



2019
ACTIVITY
REPORT
Highlights of the year



- P.3 Message from the Chairman
- P.4 2019 Key figures and Fert's approach
- P.5 Overview of partner farmer organizations in 2019

Focus on actions

- P.6 Support for training and professional integration of young farmers
- P.8 Support for technical services of FOs
- P.10 Support for economic activities of FOs
- P.12 Support for FOs' representation services
- P.14 Organizational and strategic support to FOs
- P.16 Focus on exchange visits

Associative life

- P.18 Governance
- P.19 Operational strategy
- P.20 2019 Highlights
- P.21 Teams

Partners

- P.22 International Alliances and Collectives
- P.23 Technical and financial partners

Transparency

- P.24 Financial elements
- P.25 Quality approach

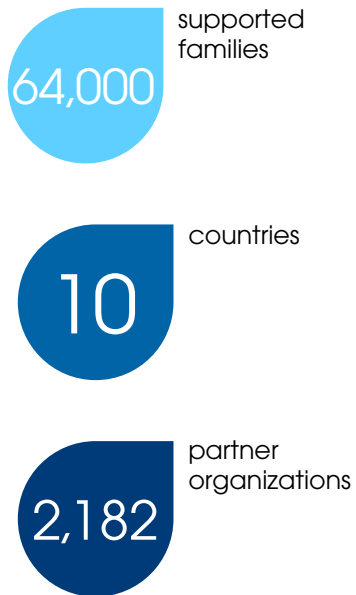
- P.26 Summary of 2019 actions

Message from the Chairman

Jean-François Isambert,
the Chairman of Fert



03



Experience shows us that agriculture makes it possible to simultaneously address various food, climate, energy, societal and territorial challenges. In the contexts of developing countries, the issues are even greater due to demographic pressure and insecurity. Farmers are therefore more than ever essential contributors to food, environmental conservation and world peace.

Production is a key to address these challenges. Then come the challenges of storing, processing and marketing agricultural products. To assume these tasks, farmers know that they must get organized to find solutions to their problems together, develop the services they need and influence their environment through economic and social actions. This is even more relevant for family farming, which employs 40% of the working population and produces 60% of the food consumed.

This is the reason why Fert, as an agri-agency and with the support of French cereal farmers' organizations, has been working for nearly 40 years to promote decent and attractive jobs, especially for young people and women, on viable farms and farmer organizations. It aims to enable farmers to have access to quality services, to better manage risks, to capitalize

the added value of their products and to take part in the development of agricultural policies in favor of the development of family farming.

With the support of numerous private partners, in 2019, we were able to support more than 64,000 families federated within more than 2,000 farmer organizations in 10 countries in Africa, Central and Eastern Europe.

With this report, we are proud to be able to share with you some of our actions and the stories of our partners.

A handwritten signature in blue ink, likely belonging to Jean-François Isambert, the Chairman of Fert. The signature is stylized and appears to be 'JFI'.

2019 Key figures and Fert's approach

Fert accompanies FOs* according to their needs and in relation to the services they offer to their members. The approach consists in simultaneously developing complementary services covering all the services useful to the farmer.

10
countries



24
actions



35
national or
sub-national FOs



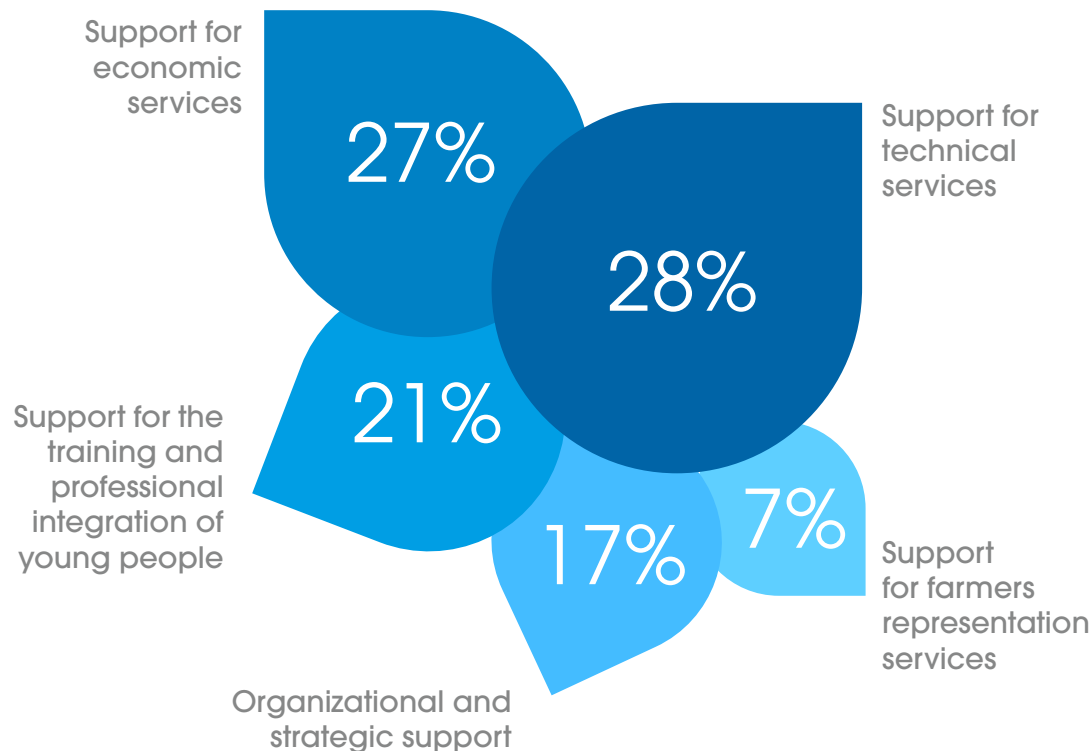
2,139
local FOs



8
other organizations



64,000
families involved



* Farmer organizations



Morocco

- Takbilte and Ifite cooperatives
- Rich Fruit growers' groups
- Upat

Albania

- Adad Malore

Georgia

- Ertoba
- GBDC AO

Tunisia

- GDAEBN
- SMSA Zed Elkhir

Algeria

- Anap

Egypt

- CDA d'Abuksa, Biyehmo, Yousef el Seddik

Burkina Faso

- CAP
- Vegetable cooperatives of the Central region
- Fugcom
- Scoops of Pissila, Dablo, Pensa, Ziga
- UPFN-PFN/B
- Regional Union of Central Communal Scoops

Ivory Coast

- CFAR Niofain
- URMAG
- FO of Agneby Tiassa, Gbêkê, Poro

Kenya

- CGA

Madagascar

- Cap Malagasy
- Ceffel
- FDAR Alaotra Mangoro
- Fekama
- Fifata & 12 member FOs
- Formagri

Overview of partner farmer organizations in 2019

Support for training and professional

Ivory Coast – Agricultural and rural training center • CFAR

In partnership with the Louis Dreyfus foundation and after conducting opportunity and feasibility studies in 2017 and 2018, it was decided to create an agricultural and rural training center (CFAR) in Niofoin, in the Poro region of northern Ivory Coast. The main purpose of CFAR is to train young people in rural areas to become farmers.

In 2019, the construction of the buildings, the installation of equipment, the setting up of governance bodies and the preparation of training guidelines were successfully completed. CFAR was inaugurated on 31 October 2019 and the first graduating class started school in November.



15

management
committee
members

27

information
meetings
in 37 sub-
prefectures

32

young
trainees,
including
9 girls



Fobeh,
a first grader at CFAR

The training has provided me with skills and ideas to start my own laying hen farms. I am also able to help my parents who are farmers with advice on fertilizer, compost and the use of phytosanitary products. My former classmates who are still at the community college envy me; they now want to register for the next school year at CFAR.



Integration of young farmers

Madagascar

Federation of agricultural
high school of Madagascar

Fekama



Since 2003, Fekama and its five agricultural high schools have been training a new generation of farmers for the Fifata Group.

In 2019, Fert has provided advice in the discussions on the opening of a 6th high school in the Southeast of Madagascar. In partnership with Ifocap and CNEAP, a review of the training curriculum has been initiated to optimize the operation of the high schools and the success of the projects for the installation of young people.

The gradual transfer of the post-training support mechanism for the professional integration of young people in agriculture from Fekama to the regional FOs that are members of Fifata has continued.

Fert and Fekama also provided their expertise to businesses in the vanilla sector for the creation of an agricultural vocational training center in the north-east of Madagascar.

327

young people
trained in
2018-2019

879

young people
trained since
2007

87%

of young
people entering
agriculture after
training

31%

of young
founders or
members of a
local or regional
FO



It is by measuring the costs and wealth produced that one can lay the foundations for the economics of training. I have carried out the work in close collaboration with the Fekama coordination team and very often the Chairman took part in our discussions. The Board of Directors was also involved. This helped them to take decisions very quickly based on the results of the study.

Jean-Jacques Loussouarn, an Ifocap consultant involved in a study on the training-integration economy.

07

Support for technical services of FOs



Georgia – Dairy Farmers Association of Samtskhe-Javakheti • Ertoba



50

farmer members of the regional association Ertoba

480

farmers accompanied by GDBC

1,500

liters/cow/year on average (8 months of production)



G rard Sidot,
a former director of the BTPL

The culture of evaluation using writing and numbers has begun. Everyday economic habits must become the norm for managing the farm and projecting oneself, because in the end, the economy penalizes the technique!

In 2019, Fert supported Georgian farmers in the Samtskhe-Javakheti region in the development of a technical and economic monitoring service for their farms. With a tool based on the experience of the BTPL (Dairy Production Technical Office) in France and adapted to the reality of Georgian farms, 11 farmers managed to record each month the key data from their farms to assess the effects of their farming practices on milk production and gross margin. Fert supported the GDBC technicians in the implementation of the service, the analysis of the data and their use via farmer-to-farmer discussion meetings. A study trip in France organized last autumn 2019 helped Georgian farmers to reinforced their desire to be many more to carry out a rigorous follow-up to better manage their farms.



Ivory Coast

Agricultural Advisory services

Fert operates in three regions of Ivory Coast (Agneby Tiassa, Gbêkê, Poro) with food farmer organizations of various organizational levels.

The year 2019 was characterized by the development of partnerships and the training and deployment of five farm advisors. They started their activities by setting up vegetable farmer field schools in close collaboration with the supported FOs.



The growers appreciate the advisors' expertise in the field and the fact that they make themselves available to find solutions to the issues faced on their plots.

Raymond Koffi, the Chairman of the Regional Union of Gbêkê Vegetable Growers – URMAG



2

regional unions of cooperatives and 38 accompanied local FOs

5

agricultural advisors in 3 regions

Morocco

Rich Fruit growers groups



For several years, Fert has been providing support to fruit growers from several organizations in the Rich province (Takbilte cooperative, Ifite cooperative and various communal groups) in the production of apples. In 2019, in addition to further technical support, Fert has accompanied some farmers to record the technical and economic data of their plots. It also facilitated exchanges based on the analysis and comparison of the information collected. These activities have led to the emergence of leaders who will gradually develop a broader role as “relay farmers”.

09



Lahcen Ououbi, a member of the Takbilte cooperative

The economic results of our plots have given us a lot to think about: whether selling at the market or selling on the farm is a strategic choice; you have to analyze your production carefully before harvesting and marketing yourself.

6

pilot orchards and 60 directly supported farmers

200

farmers accompanied by relay farmers

Support for economic activities of FOs



Burkina Faso

Bam Fugcom Federation of Groups and Cooperatives of Vegetable Growers

In its 2019-2023 action plan, Fugcom targets to improve the production and marketing of vegetables. In 2019, two onion canneries were built through the support of Fert and Trias. The storage of onions is a service that is all more important for farmers as insecurity has increased in the province of Bam. Management committees for vegetable sales points have also been created to ease commercial activities.

10



Salamata Ouedraogo, a market gardener who is a member of Fugcom

I used to store my onions at home, on the ground under a tent; this caused a lot of rot because the conditions were not good. So I was often forced to sell my onions quickly and cheaply to minimize losses. Thanks to the construction of the stores, I am able to store on shelves, in a clean and secure place; this reduces my losses and I sell when there is a shortage on the market and the prices are high. This way, I can increase my profits.



23

Fugcom member cooperatives

757

farmers including 49% of women

Madagascar Fifata Group



In 2019, Fert accompanied Fifata Group in developing a “marketing” action plan based on three axes:

- The setting up of a national Fifata commission to define the orientations and support tools (training, advice...);
- The identification of marketing initiatives carried out by regional farmers;
- The accompaniment at the local level and the dissemination of the most successful initiatives.



Example of results:

2,950 farmers who are members of the Fifatam regional FO in the Amoron'i Mania region organized themselves to produce and supply 1,500 chickens per week to collectors selected among the FO.

Egypt - Community Development Associations In Fayoum Governorate



70

young people
trained in spraying
and pruning
techniques

1,280

trees sprayed



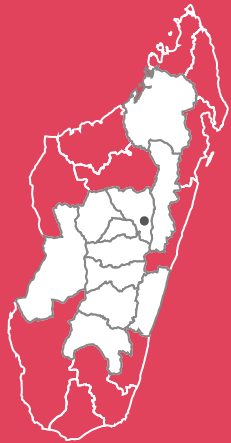
Shabaan Ragab, the
Chairman of the Biyehmo
association

We must take advantage of the support provided by Fert to develop services that help farmers and will remain after the partnership ends.



Fayoum fruit growers, grouped into Community Development Associations (CDAs), are mainly concerned with improving their farming practices to increase their income. In 2019, Fert accompanied the members of three CDAs with technical training on pruning, proper use of inputs, and post-harvest management. The training of local service providers has improved the quality of services to fruit growers. One of the most dynamic CDA benefited from specific support for the development of a group marketing service for dates. However, after 7 years of Fert's intervention in Egypt, the basis for collective action remains very weak. An assessment will be carried out in 2020 to assess the relevancy of continuing the activities.

Support for FOs' representation



Madagascar – National Confederation of Organizations for Farmers' Progress • **Fifata**

In 2019, Fifata celebrated its 30th anniversary, a landmark event that brought together around 700 farmers from all over Madagascar, regional and national authorities and 11 Fert members. Several Fert board members shared their experience as professional agricultural managers during workshops organized by Fifata on the marketing of agricultural products, the training of leaders and the role of farmer organizations in the development and transformation of family farming.

300,000

farmers
members of
the FOs of the
Fifata Group

11

intervention
regions

6

specialized FOs for
advisory, training,
savings and credit
and land security
services

Roland Rakotovoao,
the Chairman of Fifata

*On this 30th anniversary,
we have reaffirmed our wish
for the government to rely
on a family, professional,
competitive and growing
agriculture for the economic
and social development of
our country.*



services



Algeria - National Association of Professional Beekeepers Anap

Anap aims at structuring the beekeeping sector able to dialogue with the stakeholders of the sector. This results in:

- I) the participation in decision-making bodies in order to make the public authorities aware of the specific needs of beekeepers;
- II) the improvement of the technical level of its members in order to organize and federate professionals and better market their production in an environment that is still poorly regulated.

In 2019, Fert accompanied Anap in the development of insemination stations in five wilayas where selection schemes for two types of local bees are gradually being set up and where training on breeding techniques and varroa mite control measures are being organized.

In connection with the Association for the Development of Provençal Beekeeping – Adapi, Fert facilitated discussions between Anap and Adapi regarding the implementation of a quality approach for Algerian honeys. This allowed the identification of the first realistic quality criteria and avenues for discussion with the public authorities and consumers.



Mohamed Hamzaoui,
the Chairman of Anap

The collective organization leads us to address the difficulties we face individually, to better share knowledge and to defend our profession. This is how Anap works.

257 members

5 operational insemination stations

120 beekeepers trained in breeding and artificial insemination

2 selection plans validated by biometric observations

Organizational and strategic



Madagascar – Organization specializing in local agricultural advice • Cap Malagasy

In 2019, Fert supported the specialized organization Cap Malagasy in changing its governance to allow greater involvement of farmers in the management of advisory services.

Cap Malgasy accompanied 627 FOs in 7 regions. Besides its offices in Ihorombe, Haute Matsiatra, Amoron'i Mania and the support provided to the Fifata Group in Analamanga, Itasy and Vakinankaratra regions, Cap Malagasy opened in 2019 - with the support of Fert and Fifata - a new office in the Alaotra Mangoro region.

9,250

accompanied farms

68

farm advisors

700

technical actions (training, demonstration plots etc.)

235%

of production increase of gasy chickens since 2015

14



Jean-Pierre Randrianohery,
a relay farmer

I have increased my production of rice bags by 80 kg in 2019. For the first time, I didn't need to buy rice this year to meet my family's food needs.



support to FOs



Tunisia - Agricultural Development Group of Northern Sheep Farmers GDAEBN

In 2019, Fert initiated a partnership with the (Centre départemental de l'élevage ovin des Pyrénées Atlantiques)-CDE064 (Departmental Centre for Sheep farming in the Atlantic Pyrenees) involved in the management of selection schemes for three dairy sheep breeds, to support the GDAEBN.

Beyond the technical aspects of development and management of selection schemes and genetic tools and services, the partnership provides support to GDAEBN on governance of genetic services and management of its relations with Tunisian technical and research institutes.

Abdelkrim Ben Youssef, the Chairman of the GDAEBN

The first discussions with the CDE064 have really strengthened the work we have been doing for years on genetics. We still have a long way to go, but we now see that we are on the right track.

5,000

breeding sheep (black thibar and siculo-sardinian breeds) monitored by the management scheme, i.e. 21 breeders

60

farmers members of the GDAEBN



Kenya - Cereal Growers Association CGA

Including more than 4,600 small scale family farms, but also medium and large-scale farms for specific activities, the pilot action promoted by Fert since 2016 in two counties (Narok and Nakuru) has enabled CGA to validate local structuring scenarios and refine services to farmers.

In 2019, Fert accompanied CGA in the extension of its action to three new counties (Uasin Gishu, Laikipia, Meru) and in the prioritization and development of technical economic services.

A capitalization process, facilitated with the county coordinators, allowed CGA to conduct an organization analysis on its geographic deployment strategy for the coming years.

6

coordinators trained and supported in the operationalization of the new CGA strategy

42

farmer trainers and 389 leaders trained

4,600

farmers (73 groups) accompanied in 5 counties

Calvince Onyuka, a CGA coordinator

This is my third year working with Fert; the specificity is that Fert has strong values but does not have a predetermined way of working, it fits its action in accordance with the FO's project.

Focus on exchange visits

16



Paul-Henri Doublier,
a Fert's board member

A farmer in his field finds himself alone with the problems he faces. Discussing problems within a group makes it easier for him to find solutions. Discussions question our beliefs and prevent us from getting stuck in our models. Farmer-to-farmer exchange visits are a source of great richness and openness to others.

Support for...

Training and professional
integration of young farmers



France

Fekama (Madagascar) meets CNEAP
to improve training in Malagasy
agricultural high schools

Supporting the...

Technical services



France

Ertoba and GBDC (Georgia) meets
FOs in the dairy sector to learn about
technical services

12 exchange visits in 5 countries (France, Ivory Coast, Madagascar, Kenya, Rwanda) were organized in 2019 for 102 farmers, board members and technicians.

Supporting the...

Economic services



France

FOs in Burkina Faso, Ivory Coast, Madagascar and France discuss the economic viability of FOs



Supporting the...

Representation services



Madagascar

Fert meets Fifata to celebrate its 30th birthday and support the promotion of family farming



Accompaniment...

At the organizational and strategic level



France

Ceffel (Madagascar) meets FN3PT to discuss the structuring of the seed potato value chain





Anne-Claire VIAL



Jean-François ISAMBERT
Chairman



Henri de BENOIST
Honorary chairman



Bertrand VENET



Jean-Marie BEHAGHEL
Secretary Treasurer



Christophe TERRAIN



Denis CASTAING



Philippe PINTA



Paul-Henri DOUBLIER



Michel MOLLARD



Martial MARGUET



Bernard GUIDEZ

Governance

Fert's Board of Directors chaired by Jean-François Isambert, is involved in the strategic orientation and in the steering of the agri-agency. In 2019, it submitted a revision of the Articles adopted at the General Meeting held on 3 July 2019.



Operational strategy

Beginning of 1980s, the Céréalières de France group entrusted Fert with the mission of cooperating with farmers in developing countries who are seeking to organize themselves to become actors of their own development process, convinced that, whatever the country or level of development, farmers are first and foremost entrepreneurs responsible for their choices, and that they can only face certain challenges within the framework of organizations they created themselves.

According to the initial spirit, the Board of directors reasserted in 2013 that Fert's mission is to support farmers who are seeking to organize themselves to solve any difficulties they may face: Fert's role is to think with them to find solutions and accompany them to implement these solutions. Farmers expressing their needs in view of getting support from the French agricultural sector is therefore the distinctive requirement for the agri-agency to make strategic and operational choices. The effectiveness of Fert's action is measured on the basis of the results reached by the development and strengthening of farmer organizations.

The Board of Directors has therefore set the following orientations for the coming years:

Regarding Fert's partners in developing countries

Decisions to support farmer organizations - whether they are able to be created or already exist - are taken when establishing in a new country and/or launching a new project.

Fert is attentive to the needs raised by farmers themselves (supply of inputs, technical improvements, training, advice, credit, marketing, etc.). Fert accompanies the evolution of these needs, for example towards marketing and product quality issues. Accordingly, Fert refrains from responding to requests from countries or donors that would see it as an "operator" in an approach that would not give priority to supporting farmer organizations, according to farmers' own expression of their needs.

When Fert is led during a project to support local development actions or public financing structures in the rural sector, it does so in collaboration with and in support of local farmer organizations.

Fert will focus its interventions in Africa mainly on the Mediterranean area, sub-Saharan Africa and Madagascar. Fert will be open to activities carried out in other regions, especially if there is an opportunity for partnership with French farmer organizations or companies.

Regarding the French agricultural world

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

Fert's approach is based on the values, experience and know-how of the French agricultural sector: mutualism, solidarity and cooperation. Fert mobilizes the know-how and experience acquired within French farmer organizations through elected and former elected members, employees and former employees. Synergies exist and will be further developed with Afdi, whose approach is complementary.

Fert is very attentive to companies' requests. Actions can be considered if the respective approaches of both company and Fert meet. Anyway, Fert positions itself as a defender of the farmers' interests by guaranteeing an ethical approach.

Development education, particularly in French agricultural education institutions, is fully part of Fert's mission.

2019 Highlights

Make our action and approach known

February



February 05 - Paris
Ifocap Tuesday

Round-table discussion
“Agriculture’s
contribution to the
migration issue”

April 26 - Strasbourg
**International
Seminar**

“In Africa and France,
building together the
sustainable and inclusive
city of tomorrow” at the
European Parliament, in
partnership with GESCOD

April

May 7 - Caen

Conference

“Madagascar Agroecology”
RRMA - Horizons solidaires
Normandy Network



May 24 - Paris

ILO's 100th anniversary

Symposium “Decent work, a
global democratic challenge”,
in partnership with AFD

May 29 - Paris

Fert-Ifocap workshop

“Economics of agricultural
vocational training-integration”,
in partnership with Ifocap

June



June 15-22 - Kenya

**Fert international
Meeting**

Discussions between
leaders and technicians
from 5 countries

July

July 4 - Paris

AFD Conference

“Relaunch agricultural
advisory services
in SubSaharan Africa”
in partnership with
Inter Réseaux
Développement
Rural and AFD

September

September 27 - Nantes

Geopolitics of Nantes

Round table discussion
“Will we always be able
to feed the planet”, in
partnership with IRIS

October

October 31 - Niofoin
Ivory Coast

**Inauguration of the
CFAR in Niofin**

In partnership with Louis
Dreyfus foundation and
LDC Ivory Coast

November



November 4

Ouagadougou • Burkina Faso

Agri-food Days

Communication actions to
promote the “let’s consume
what we produce”

Teams



10 employees at the headquarter
including 5 project managers



5 expatriates
in Burkina Faso, Ivory Coast and
Madagascar



148 local staffs
in Burkina Faso, Ivory Coast and
Madagascar



Missions in 2019: 518 days

- Fert mobilized **17 technicians and elected leaders** from French FOs
- Specific studies and expertise missions mobilized **3 consultants and 2 students**.
- Fert's staff carried out **38 missions** in different countries

21

Contacts

Fert representations in 3 countries

BP 98 Kaya - BURKINA FASO

Tél : +226 24 45 21 52

fertburkina@gmail.com

Fert has also an office in Ouagadougou (located in Ouaga 2000)

BP 996 Abidjan 25 - CÔTE D'IVOIRE

Tél : +225 68 23 96 64

fert.civ@gmail.com

BP 372 - 110 Antsirabe - MADAGASCAR

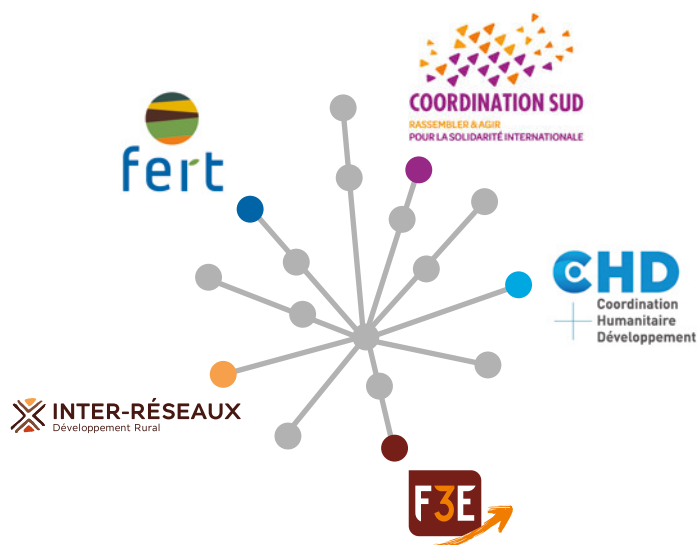
Tél : +261 33 12 41 615

fert@moov.mg

International Alliances and Collectives

Fert is still involved
in various associative
interest groups:

22



Founded in 1981 by leaders of farmer organizations concerned with the food issues in developing countries, Fert has for more than 30 years benefited from the support of the professional cereal farmers organizations and in particular from Unigrains. More broadly speaking, Fert, as an interface between the French agricultural world and farmers in developing and emerging countries, facilitates contact between people in a spirit of active solidarity, generating mutual enrichment.



Fert is a member of the AgriCord international alliance, which brings together 13 agri-agencies from 11 countries: Germany, Belgium, Brazil, Canada, Spain, Finland, France, Italy, Philippines, Senegal and Sweden. Supported by their countries' farmer organizations, agri-agencies support the farmer organization and thus contribute to agricultural development in Africa, Asia, Latin America and Central Europe.



Fert is a member of the Board of the « Institut des régions chaudes » (IRC, Institute of Warm Regions) of Montpellier SupAgro. Within the scope of framework partnership agreement, Fert and IRC have established a collaboration around three axes: Development of methodologies in relation to actions in the field; Accompaniment of Fert's partner farmer organizations in the strategic decisions; Further development of training engineering for agricultural development professions in the IRC's engineering training courses.

Technical and financial partners

In 2019, Fert signed framework partnership agreements with:



In Europe

- Accir
- Adapi
- Addax & Oryx Foundation
- AFD
- Afdi
- AGPB
- AGPM
- Agir Loire Océan
- AgriCord
- Agrisud
- Anjou Madagascar association
- Apdra pisciculture paysanne
- Arvalis Institut du végétal
- Avril Foundation
- Axereal
- BTPL
- CDC développement solidaire
- CDEO64
- CER France - Ambre conseil
- CFSI
- CHD
- Cirad
- Club Demeter
- Cneap
- Coordination Sud
- Coram
- DGD
- DGIS
- Electriciens sans frontières
- European Union
- F3E
- FAR international network
- Fida
- Firmenich
- FN3PT
- FNPL
- Forum Rural Mondial
- France Export Céréales
- GIZ
- Gret
- Icar
- IECD
- Ifocap
- Inter Réseaux Développement Rural
- Iram
- IRC Montpellier SupAgro
- La Guilde Européenne du Raid
- Louis Dreyfus Foundation
- Marcq Madagascar association
- Passion céréales
- REAP AAOI
- Région Bretagne
- Robin des Bois institute
- Savencia Ressources Laitières
- Synergie solaire
- Trias
- Un filleul pour Madagascar
- Unigrains
- UNMFREO
- Wageningen University
- Zebunet

In intervention countries

Albania

- The Ministry of agriculture

Algeria

- Annaba University
- AREA-ED
- Bourmerdès University
- El Taref University
- ITELV

Burkina Faso

- APME.2A
- Aprossa - Afrique Verte Burkina
- Cetrapi
- Central Regional Council
- DPAAH
- DRAAH
- Inera
- Spong

Ivory Coast

- ADCVI
- Inades Formation
- Louis Dreyfus Company (LDC)
- PNMR

Egypt

- ARC
- Fayoum University
- NSCE

Georgia

- FAO Georgia
- FinExCoop Georgia

Kenya

- KALRO
- MALF

Madagascar

- Amadese
- Aropa Project
- ASA Program
- Authentic Products
- BRM Int.
- Cecam
- Cirad
- Cnaf
- CNFAR
- Defis Program
- DIREL
- DRAEP
- DSV
- Fanatenane
- Far Mada Network
- FDA
- Fifamanor
- Fofifa
- Formaprod Project
- FTM/CPM
- GSDM

MAEP

- PAPAM Program
- Pingos
- Prosperer Program
- REAP AAOI
- SIF
- SOA Network
- UNMFR

Morocco

- DPA Taza
- ORMVA-Tafilalet

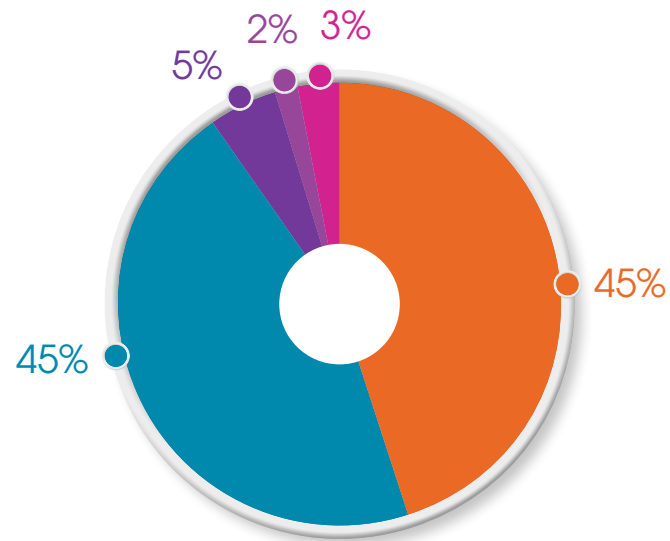
Tunisia

- Ager
- CRDA Mednine
- INRAT
- OEP



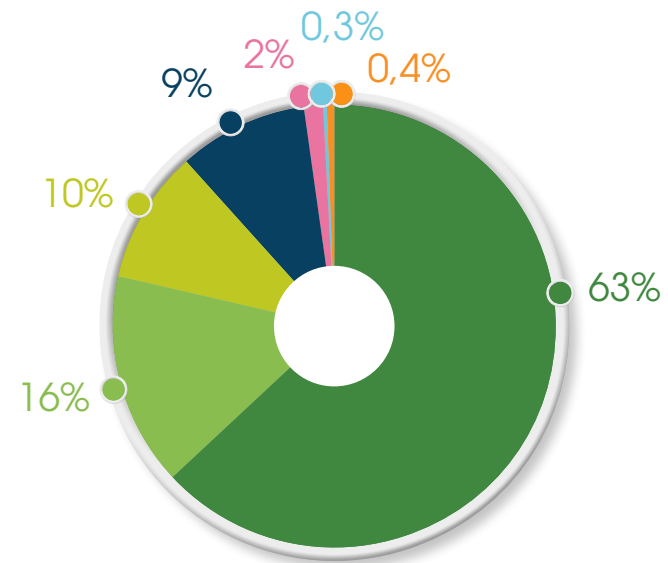
Financial elements

2019 Resources: 4,535 k€



- Grants and other public subsidies
- Grants and other private subsidies
- Services and reimbursement of expenses
- Other day-to-day management products
- Financial and exceptional income

2019 Employment: 4,535 k€



- Project expenses
- Project-related head office staff costs
- Project-related external services
- Running costs
- Net income for the year
- Purchasing
- Financial and exceptional expenses

Quality approach

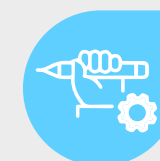
ASSETS	2019			2018
	Gross	Depreciation and provisions	Net	
Fixed asset	2,021,699	80,169	1,941,531	1,634,719
Current assets	593,971		593,971	324,687
Operating receivables	532,584		532,584	301,776
Prepared expenses	61,388		61,388	22,911
Cash position	2,960,351	43,706	2,916,644	4,836,825
Current accounts in subsidiaries	27,460	26,036	1,424	1,001
Investments	1,376,590	17,670	1,358,920	446,127
Cash balance	1,556,300		1,556,300	4,389,697
TOTAL	5,576,021	123,875	5,452,146	6,796,231

LIABILITIES	2019	2018
Associative and special investors funds	3,418,265	3,341,737
Own funds	2,506,117	2,581,037
Special investors funds	843,873	835,620
Profit or loss for the financial year	68,275	-74,920
Provisions for liabilities and charges	0	0
Liabilities	231,660	195,914
Advances on current projects	1,802,222	3,258,580
TOTAL	5,452,146	6,796,231



25

As part of a quality approach initiated in 2016, three new continuous improvement projects were launched in 2019.



Development
of collaborative tools



Redesign
of the website



Deepening
of the support process

Summary of 2019 actions

Geographic area	Countries	Partner organizations / Actions
Central and Eastern Europe	Albania	ADAD: professional exchanges for an organic conversion of apple growers in mountain areas
	Georgie	ERTOBA-GBDC: agricultural services to dairy farmers in the Lesser Caucasus
Sub-Saharan Africa	Burkina Faso	COWPEA UNIONS: agricultural services to cowpea farmers in the Center region
		FUGCOM: agricultural services to vegetable growers in the province of Bam
		VEGETABLE COOP: agricultural services to vegetable farmers in the Center region
	Ivory Coast	CFAR: creation of an agricultural and rural vocational training center in Niofoin in the Poro region
		UFACOCI, URMAG, LOCAL FOs: agricultural services to food famers in the Poro, Bagoué, Gbêkê and Agneby Tiassa regions
	Kenya	CGA: agricultural services to cereal growers from Narok, Nakuru, Uasin Gishu, Meru and Laikipia counties
	Madagascar	FIFATA: agricultural services and representation action at national level
		FIFATA/FO: agricultural services in 11 regions
		FIFATA/FLP: training of farmer leaders and FO technicians
		FEKAMA: training and professional integration of young farmers
		CAP MALAGASY: agricultural advisory services
		CEFFEL: experimentation and training for the development of the fruit and vegetable value chain
		FIFATA ANALAMANGA GROUP: professionalization and organization of farmers in the South of Antananarivo Fruit, vegetable and chicken value chains
		FDAR ALM: setting up a Regional Agricultural Development Fund in Alaotra Mangoro
	Multi-countries	TRANSFERT: the FOs, levers for the development of agricultural economies
North Africa	Morocco	UPAT: agricultural services to beekeepers in the province of Taza
		APPLES COOP: support to tree growers in the Rich province
	Algeria	ANAP: agricultural services to beekeepers
	Tunisia	GDAEBN: agricultural services to northern sheep farmers
		SMSA ZED ELKHIR: development of she-camel milk production DEVELOPMENT: identification and establishment of new partnerships
	Egypt	ARBO FO: agricultural services to tree growers of Fayoum

	Start & End of the current phase	2019 Budget (in Euros)	Main financial partners
	2019 - 2020	6,000	Unigrains
	2018 - 2021	138,000	Fert, Unigrains
	2017 - 2022	350,000	Fert, Unigrains, Accir, UE/Gret, AFD/TransFert
	2017 - 2021	93,000	Unigrains, AgriCord/DGD, CFSI
	2018 - 2020	45,000	Brittany region
	2018 - 2021	469,000	Unigrains, Louis Dreyfus Foundation, Montpellier SupAgro
	2018 - 2020	135,000	Unigrains, AFD/TransFert
	2018 - 2020	235,000	Fert, Unigrains, AFD/TransFert, CGA
	2018 - 2020	170,000	Fert, Unigrains, AFD/TransFert, Fifata and OPR, Aropa, Formaprod, Cnaf, Africa rice, Apdra, Cirad, FAO, FDA, Fekama, etc.
	2018 - 2020	360,000	
	2018 - 2020	50,000	AFD/TransFert
	2016 - 2019	641,000	Fert, Unigrains, AFD/Proja, Cneap, Icar, Un Filleul pour Madagascar, Fondation Addax & Oryx, Synergie solaire, CDC Dvt solidaire, FDA, Fida (Formaprod, Prosperer)
	2018 - 2020	258,000	Fert, Unigrains, AFD/TransFert, FDA
	2018 - 2020	187,000	Fert, Unigrains, AFD/TransFert, Ceffel
	2015 - 2019	438,000	Fert, Unigrains, UE, AFD/Protana, Agir Loire Océan
	2017 - 2021	174,000	FDA-AFD/PAPAM
	2018 - 2020	261,000	AFD/TransFert
	2018 - 2020	421,000	Fert, Unigrains, AgriCord/DGD, AFD/Opsat, Fida/Paopa



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