para-agricultural activity
- 35% of these youths have joined a grassroots or regional farmers organization





- Number of youths supported by a farm advisor
- Number of youths who have received a grant in production means

222

youths were supported in 2015 after their training in agricultural high school





A study on the « Characterization of impacts on the training and supporting of graduates from agricultural high schools » has been carried out in partnership with the "Institut des Régions Chaudes" of Montpellier SupAgro".



FINANCIAL SERVICES

TANZANIA

Structuring of financial services in rural areas in the regions of Arusha and Kilimandjaro - Usawa

After the execution of an organizational audit from the Usawa regional financial institution in 2013, and insofar as no agreement could be reached between Fert and Usawa regarding the legal evolution and the institution's financial empowerment strategy, Fert decided to withdraw from Usawa as a shareholder in August 2015, and as technical and financial partner end of 2015. The year 2015 was largely devoted to prepare for these deadlines, to train the director, but also to proceed with the review of the credit policy and procedures.



Usawa brings together:

31 Saccos

7,500 shareholders

Membership shares and savings:

1,229 K€

Outstanding credit:

1,248 K€

MADAGASCAR

Icar - Development of financial services



The "Internationale de Crédit agricole et rural – Icar" is an association funded in 1999 by Fert and the "Caisse régionale de Crédit Agricole - CRCA" of northeastern France, then joined by the CRCA of the Reunion and Centre Loire.

Its aim is to promote the development of financial services in rural areas for the development of agriculture and small businesses.

In 2015, it supported the "Mutuelle du Mandrare" in its development until operational equilibrium, excluding subsidies designed to reach financial autonomy in 2017.

The "mutuelle du Mandrare" brings together :

49 local credit union

25,400 shareholders

Savings:

565 K€

Outstanding credit:

651 K€



AGRICULTURAL ADVISORY

Agricultural advisory consists in facilitating a network of technicians trained as advisor and responder within a municipality or a group of municipalities. The advisors help daily and in proximity farmers to develop their farming. They help them to identify their needs in inputs, credit, training... and to become organized to manage together and in a sustainable manner support services to the production, storage, and marketing of agricultural products.

TANZANIA

Agricultural development program - Adepak





54 groups

1,350 producers receiving support services

over **8,000** visitors came to the Meru fair

The Adepak program continued to support producer groups of Arusha and Kilimandjaro regions. The main developments in 2015 are the initiation of the structuring of the implementation of four inter-groups – grassroots FO groups around a common service – and a new focus on support services for value chains identified as a priority by the producers.

Many training cycles have been launched:

- Leadership training cycle for 60 leaders
- Governance and financial management training program for the elected members of 50 groups
- Training of 16 animal health workers, called "paravet"

Fert has facilitated the implementation of a "value chains" platform by the farmers from the Meru district; this one has helped to connect over 8,000 farmers with potential buyers and input and services suppliers.





A second edition of the Meru agricultural fair organized from the 19th to the 21st of November 2015



MADAGASCAR

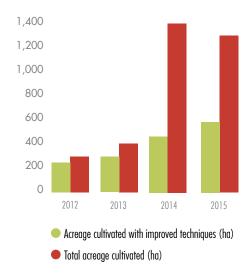
Supporting the emergence of a farm advisory organization: Cap Malagasy



Fert continued to help Cap Malagasy to step towards its institutionalization; this organization of local farm advisory comes from experience capitalization in terms of local farm advisory developed by Fert and Fifata since 2014.

The ProTana project was launched in 2015 – "Professionalizing and organizing agricultural producers – Fruits, vegetables and chicken value chains – South Antananarivo" in the Analamanga and Itasy regions, in peri-urban areas. This action is a follow-up of the Pronut project – "Support changes in practices by small producers to sustainably improve agriculture production and nutrition of vulnerable populations" implemented in four other regions further south (Vakinankaratra, Amoron'i Mania, Haute Matsiatra, Ihorombe).

Significant progress has been made in terms of adopting new agro-ecological practices, post-harvest management and structuring producers within staple food value chains. Rice: acreage cultivated with improved techniques compared to the total acreage of producers supported (4 regions: 2,250 producers)



50 local farm advisors in 57 municipalities of 6 regions

6,889 supported farms

625 grassroots FO

34 value chain unions

The "Kilalaom pitantanana"

- literally "management game" is a pedagogical tool providing
advice for family farming used by
previously trained agricultural
advisors. It is used to simulate the
functioning of an agricultural farming
over a year, based on the information
collected from the producer. This is a
decision-making tool.



An exchange visit to Reunion Island has brought to 12 technicians and representatives of Cap Malagasy and Fifata to discover the structure of agricultural services.

Testimonies of beans producers

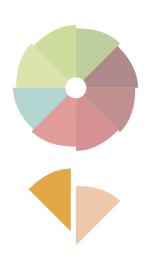
The women's FO Vehivavy Mijoro is one of the largest beans producers in the municipality of Sakalalina, in the Ihorombe region. The 10 members cultivating beans have cultivated 3 ha and harvested 2,280 kg of common beans. They have sold half of their harvest. All in all, the members have earned about 4 millions Malagasy ariary (i.e. 1,200€). With this money, three women could each rent a 50-acrerice field, and another could buy a zebu valued at 280,000 Malagasy ariary. As harvesting was completed in August, they could also pay the school fees for 10 of their children.

AS FOR INSTANCE, RICE

Producers supported by Cap Malagasy in the four southern regions have observed progress between 2012 and 2015:

- Increase in cultivated areas through improved techniques: +94%
- Increase in yields: from 2.08 t/ha to 3.28 t/ha (+58%)





SUSTAINABLE AGRICULTURE

The climate change affects the agricultural production conditions in many regions of the world. The Mediterranean basin and Sub-Saharan Africa are particularly affected and farmers have to adapt to these new constraints.

BURKINA FASO

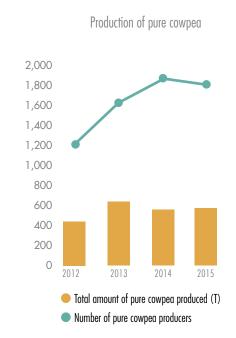
Support to the agricultural production and professional structuring





Burkina Faso, capitalization process on the experiences relating to support services to farmers in adapting to climate change has been carried out. The aim was to analyze how the three cowpea producer unions tested and implemented a series of agricultural services in order to restore fertility, soil improve outputs and reduce the vulnerability of their farms to climate change. The

analysis focused on a 10-year action and resulted in a capitalization document, which was largely disseminated, entitled "Which support services to be provided to producers towards agro-ecology? From practice to approach".



99 groups

1,776 supported producers

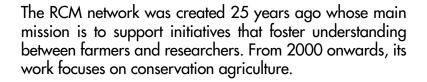
7,9 q/ha
Average yield for pure cowpea in 2015

132 KF/ha (€200) Average gross margin for pilot producers

MEDITERRANEAN

Mediterranean Agro-Systems Innovation Network - RCM





Fert wished to carry out in 2015 a capitalization process on RCM's experience in order to build upon the achievements and draw lessons that could create a new dynamic of actors.



Wit the support of F3E, this collective work carried out through workshops in France, Spain and Morocco, has produced experience records – historical profile, structuring, control groups, Mediterranean meetings, facilitation tools, visibility, advocacy – and a recovery plan of the RCM.

Conservation agriculture in the Maghreb region





The program "Conservation agriculture in the Maghreb region" was deployed in 2015 thanks to more structured collaborations with institutions such as IAV and ONCA in Morocco, INGC in Tunisia, etc.

Through the manufacturing of a final prototype in 2015, five no-till seeders produced in France were tested in these two countries.

A study visit in Tunisia helped to strengthen links and increase interaction between Moroccan and Tunisian producers' organizations, which are involved in this program.

13 local FO

10 technical partners involved

60 ha
of test plots including
41 no-till ha

2 demonstration platforms

21 days of training

MULTI-COUNTRIES PROGRAMS

NORTH AFRICA

Paopa: Program supporting African farmers' organizations







Following an initial phase of the implementation of an operational system and selection process of pilot projects in four Northern African countries – Morocco, Algeria, Tunisia, Egypt – the year 2015 provided support services to eight producers' organizations of different value chains:

- beekeeping
- arboriculture
- cereals
- sheep and camel farming
- aromatic and medicinal plants and onions.

The main actions concerned:

- technical and organizational trainings
- value chain studies
- a support to Minagri in Tunisia for the revision of the SMSA legal framework
- establishing connections between local and national FO





49
OP including 37 local FO,
5 regional FO and
7 national FO involved

3,850 producers concerned by 8 pilot projects

144 days of training and visits

assessment and skills transfer workshops



MULTI-COUNTRIES PROGRAMS

SUB-SAHARAN AFRICA

TransFert - Professional agricultural organizations: development levers for rural economies





In 2014, as part of a joint discussion with its partners in each country, and with the French Agency for Development, Fert developed a program entitled TransFert, built around common themes in five countries.

The objective of this program contributes to improve agricultural economies through producers' organizations. It is especially about:

- supporting the development of family farms through local farm advisory and helping youths to establish their agriculture activity;
- enhancing more sustainable production methods;
- strengthening FO actors' skills (members, leaders, technicians, relay farmers);
- supporting the organization of farmers and their FO within value chains;
- consolidating support of FO to allow a change in scale.

In addition to the 9 projects implemented in different countries, the year 2015 witnessed the development of cross-functional actions: collaborative management, facilitation of thematic groups, exchange trips, capitalization process, internal and external communication...

Thematic workshops involve the monitoring-evaluation, support towards autonomy of services, leaders training, agricultural agro-ecology, advisory, integration of young producers, postharvest management, access to financial services, services economy.



Testimonies

Visons of TransFert in 2020 ...

- "We were really happy to host the 1st TransFert meeting in Madagascar. It is really important to us, as in terms of exchanges and discussions with other African countries, it will help us to do a self-assessment on what we do, and to get an external point of view on our strengths and weaknesses. There are already intense discussions between the teams, technicians and even afterwards between producers." Malagy participants.
- "In 2020, the ultimate goal is that our FO partners make the most of cross-cutting actions; i.e. that FO know each other, are aware of their respective dynamics and that they learn from each other to improve services for producers." Burkinabé participants
- "Today TransFert is above all an opportunity to discuss between countries. Those discussions are extremely interesting as it gives depth to our interventions. In 2020, I expect that there will be more shared experiences from Kenya, Tanzania, Burkina and from Ivory Coast that would have had time to develop by then. "Tanzanian participant"
- "By 2020, I wish that all actions build the capacities of leaders and members of cooperatives or producers' association, allowing all FO to operate and play their part." Ivorian participant
- "How can we work together?" This totally makes sense by being here. What I will remember is how each organization that is here today operates... In 2020, I would like to see more accessibility to information between Fert's countries of intervention and that we could see that everything is done to address farmers' needs. "

Kenyan participant

"In 2020, I guess that Fert will have teams who would work more instinctively, know to put things into perspective and above all who would know how to share their experience. I also hope that people would be in a culture of learning. Therefore they would be curious and would have a strong appetite to share. It would be great if in 2020 we no longer talk about this TransFert program, but if we would have managed to develop working habits and a new culture. "French participant"



The first annual meetings took place in Madagascar from the 5th to the 16th of October 2015. They gathered representatives of Fert's teams and partner organizations from all countries, i.e. about forty people for fields visits and work sessions on various topics.

1,879
OP including 4 national FO, 18 regional FO, 1,857 local FO

43,000 family farms involved

124 farm advisors trained

2,128 adopters of agro-ecological practices

2,380 tons
of products stored under
appropriate conditions
(238 storage buildings built
or rehabilitated)





VALUE CHAINS

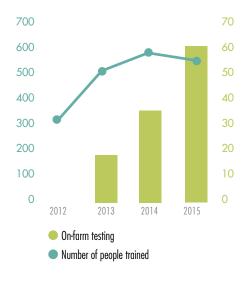
In order to make full benefit from his harvest, the farmer must consider the whole value chain: from the production to the marketing of agricultural products, through its processing. Fert supports the mobilization and organization of producers within the value chains.

MADAGASCAR

Ceffel: consulting, experimentation and training fruits and vegetables



The support - towards autonomy of the Ceffel association continued in 2015 by helping defining the strategic plan for 2016-2020 and transferring Fert's staff to Ceffel.





At the same time, Ceffel has strengthened its governance and the quality of its services: training, experimentation and economic advisory service.

Ceffel is recognized at a national level, especially for its expertise in agro-ecology, seed-potato production and information on vegetable prices.

training sessions

546 people trained

Over 1,170 visitors came to the center

9 tons of seed potatoes produced

Siel - "Service d'information économique des legumes" (economic information service for vegetables): 18 collection points, 26 market prices displays

KENYA

Support to the Cereals Growers Association (CGA) in structuring the maize value chain



Within the framework of their partnership launched in 2013, Fert and CGA took the opportunity during 2015 of a funding from the Finnish government, mobilized through AgriCord, to build a 3-year operational action plan to develop the cereal value chain in two counties.

Two technicians have been hired to coordinate activities and the diagnosis of territories started end of 2015.





BELORUSSIA

Structuring of the vegetable value chain





Fert withdrew in February 2015 from the "Fondation Internationale pour le Soutien du développement des territoires ruraux – IFRD" that it had helped to create in 2007 and which continues its development autonomously.

Fert takes no more action on its own but remains a partner of the "Centre de Développement Rural" (Center of Rural Development) from Stolin district for a planned aid for structuring the vegetable value chain over the period 2014-2016, following two axes: technical development and market access.

In this context, two missions were carried out in 2015 involving the mobilization of a French professional vegetable producer.



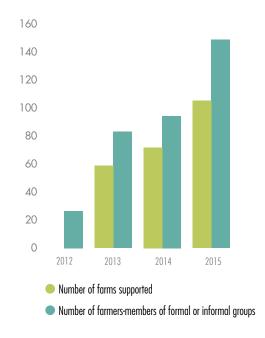
GEORGIA

Development of the dairy sector in the Lesser Caucasus region



The year 2015 provided an opportunity to address the issue of the organization of farmers around services such as insemination, material equipment, milk processing and representation of the farmers' interests to public authorities.





Ertoba, an initial association bringing together farmers from five villages came up further to an exchange trip in France end of 2014.

In 2015, support missions by Fert and Savencia Ressources Laitières – a partner of Fert, as part of a skills-based sponsorship - focused on organization dynamics and upgrading of methodological skills of the Georgian Business Development Center (GBDC) team, a local partner.

Study trip: Organization of two study trips in Turkey and Armenia

MEDITERRANEAN

Arbomed, a network of fruit and vegetable producers



Arbomed was created by bringing together producers from 7 countries around the Mediterranean that, on the occasion of exchanges and actions of cooperation organized by Fert, together with the « Assemblée des régions d'Europe fruitières, légumières et horticoles - Areflh » (the Fruit and Horticultural European Regions Assembly), wanted to develop more continuous relations and address common stakes.

The year 2015 was marked by various workshops and meetings: in Perpignan - France during the Medfel fair in April, in Blida – Algeria as part of a training in May, and in Rimini - Italy during the Macfrut fair in September.



The action plan for 2015 is organized around four axes as follows:

- Defining the best technical-economical compromise to irrigation management of the plot;
- Judging the production potential of the different productive regions and determining the market demand;
- Strengthen the role of FO in the value chain management; technical and economical development services and sustainability factors;
- Facilitating economical and commercial partnerships

MADAGASCAR

Rova - Restructuring of advisory services to dairy farmers



At the end of 2014, on the initiative of technicians and representatives of Rova dairy cooperative union, a diagnosis could identify the priority needs of farmers-members. This work led to refocus Rova's services on the upstream of the value chain around four major services: animal health, nutrition, reproduction, technicaleconomical advisory.



Fert is working closely with Rova to help restructuring farmers advisory services and restore confidence within the union of cooperatives. The encouraging results obtained in 2015 have helped Rova to focus on a 2016-2018 strategic planning exercise.

grassroots cooperatives for 188 farmers-members

local vaccinators and 7

health auxiliaries

20,000 vaccines provided (bovine, pigs and poultry)

28 tons of hays produced

39 tons bought by Rova's members



RURAL DEVELOPMENT

The producers have nowadays to integrate into their development strategies, challenges and constraints that go beyond the strict scope of technics or economy of their value chain.

The pressure on the resources (water, land tax, etc.), urbanization, consumers' requirements on the products quality, society's requirements on the environment, climate change, and finally trade globalization, force the producers to establish a dialogue and to get specifically organized both amongst themselves and with other business sectors.

MOROCCO

Management of the durability of agricultural production systems of the Todgha basin



Thanks to a complementary funding with the Belgian government via AgriCord, the project "Organization of producers for a sustainable agriculture in the oasis of Todgha" has entered into the operational phase by defining a framework of intervention and partnership agreement between Fert and the UAUEA in Todgha, the recruitment of a local technical advisor, the production of a local diagnosis and the drawing up of an action plan. This action is conducted in collaboration with the association Sol et Civilisation who started a process aiming at developing a territorial strategy for a sustainable development of the valley and for the preservation of the oasis.



MADAGASCAR

Support to Regional Fund for Agricultural Development



Value chains structure Agricultural Training, infrastructures agricultural advisory 25% 14% 15% FO structure 24% 17% Aaricultural **Other** equipment services

Distribution of 3 FRDA fundings (over the period 2012-2015: 1 878 K€)



Late 2015, an external evaluation of the FRDA from the Amoron'i Mania and Menable regions was entrusted to Iram.

Fert, in partnership with Fifata and as part of a national agriculture program, has implemented in the regions of Amoron'i Mania, Menabe and Vakinankaratra, "centres de services agricoles - CSA" (farm service centers) at a district level as of 2008 and "fonds régionaux de développement agricole - (FRDA)" from 2009 onwards. The political crisis from 2009-2013 had an impact on the financial resources of the State intended to agricultural services, contributing to the weakening of the farm service centers.

Fert and Fifata's action in 2015 will include:

- training of "Comités régionaux d'orientation et d'allocation – Croa" (Regional steering and allocation committees) and regional directorates,
- development of new services,
- Improvement in the information system providing the mapping of actions funded by the FRDA.

225 applications for funding accepted totaling €225,000

7,092 beneficiary farming families

51municipalities concerned i.e.25% of the municipalities in the intervention regions



PROFESSIONAL REPRESENTATION

Beyond the development of services meeting the needs of their members, Fert supports the farmers' organizations with the defence of their members' interests: negotiation with the government, participation in defining the national strategies, multi-actors partnerships...

MADAGASCAR

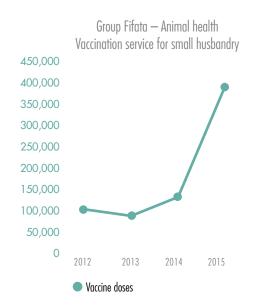
Support to the implementation of the Fifata strategy 2013-2017



Fifata - a national organization of Malagasy producers unites specialized organizations it has created with Fert's support dedicated to producers (Ceffel, Cecam, Cap Malagasy, Fekama, etc.). The group Fifata grew strong in 2015 through the development of synergies between actors around effective projects meeting the producers' needs and strong industrial actions on topics such as land tenure security, training for youths, financing of agriculture, protection of family farming...

Today Fifata presides over:

- The "Comité national de l'agriculture familiale Cnaf" (National Committee for Family Farming)
- The "Fonds de développement agricole FDA" (Fund for Agricultural Development)
- The "plateforme de la société civile intervenant sur le foncier - SIF", (The Civil Society Platform involved in Land tenure)
- And is represented in many other instances such as the "Conseil national de formation agricole et rurale -CNFAR" (National Council for agricultural and rural trainina).



Group Fifata



*Regional Peasant Organization

ALBANIA

Organization of producers and dialogue between actors (OPCA)



€198,000 in investments mobilized locally

apple varieties in 4 different pedo-climatic regions

2015 is the end-year of the phase 1 of OPCA program conducted in partnership with Adad and the Albanian Ministry of Agriculture.

It was the year in which Adad was supported in its strategic reflection and the drawing up of a new three-year action plan (2016-2018).



Inauguration in May 2015 of the first fruit juice production unit implemented by Albanian producers (one million euros invested, with a processing capacity of 10 tons/day)



- Fruit tree acreage of members (ha)
- Members
- Groups of producers who are Adad members



Adad - recognized by the Albanian government for the significance of its initiative – has facilitated the creation of an interprofessionnal arboriculture committee and has organized an exhibition within the Ministry of agriculture

In May 2015, Fert organized a study trip in order to enable the Secretary of State for Agriculture to meet actors of the MAAF, FranceAgriMer and French professional agricultural representatives to better understand the tools and co-management system of agricultural value chains in France.

MAKE THIS FARMERS' SOLIDARITY VISIBLE

For further information visit fert.fr



16,000 unique visitors on website in 2015

19 press releases

During 2015, Fert contributed to the action of several groups of organizations of international solidarity:

- Two groups of French NGOs: Coordination Humanitaire et Développement (CHD) and Coordination Sud, as administrator and referent of the group "Quality, Transparency, Efficiency of Coordination Sud";
- Two thematic groups: one on rural development issues (Inter-network rural development) through press releases published in the magazine Grain de Sel; another on evaluation, capitalization and impact issues (F3E) through the participation in a working group on change-oriented approaches;
- International network of Agri-agencies, AgriCord that unite 12 agri-agencies of 10 countries;
- Two groups of international NGOs in Burkina Faso (Spong) and in Madagascar (Pingos);
- Three international networks of actors in the scope of rural and agricultural training (FAR): FAR international, FAR Madagascar FAR, REAP AAOI (Network of professional agricultural institutions Southern Africa – Indian Ocean).



JANUARY 31 - MARSEILLE

Fert spoke at a conference on "Food in the Mediterranean addressing the challenges of globalization" as part of the exhibition "Food" at the MuCem in Marseille.

APRIL 17 - VERTUS (51)

Fert was a guest speaker as part of Accir General Assembly on the topic "climate change and food security, which strategies should be developed?"

SEPTEMBER 9 - PARIS

Fert organized with Arvalis and Ensemble Contre la Faim et la Malnutrition (ECFM), a thematic discussion on the issue "Increasing agricultural production and preserving natural resources: an alternative or a complementarity? The Mediterranean region under pressure."

NOVEMBER 25 GEMBLOUX, BELGIUM

Fert participated in the seminar organized by the Collectif Sécurité Alimentaire (agri-agency member of AgriCord) on the topic "Supporting farmers in the change: barriers to innovation and support methods".

RAISING AWARENESS OF INTERNATIONAL SOLIDARITY AMONG AGRICULTURAL SCHOOLS





The "programme d'éducation au développement rural et à la solidarité international – EADR-SI" (the international solidarity and rural development education program) implemented since 2012 in partnership with the Cneap, continued with a strong openness to other actors and networks, in particular the Ticeur network (the researchers network of Cneap), the "réseau éducation au développement de l'enseignement agricole public – RED" (public agricultural development education network), as well as the IniSia network of the Secrétariat general de l'enseignement catholique (SGEC).

Beyond the co-facilitation with the Cneap of a network of regional correspondents as bearer of the EADR-SI dimension in private agricultural vocational lycée, Fert continued its actions of advocacy and training launched in 2014 for higher education.

The partnership with Isara, a higher school of agriculture of Lyon, particularly took shape with:

- Several interventions with students of a specific area of study "Développement et ingénierie des territoires" (Local territorial management);
- Supervision of four students for the the carrying out of a study on the mobilization of French agricultural professionals in international cooperation activities of Fert;
- Participation in the annual trade conference on the 9th of June and the facilitation of a conference on development on the 23rd of November.

51
participants attending EADR-SI network meetings

3 trainings facilitated by the Cneap, lfeap and Sgec for 59 participants

10 projects funded by the Auction floor, involving 1,600 youths

25
institutions from 10 regions
(i.e. 1,800 youths) involved in
EAD actions during the Week
of International Solidarity

interventions withhigh school students

articles published on the website www.eadrsi-cneap.fr

GOVERNANCE

A board of directors consisting of twelve members involved in the strategy

President	Mr.	DE BENOIST	Henri	Mr.	MARGUET	Martial
Treasurer	Mr.	BEHAGHEL	Jean-Marie	Mr.	MOLLARD	Michel
	Mr.	CASTAING	Denis	Mr.	PINTA	Philippe
	Mr.	GUIDEZ	Bernard	Mr.	TERRAIN	Christophe
	Mr.	ISAMBERT	Jean-François	Mr.	VENET	Bertrand
	Mr.	LAPOINTE	Christian	Mrs.	VIAL	Anne-Claire

ASSESSMENT

Further to the strategic reflection of 2013, Fert wished to conduct a general assessment of its action over the period 2002-2014.



This work was conducted in the form of an internal-external assessment, involving representatives from Fert and Institutions & Development consulting agency. It was based on numerous interviews (30 interviews carried in France), a bibliographic analysis, project evaluations carried out over the past 15 years, and missions in five countries chosen to be representative: Albania, Burkina Faso, Morocco, Tanzania, Madagascar.

Submission of the assessment during the 2015 Annual General Meeting

TEAMS AND REPRESENTATIONS



employees at the headquarters including 6 project managers

14expatriates(Burkina Faso, Georgia, Madagascar, Tanzania)

200 local employees (Burkina Faso, Madagascar, Tanzania)

Fert's headquarters

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Representations of Fert in 3 countries

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Tél: +261 33 12 41 615

P.O Box 1812 Usa River - TANZANIA

Tél: +255 272 541 134



OUR PARTNERS IN 2015

In order to support farmers in their determination to implement the services required for their activity, Fert and the partner producers' organizations mobilize many actors (associations, institutions, foundations, companies) who commit to bring skills and means to serve the supported initiatives.

IN EUROPE

- Accir
- Addax et Oryx Foundation
- AFD
- Afdi
- Agir Loire Océan
- AGPB
- AGPM
- Agracon
- AgriCord
- Agrisud
- Anjou Madagascar
- Apdra
- Areflh
- Arvalis Institut du Végétal
- BTPL
- CFSI
- CHD
- Ciheam
- Cirad

- Cneap
- Coopex Montbéliarde
- Coordination SUD
- Crédit Agricole Centre Loire
- Crédit Agricole Reunion Island
- Crédit Agricole North east
- DCC
- ECFM France
- Esitpa
- Farm
- F3E
- Fida
- Fondation L'Occitane
- France export céréales
- GIZ
- IAM Saragosse
- lcar
- IEP Bordeaux
- Ifeap

- Inra Montpellier
- Institutions & Développement
- Inter-Réseaux Développement rural
- Iram
- IRC Montpellier SupAgro
- ISA Lille
- Isara Lyon
- L'Appel
- La Guilde Européenne du Raid
- NTeC
- Passion Céréales
- Réseau FAR
- Savencia ressources laitières (ex: CLE P&S)
- Sol et Civilisation
- Trias
- Un Filleul pour Madagascar
- Unifa
- Union Européenne
- Unigrains

IN THE INTERVENTION COUNTRIES

MAJOR PARTNER FARMERS' ORGANIZATIONS

Albania

Adad

Algeria

- Anapa
- Cassa Blida
- Atu-Pam
- AdamB
- Chambers of agriculture of Blida and Sétif
- Cereal farmers association of Setif

Bielorussia

RDC of Stolin

Burkina Faso

- 3 departmentals unions of cowpea producers
- Cap Yako

Ivory coast

Coopara

Egypt

- Community Development Associations of Sohag and Fayoum
- Marketing Cooperative of Sohag
- Upehc

Kenya

CGA

Madagascar

- Cap Malagasy
- Ceffel
- Fekama
- Fifata
- Mutuelle of Mandrare
- Roya

Morocco

- Anarbom
- Cooperatives of Bouhs soussen, Chefchaouen

- Fedam
- Fimap
- UAUEA Toudgha
- UFAUEA Moyen Sebou
- Cooperatives

Tanzania

- Usawa
- Groups of producers

Tunisia

- Apad
- Umnagri
- SMSA and GDA
- GDAEBN

OTHER PARTNERSHIPS

Albania

Ministry of the Agriculture

Algeria

- Area ED
- Ceimi
- Inraa
- ITGC
- University of Setif

Bielorussia

IFRD

Burkina Faso

- Acsad
- APME2A
- Afrique Verte / Aprossa
- Inera
- Ministry of Agriculture
- Secopa
- Sonagess
- Spong

Ivory Coast

Rural business center

Egypt

- Agricultural Directorate Sohag and Fayoum
- NSCE

Spain

IAM Saragosse

Georgia

- Akhaltsikhe University
- GBDC
- Mercy Corps
- Ministry of Agriculture

Lebanon

- FAO
- MinAgri

Madagascar

- Agrivet
- AIM
- Aropa
- BOA Foundation
- CFR d'Andriamboasary
- Cite
- Cnaf
- FAR MADA Network
- Fifamanor
- Fofifa
- Formaprod
- FTHM
- GIZ/Symrise
- GSDM
- Guanomad

- FRDA
- MadaSeeds
- Matoy
- Miray
- MinAgri
- Ministry of Livestock
- Otiv
- Prosperer
- Robbens company
- SIF
- Unicecam
- Vahatra
- Vozama

Morocco

- AgroTech
- CCA Aguelmous and Chefchaouen
- DPA
- IAV Hassan II
- Inra
- ITA Tiflet
- Ministry of Agriculture
- Thalys Conseil

Mediterranean

- Arbomed
- RCM

Tanzania

- ACT
- Agri Pro Focus
- AVRDC World Vegetable Center
- College Tengeru
- HRNS Foundation
- MDF Consult
- Ministry of Agriculture Oikos
- SNV Taha

Tunisia

- Ager
- Becosa
- Esier GiFruits
- INGC
- Inrat

OPERATIONAL STRATEGY

In the early 80s, the group « Céréaliers de France » (Cereal Farmers of France) mandated Fert with the mission to cooperate with farmers from developing countries who are seeking to get organized to be themselves the actors of their development approach. Being sure that, whether the country or the level of development, farmers are first of all entrepreneurs who are responsible for their choices and that, they can face some challenges only as part of organizations they create themselves.

As it was originally intended, the Board of Directors confirmed in 2013 that Fert's mission is to support farmers who are seeking to get organized to solve the challenge(s) encountered: the mission of Fert is to think with them to identify the solutions, then to help them to implement them. The voicing of farmers' needs to obtain support from the French farmers' organization is therefore the discriminating criteria in the association's strategic and operational choices. The efficiency of Fert's action is measured by the results obtained in terms of creation and reinforcement of professional agricultural associations. The Board of Directors has thus set the strategies for the following years as follows:

Regarding Fert's partners in the developing countries

The decision of entering a new country and/or a new intervention is taken to support farmers' organizations, whether they are to be created or already existing.

Fert stays tuned to the needs voiced by farmers themselves (input supply, technical improvements, training, advise, credit, marketing, etc.). Fert catalyses the changes in these needs, towards the marketing and quality issues of products for example.

In this context, Fert refrains from replying to requests from countries or donors who would take Fert as an "operator" in an approach that would not favor supports to farmers' organizations according to the needs voiced by the farmers themselves.

When Fert is, during an intervention, supporting the actions of local development or public funding structures of the rural areas, it is doing it in connection and support with local farmers' organizations.

Fert will focus its intervention on Africa in broad terms: in the Mediterranean area, Sub-saharan Africa and Madagascar. Fert is opened to interventions in other regions, especially if there is a partnership opportunity with French agricultural organizations or companies.

Regarding the French agricultural world

Fert finds within the group Céréaliers de France its origin and its raison d'être, as well as the means for its autonomy.

Fert's approach is based on values, experience and know-how of the French agricultural sector: mutualism, solidarity and cooperation.

Fert mobilizes the know-how and the experience gained within French farmers' organizations by elected representatives and by employees and former employees.

Synergies exist and are developed with Afdi, whose approach is complementary.

Fert is attentive to companies' requests. If the respective logics of the company and Fert intersect, an action can be considered. But in any case, towards companies, Fert acts as the guarantor of an ethical approach, to "protect the producers' interests".

The development education, especially in French agricultural schools, is an integral part of Fert's mission.

Fert association has been created by representatives of farmers' organizations and other figures, concerned about food issues in developing countries.

Since 30 years, Fert has benefited from the support of cereal professional organizations. More generally, Fert, as the interface between the French agricultural world and farmers from developing and emerging countries, allows this encounter between Human beings in a spirit of active solidarity, creating a mutual enrichment.

Fert is membered of:





















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