fert

2020 ACTIVITY REPORT

Highlights of the year

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Editorial

2020 was a difficult year in all countries where Fert operates. Besides the pandemic and its consequences, which were sometimes dramatic, the measures taken by governments were very restrictive, with travel restrictions and limited market access. As a result, farmers' cash-flow has been severely affected, reducing farmers' financial capacity to buy the inputs they need for future agricultural seasons and leading the poorest to decapitalize in order to meet their most urgent needs.

However, the current sanitary crisis actually proved the need for a collective effort to overcome difficulties; farmers got together to support each other so as to adapt their services.

Jean-François Isambert,
Chairman of Fert

Fert managed to be flexible enough in order to carry out its activities thanks to its teams in the field, to a trust-based relationship with partner organizations and to financial resources in line with the challenges, in particular from the European Union (UE) and Agence Française de Développement (AFD).

In such a context, our values of solidarity and cooperation, gender equality and access to education for everyone, have driven us.

Anne Panel,
Director of Fert

"The current sanitary crisis shows how important it is to work together so as to overcome difficulties; farmers have sticked together and have managed to adapt their services."

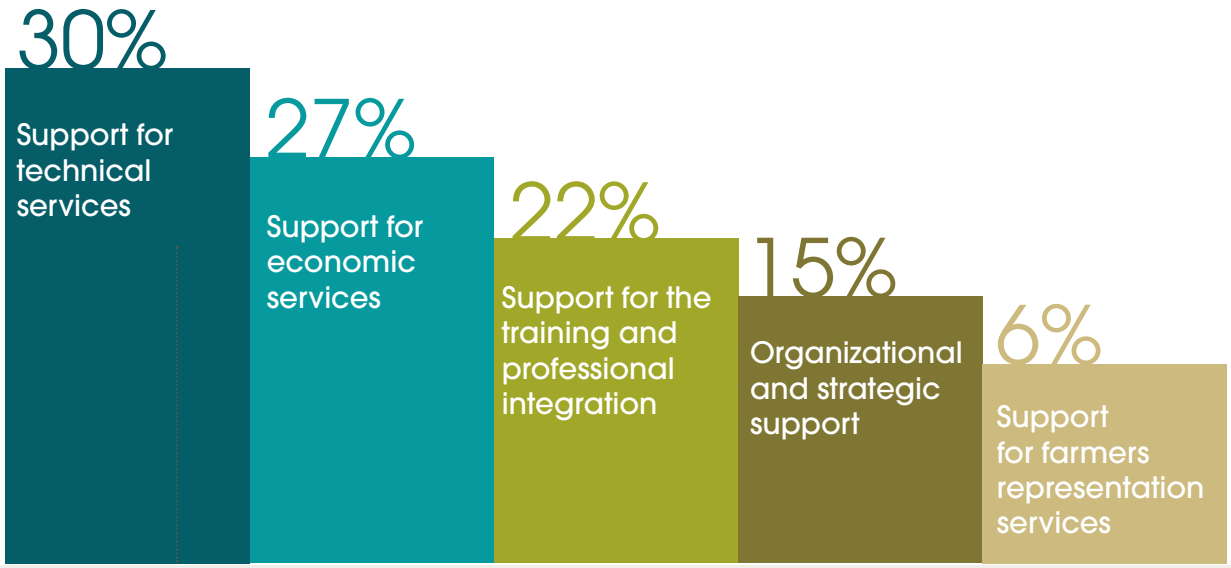
This report describes our actions; it highlights our partnerships with companies through the testimonies of managers of Unigrains, Louis Freyfus corporate foundation and Authentic Products, who share our values and are committed to working with us.

In 2021, Fert will celebrate its 40th anniversary. We sincerely hope to have the chance to celebrate this event on 22 and 23 September in Paris. It will be an opportunity for our partners and teams to share their views; it will also give companies and corporate foundations the opportunity to get to know us better and to join us in working together with farmers and their organizations to meet tomorrow's challenges, whether it is about adapting to climate change, food security or even youth employment, in order to ultimately improve their income and living conditions while feeding their own countries.

2020 Key figures and Fert's approach

Areas of action

Breakdown of Fert's action in supporting the services developed by partner FOs



Fert accompanies farmers in developing countries in implementing agricultural services and developing organizations that provide sustainable solutions. By considering the farmer as an active and responsible stakeholder who is free to decide on his/her own future, Fert provides advice services, over time and at local level.

10 Countries

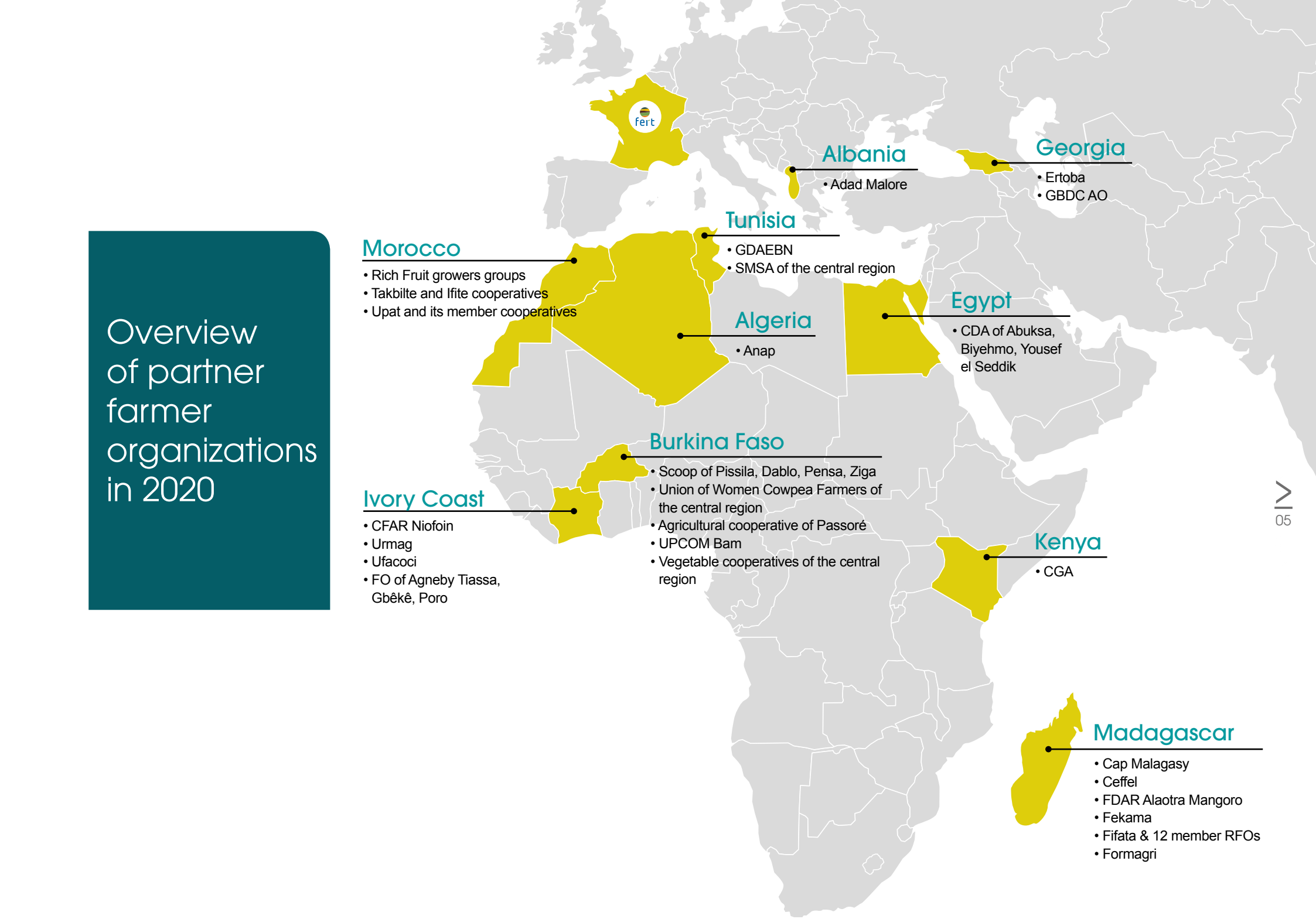
24 Actions

60 National or sub-national partner FOs

2,500 Local FOs

71,000 Families involved

Overview of partner farmer organizations in 2020



Albania
- Adad Malore

Georgia
- Ertoba
- GBDC AO

Tunisia
- GDAEBN
- SMSA of the central region

Morocco
- Rich Fruit growers groups
- Takbilte and Ifite cooperatives
- Upat and its member cooperatives

Algeria
- Anap

Egypt
- CDA of Abuksa, Biyehmo, Yousef el Seddik

Burkina Faso
- Scoop of Pissila, Dablo, Pensa, Ziga
- Union of Women Cowpea Farmers of the central region
- Agricultural cooperative of Passoré
- UPCOM Bam
- Vegetable cooperatives of the central region

Ivory Coast
- CFAR Niofoin
- Urmag
- Ufacoci
- FO of Agneby Tiassa, Gbêkê, Poro

Kenya
- CGA

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

Coping with the Covid-19 crisis

Using digital technology to overcome distance

Social networks: for sharing information

In Georgia, farmers accompanied by Fert have posted videos of their work on the GBDC/Ertoba Facebook page. These short videos were used to share their progress in farming; some were viewed more than 1,000 times. Thanks to social networks, technicians were able to provide further advisory services to farmers.

Webinars: for facilitating discussions

In 2020, Fert organized a series of 8 webinars on farm advisory services for Fert's and partner farmer organizations' teams. These webinars were a way to stay connected with the field during the sanitary crisis. Farm managers, Fert's and French partner FOs' members spoke about their experiences in order to remind the teams of the fundamentals of advisory services so that they could improve their practices.

Digital tools: for working remotely

The containment in Madagascar has boosted the use of digital tools within Fifata group. A digital common library has been created to provide access to technical support material for agricultural advisors equipped with digital tablets, wherever they are. These new tools are very useful in their work and will last after the sanitary crisis.

How Fert and FOs are adapting

Group procurement of inputs in Morocco

In Morocco, travel restrictions have limited fruit growers in the Rich province's access to agricultural inputs. Farmers of Ifite cooperative organized a group procurement of fertilizers and plan protection products, which has never been done before. This project was very successful and may be repeated in the coming years.

Bicycles for relay farmers in Madagascar

Travel restrictions implemented in several countries have hindered technicians' mobility. In Madagascar, the Fifata group has decided to equip relay farmers with bicycles so that they can visit farmers in their own farm and provide them with technical support on various subjects, such as animal vaccination or crop fertilizer.

Focus on actions

Support for technical services of FOs

930
farmers trained and accompanied

293
farmers collectively organized

+6%
increase in milk production (compared to 2019)

+25%
food margin (compared to 2019)

Georgia

Dairy Farmers Association of Samtskhe-Javakheti Ertoba

For the past 10 years, Fert has accompanied Ertoba dairy farmers via the local team of 7 GBDC technicians. In 2020, Fert improved farmers' access to high-quality and in sufficient quantity fodder resources. Several actions were carried out with BTPL's technical support, including collective supply of combined feeds and the installation of drinking troughs. In addition, training courses on hay production and maize silage were provided. In order to convince farmers of the positive impacts of these new practices, measures were carried out; the annual milk production is now more constant, especially in winter, and forage production has improved in quantity and quality.

Outlooks for 2021

Supporting farmers in managing livestock manure and improving the fertility of pastures.

btpl

BTPL started working with Fert in Brazil. Our relationship was based on the same values, so we continued to collaborate in Madagascar and then in Georgia. I have travelled to Georgia three times. We provided support to farmers on their farms thanks to our expertise in dairy production in France. We did not invent anything new; the idea was to understand and listen to our interlocutors. Georgian farmers had little experience in dairy farming. We provided them with concrete solutions to technical and economic issues. Using our experience, they have developed their technical and economic management tool; we could notice the changes from one mission to the next, and this was great.

Gérard Sidot,
an agronomist and former director of BTPL from 1995 to 2013

7 operational insemination stations

2 breeding schemes validated

275 members accompanied

200 beekeepers trained in breeding and artificial insemination

Algeria

National Association of Professional Beekeepers
Anap

Working on genetics is a key issue for Anap, it addresses one of our members' most important needs: improving their colonies' performance.

Meriem Hammal,
Anap facilitator

In 2020, Fert supported Anap in the development of selection plans for two types of local bees in seven insemination stations managed by beekeepers. Anap's advisor accompanies members on breeding techniques, conducting queen selection plans and interpreting results. Fert supported him in monitoring beekeepers and leading discussions on genetic services to be implemented within the stations.

9,000 farmers and 83 groups accompanied

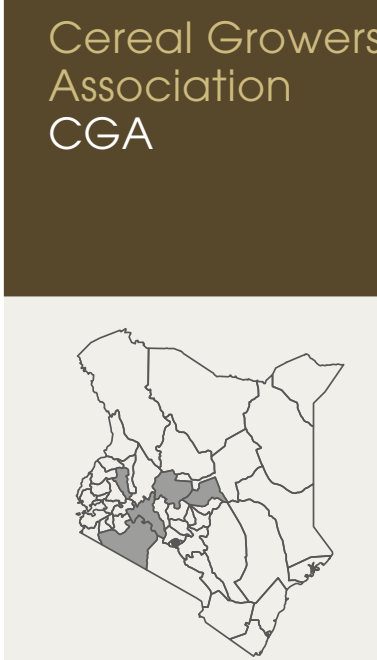
58 demonstration plots

400 leaders and 89 relay farmers trained and accompanied

Kenya

Cereal Growers Association
CGA

Since 2013, Fert has been supporting CGA in developing services adapted to farmers' needs. In 2020, CGA carried out the development of technical and economic advisory services in five pilot counties. A team of six technicians is providing advisory services to farmer groups and relay farmers on the management of demonstration plots, so that farmers can be trained and exchange information on their practices. Fert has facilitated discussions on the role of advisors, the implementation of seasonal assessments and the role of leaders and relay farmers.



We assess our technical and economic data, which involves a significant change of mindset, from subsistence farming to a more rational, income-generating approach to agriculture.

Lucy Mbaabu,
farmer member of CGA and chairman of the Makandi chapter

Ivory Coast

Regional Union of Gbêkê Vegetable Growers Urmag

22 village groups supported

750 member farmers

28 relay farmers trained

Urmag was created in 2014 to enable market gardeners to better promote their production and to meet urban markets with local quality products. In 2020, Fert supported Urmag in the progressive implementation of services related to storage, transport and marketing of members' agricultural products. Some 30 relay farmers were trained on three different themes: "producing better", "managing better" and "getting better organized". The aim is to consolidate local advisory services and improve access to good agricultural practices.

Thanks to Fert's support, we became aware of the necessity for farmers to produce rain-fed onions, so that they arrive on the market at the right time.

Amani,
Secretary of Urmag

Morocco

Rich fruit growers groups

16 plots monitored and 6 pilot orchards

60 farmers accompanied

200 farmers accompanied by relay farmers

In 2020, Fert provided further technical support to apple farmers in the Rich province. Thanks to a partnership with IECD Morocco, a local team was sent out to get closer to the farmers being supported. A technician in arboriculture was assigned to train farmers, to monitor pilot orchards and to facilitate discussions regarding the season's results. Each group of farmers was given a more personalized support. Four years of support have led to changes in agricultural practices, with some growers reporting a threefold increase in yields.

Outlooks for 2021

Strengthening agricultural advisory services by offering such services to new farmers and by involving French technical partners.

Focus on actions

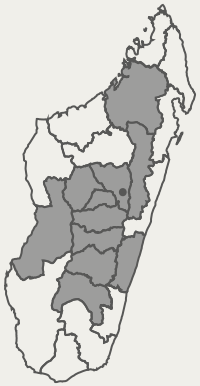
Support for representation services

Madagascar

Fifata and Formagri

+35%
of farmers who are Fifata's RFOs members (local level) between 2015 and 2020

500
farmer leaders trained each year



Thanks to Formagri, FOs' elected leaders are becoming better acquainted with each other, and more aware of the fact that they share same problems and that it is in their best interest to work together so as to be better understood by policy makers.

Solange Rajaonah,
Formagri coordinator

Over the past 30 years, Fifata has gradually become a major organization in the Malagasy agricultural landscape. Thanks to its presence across the country, Fifata effectively represents farmers' interests in agricultural policies. In 2020, Fert supported Fifata in the training of leaders with a «Farmer leader training» program at different levels: for young leaders, elected leaders of local and regional FOs and managers-elected leaders. Fert and Fifata also supported the relaunch of Formagri, a professional organization that trains leaders from different national FOs in collective action to defend the interests of Malagasy farmers on issues including land security and agricultural financing.

Focus on actions

Support for economic activities

Burkina Faso

Scoop of Pissila, Dablo, Pensa, Ziga, Yako, Union Scoop of the central region

859
farmers accompanied including 67% of women

125 t.
of fertilizer purchased and distributed

€68.000
in savings

Fert has been supporting cowpea farmers' organizations since 2007 in setting up local services for their members. In 2020, despite growing insecurity, the action focused on setting up input supply services by organizing exchange visits with a cooperative that had already implemented such services and connecting cooperatives with suppliers. After providing training on the role of relay farmers in charge of collecting savings from member farmers, Scoops of central region experimented for the first time with their own input savings scheme.

Outlooks for 2021

Extending the input-saving scheme to facilitate access to specific phytosanitary products.

Our company has been partnering with the regional union of cooperative societies in the Central Region since May 2020, thanks to Fert's support. After several meetings with cooperatives' managers and Fert, we concluded a contract for a group procurement of inputs. It has been a great success; all the conditions have been respected regarding quality and delivery times. This collaboration allowed us to increase our visibility in the region and even to create jobs. We hope to continue this collaboration.

Moussa Tiendrebeogo,
chairman and director of Agro Dealers Services (ADS Burkina)

Madagascar

Ceffel

57
seed potato growers producing healthy seed potatoes

6 t.
of healthy seed potatoes produced each year by Ceffel

Ceffel is a key stakeholder in agricultural training and in the fruit and vegetable sector in Madagascar's highlands. In 2020, Fert supported Ceffel in organizing the potato sector. Since 2008, this production has been affected by a parasite (Ralstonia Solanacearum). Thanks to a partnership with the FN3PT, Ceffel has developed, for the Fifata group, a healthy seedling value chain that will increase production and farmers' income.

Outlooks for 2021

Supplying each of the 12 regions where the Fifata group is operating with healthy seed potatoes through the construction of a cold storage unit that will supply small storage facilities in the regions.

Since 2018, Fert has mobilized the National Federation of Seed Potato Growers (FN3PT) to support Ceffel in standardizing the seed potato value chain in Madagascar. FN3PT has an internationally recognized expertise; it federates all French seed potato growers and conducts numerous research projects to improve the production and quality of seed potatoes. The partnership with Fert and its Malagasy professional partners has led to several exchange visits: French technicians and professional managers have visited Madagascar and their Malagasy partners have come to France to observe and learn from the French experience. The trust-based relationship thus created has enabled further discussions despite the impossibility of visits since the beginning of the pandemic.

Focus on actions

Organizational and strategic support

Burkina Faso

Cooperatives in the central region of the country

Outlooks for 2021

Developing new services for members: agricultural advisory services, supply of inputs, storage, marketing and processing of products.

9
cooperatives accompanied

797
member farmers

178 ha
spread over 52 production sites

Since 2018, Fert has been supporting three market vegetable cooperatives in Ouagadougou and six other communal cooperatives on the outskirts of the capital on organizational and governance issues. In 2020, several exchange visits were organized with other partner FOs to facilitate experience sharing among peers. Fert teams have also organized meetings with members so that they can discuss about the actions to be implemented. These discussions brought to light many of the farmers' needs, particularly in terms of technical support.

The board of Koubri Scoop was created in 2007. There was no action and the collaborators were discouraged. There was almost no trust in the board. Since Fert's involvement, there has been more training and awareness-raising on cooperative activities and on the role of the board and collaborators. We realized that we needed to act and that we had a legitimate desire for change. After several delays, we have finally created a new board and it is mainly thanks to Fert.

Germain Tassembedo,
new chairman of Koubri Scoop

5
SMSA identified and supported

650
farmer members

Tunisia

Mutual agricultural service societies in the central region of the country

In 2020, Fert and its partner AGER launched the first activities in the field, following several meetings with SMSA in the central governorates of Tunisia in 2018 and 2019. Fert now provides strategic and organizational support to five SMSA. Chaambi SMSA, for example, was accompanied in the collaborative process to define its priority projects and its 2020 action plan. Discussions were also held to prepare the organization and operation of its collection and processing services for fresh aromatic (rosemary) and medicinal plants.

Outlooks for 2021

Developing a dedicated team in the field, supported by Fert and AGER, to assist FOs in developing technical and economic services to their members.

AGER

Over the past three years, we have worked with Fert to identify farmers' organizations; we have been building strong and progressive partnerships together. We have a good knowledge of the Tunisian agricultural environment, which has greatly made this work easier. Alongside Fert, we have developed a new approach based on values. Today we are closer to farmers, we focus on their real needs and are able to develop a real partnership. It is a real moral commitment.

Aya Labidi,
associate at AGER and in charge of the partnership with Fert

Focus on actions

Support for training and professional integration

15
management committee members

60
young trainees, including 18 girls

Ivory Coast

Agricultural and rural training center of Niofoin
CFAR

As part of a partnership with the Louis Dreyfus Foundation (LDF) and Louis Dreyfus Company (LDC), an agricultural and rural training center (CFAR) has been created in Niofoin - in the Poro region - in the northern part of the country. Opened in October 2019, CFAR trains young farmers between the age of 16 and 25 to become farmers. 2020 marked the first year of the Center's existence. Local governance through a farmers' committee and administrative and financial management tools have been implemented. The contents of the training courses have been thoroughly developed to address the region's needs and to match learners' level.

The reason I came to this college was because I love agriculture. After training, I want to work in livestock farming first. This will help me produce compost. After that, I will set up a market gardening business. I guess I found my vocation.

Aly Bayoko,
a second-year student at CFAR

Madagascar

Federation of agricultural high school Fekama

380
young people trained each year

14%
of expenses covered by the colleges' own resources

6 years
after finishing high school, a trainee has generated as much wealth (about €2,600) as it cost to train him or her and help him or her find a job

Young people are becoming increasingly involved in the implementation of services provided by Fifata Group's organizations; within three years, the number of young people appointed to the boards of directors of regional FOs has doubled to 26% today.

Roland Rakotovao,
Chairman of Fifata

Since 2002, Fekama has trained 979 youths to become farmers in its five agricultural high schools. These young people represent a new generation of farmers; they have become models in their own region and are gradually taking on professional responsibilities within the Fifata group (regional FOs' elected leaders, young farmers' FOs' leaders, etc.) In 2020 and in collaboration with Cneap, Fert helped to adapt the training curriculum. Thus, it will consist of two years in high school and one year in a professional internship to facilitate the professional integration of these young farmers. This change will also improve the cost-effectiveness of the training.

45,500 beneficiary families

4 countries

2,130 local FOs accompanied

Evaluation of the TransFert program

In 2020, Fert mandated iCi / BRM Int. consortium to conduct an assessment of its cross-country TransFert program: « Farmers' organizations, a lever for the development of rural economies « over 2018-2020, in order to develop a third stage to better support partner FOs towards sustainability.

TransFert is a cross-country program in partnership with AFD. Its objective is to contribute to the improvement of agricultural economies through the organization of farmers in four sub-Saharan African countries: Burkina Faso, Ivory Coast, Madagascar and Kenya. Besides the specific actions in each country, this program facilitates cross-cutting work and progress through peer-to-peer collaboration.

The program's relevancy is based on the fundamentals of Fert's approach, which considers farmers as managers of their own farms and FOs, and responsible for innovation and change, rather than being passive beneficiaries of our actions. The supported FOs progress at their own pace and according to their own guidelines, without any predefined model, but rather with the input of the agricultural profession's experiences. The program increases the number of inter-FOs discussions, which offers many opportunities to learn and share, and provides greater flexibility of action and strengthens partner FOs' reliability. The program is in line with the ongoing support provided by Fert to its historical partners, while offering opportunities for development and scaling up, thereby increasing FOs' autonomy and the efficiency of the support provided.

Extract from the iCi BRM Int. evaluation

In 2020, new tools for supporting farmers

Videos: a way to facilitate discussions between farmers in Burkina Faso

In 2020, Fert teams in Burkina Faso made a series of films to fuel discussions between farmers. Two videos were made following exchange visits between market garden cooperatives in the Centre. A screening-debate with farmers who could not participate in the visits was then organized. A series of 7 filmed testimonies of farmer leaders was also made and will be used to facilitate discussion during future trainings of leaders.

An advisory pack for agricultural advisors' lifelong training

In 2020, Fert teams developed an advisory pack to support farmers' lifelong training. The objective is to provide young advisors with concrete tools and more experienced advisors with the opportunity to update their knowledge and renew their practices. The package includes method sheets, tools, training courses and webinars. It covers six themes, ranging from production support to farm management.

Companies working together with Fert

Unigrains

Back in the 1970s, following the creation of an investment company and a technical institute to promote the development of French agriculture, leaders of cereal organizations initiated discussions regarding support to farmers in emerging countries. Based on the same approach - experience sharing, organization, training, etc. - they decided to allocate financial resources to this action in 1983, via Unigrains, and to mandate Fert to implement it.

40 years later, we are still supporting Fert; we share the same values and we believe in the effectiveness of its action. Fert has many years of experience in the field and is working in line with its mission. Fert is different from other agri-agencies: it is by relying on the experience of French farmer organizations that Fert carries out structuring and effective actions. We are therefore very proud to reiterate our support every year. Our assistance is not a simple financial contribution, it offers a lever to mobilize other funds and build long-term actions.

Besides financial support, we also help Fert to develop new partnerships. Unigrains accompanies about a hundred companies in the agri-food sector that are increasingly concerned about their impact and sustainable development issues. We believe that private companies will be playing a more important role in the future alongside development associations as part of their challenging Social and environmental responsibility policies, which is a smart way to support a reasoned and sustainable development. We aim to put Fert in contact with our partner companies, in order to exchange information on the implementation of these strategies, in particular in the geographical areas where Fert is locally based. Indeed, Fert can provide its expertise and advise them on effective and sustainable actions thanks to its experience in the field, alongside farmers.

Philippe Pinta, Chairman of Unigrais
Jean-François Laurain, Managing Director of Unigrains

The Louis Dreyfus Foundation and LDC in Ivory Coast

The Louis Dreyfus Corporate Foundation aims to fight poverty and food insecurity by supporting small-scale farmers in Africa, Asia and Latin America. We are still working in partnership with an external stakeholder and with Louis Dreyfus Company, an international agricultural commodity trading company. Together with Fert, we have created the Niofoin Agricultural High school (CFAR) that aims to train a new generation of farmers in modern and sustainable agriculture. We want these young «agri-preneurs» to hold all the cards to achieve their objectives. We are opening the center to the business world through connections with our other projects in the area. Collaboration with Fert is key, with an efficient operating mode based on trust and transparency. We are aware of each other's strengths and are very complementary. Today, we are considering, together, the sustainability of the center beyond the funded program. CFAR represents a great achievement and we hope, with these young people, to witness the emergence of promising projects that will contribute to the economic development of the area.

Robert Serpollet,
managing Director
of the Louis Dreyfus Foundation

Authentic Products and **Firmenich** in Madagascar

The company Authentic Products based in France and its Malagasy subsidiary are specialized in collecting, preparing and marketing vanilla. For the past 15 years, we have been highly involved in the sustainable development of the Sava region, in the northern east part of Madagascar, where we collect vanilla. Together with our partner, Firmenich, a Swiss company and one of the world leaders in the flavors and fragrances sector, we share the same concerns about improving the growers' living conditions. Because we care about the sustainability of vanilla in Madagascar and its quality, we must support the training of the farmers in every aspect of their lives and work. We have therefore set ourselves a challenge: training young people in the region to become farmers. We mobilized Fert and Fekama, who have extensive experience in agriculture and youth in Madagascar, to assist us. They carried out the feasibility study and are mostly committed to providing technical and pedagogical support to our team in the field and on a long-term basis. The Mahadera Agricultural Vocational Training Center was created in 2019 and now trains 75 students in all agricultural activities.

Laurence Cailler,
CEO of Authentic Products

International Alliances and Collectives

Fert is still involved in various associative interest groups

Céréaliers de France

UNIGRAINS
VOS ENJEUX SONT NOS ENJEUX

Founded in 1981 by leaders of farmer organizations concerned with food issues in developing countries. For 40 years, Fert has benefited from the support of grain growers organizations - in particular 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.

AGRICORD

Fert is a member of the AgriCord international alliance, which brings together 12 agri-agencies from 10 different countries: Germany, Belgium, Brazil, Canada, Spain, Finland, France, Philippines, Senegal and Sweden. Supported by their countries' farmer organizations, agri-agencies support FOs and contribute to agricultural development in Africa, Asia, Latin America and Central Europe.

l'institut Agro
agriculture • alimentation • environnement
SupAgro

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 Europe

- Accir
- Afdi
- AGPB
- AGPM
- Adapi
- AFD
- Agir Loire Océan
- AgriCord
- Agrisud
- Apdra pisciculture paysanne
- Arvalis Institut du végétal
- AVSF
- BTPL
- CER France - Ambre conseil
- CFSI
- CHD
- CDEO64
- Cirad
- Club Demeter
- Cneap
- Coordination Sud
- Coram
- DGD
- F3E
- Fida
- Firmenich
- FN3PT
- Avril Foundation
- Louis Dreyfus Foundation
- Société Générale Foundation
- Forum Rural Mondial
- France Export Céréales
- GIZ
- Gret
- La Guilde Européenne du Raid
- IECD
- IFO
- Ifocap
- Inter Réseaux
- Développement Rural
- Iram
- IRC Montpellier SupAgro
- UNMFREO
- Passerelles et Compétences
- Passion céréales
- Région Bretagne
- Réseau international FAR
- Savencia Ressources Laitières
- Solidae (City of Paris)
- Syrpa
- Trias
- Un enfant par la main
- Un filleul pour Madagascar
- Unigrains
- European Union
- Webassoc
- Zebunet

In intervention countries

Algeria
- AREA-ED
- Universities and local technical institutes

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

Ivory Coast
- ADCVI
- Inades Formation
- Louis Dreyfus Company (LDC)
- PNMR
- CeGER
- Firca

Egypt
- NSCE
- Fayoum University
- ARC Agricultural Research Center of Cairo University

Georgia
- FAO Georgia
- FinExCoop Georgia
- RDA
- Irao
- Opizari vocational high school

Kenya
- KALRO
- MALF

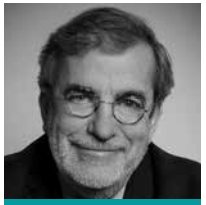
Madagascar
- Agha khan
- Agrivet
- Amadese
- Authentic Products
- BRM Int.
- Cecam
- Cite
- Cnaf
- CNFAR
- National Directorate of Meteorology
- DIREL
- DRAEP
- DSV
- FDA
- Fifamanor
- Fofifa
- FTM/CPM
- GSDM
- Guanomad
- Imvavet
- Le Relais
- MED
- MAEP
- National Order of Veterinary Doctors of Madagascar
- Pingos
- ASA program
- Défis program
- PAPAM program
- Formaprod project
- REAP AAOI
- Far Mada Network
- SOA network
- SD Mad
- SIF
- UNMFR

Morocco
- DPA Taza
- Fimap
- IECD Maroc
- ORMVA-Tafilalet

Tunisia
- AGER
- INRAT
- OEP

Governance

Fert's Board of Directors chaired by Jean-François Isambert, is involved in strategic orientation and in the steering of the agri-agency.



Jean-François ISAMBERT
Chairman

Henri DE BENOIST
Honorary chairman

Jean-Marie BEHAGHEL
Secretary Treasurer

Guillaume DHERISSARD,
Secretary Treasurer
(from October 2020 onwards)

Denis CASTAING

Bernard GUIDEZ

Christophe TERRAIN

Anne-Claire VIAL

Paul-Henri DOUBLIER

Martial MARGUET

Bertrand VENET

Philippe PINTA

Michel MOLLARD

Eric THIROUIN

Operational strategy

Beginning of 1980s, the French grain growers organizations 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 French grain growers organizations 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.

Teams

164
staff members

France (headquarter)

Adeline, Amandine, Anne, Aurélie, Héloïse, Ilona, Jérémie, Joseph, Justine, Mélanie, Yvonne.

Burkina Faso

Agathe, Amed, Bertrand, Daouda, Elodie, Ferdinand, François, Gérard, Habibatou, Hamadou, Haoua, Issa, Jessica, Jules, Khader, Lazare, Léocadie, Lucienne, Mahamadi, Maxime, Placide, Victor, Zakaria.

Ivory Coast

Christophe, Cintia, Fabrice, François, Idrissa, Katcheninfohoua, Michel, Modeste, Pauline, Pierre, Richard, Samuel, Serge.

Georgia (in partnership with GBDC-AO)

Eliso

Morocco (in partnership with IECD)

Asmae, Mohamed, Said.

Madagascar

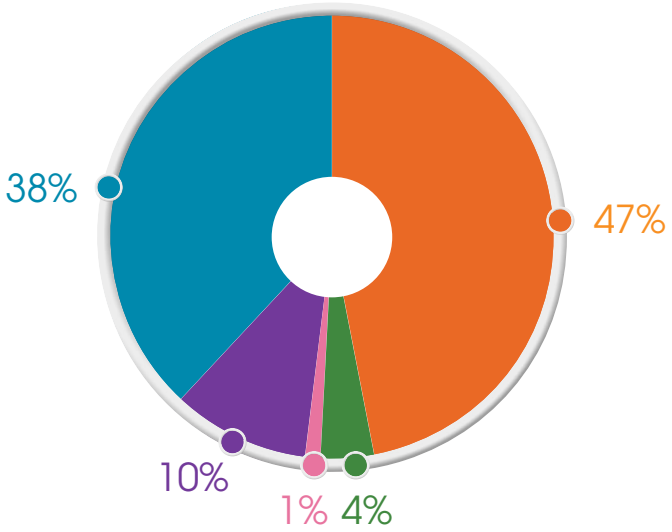
Aina, Ando, Ando, Angéline, Anja, Augustin, Christian, Claude Edith, Diary, Dieudonné, Dolice, Edouard, Erick, Estelle, Fano, Frédéric, Haja, Hanitra, Hélène, Henintsoa, Heriniaina, Heritiana, Heritiana, Jacky, Jean-Bruno, Jean-Claude, Jean-Claude, Jean-Jacques, Jean-Louis, Jean-Marie, Jean-Nicolas, Jean-Pierre, Jean-Romuald, Jerôme, Jocelyn, Joëlson, Johny Faustin, Joseph, Julia, Junia, Kénéddy, Laingotiana, Lala, Lily, Lily, Lucien, Maharavo, Mamy, Mamy, Mamy, Mamy, Mamy Tiana, Manitra, Maria, Marie Anne, Mauricette, Max Mercellin, Miadana, Michel, Misoa, Nadège, Nary, Nathalie, Nicolas, Nivo, Njaka, Njaka, Noelson, Nora José, Norosoa, Olivier, Ony, Ortancia, Patrick, Princy, Rado, Rado, Rémi, Rindra, Rivo, Rivo, Rova, Saholy, Samson, Séraphin, Sidony, Sitraka, Soafara, Solange, Solohery, Théo, Thierry, Tiana, Toky, Toky, Tovo, Tovonirina, Tsirivanona, Tsiry, Urcille, Victor, Vincent, Viviane, Voahangy, Vola, Willy, Y-Hasy, Zihary, Zina, Zita, Zoaritiana, Zoely, Zositraka.

Financial elements

ASSETS	2020			2019
	Brut	Depreciation and provisions	Net	
Fixed assets	**2,010,703**	**91,584**	**1,919,119**	**1,941,531**
Current assets	**642,144**		**642,144**	**593,971**
Operating receivables	601,606		601,606	532,584
Prepaid expenses	40,539		40,539	61,388
Cash position	**5,897,210**	**47,346**	**5,849,864**	**2 916 644**
Current accounts in subsidiaries	26,036	26,036	0	1,424
Investments	1,376,590	21,310	1,355,280	1,358,920
Cash balance	4,494,584		4,494,584	1,556,300
TOTAL	**8,550,057**	**138,930**	**8,411,127**	**5,452,146**

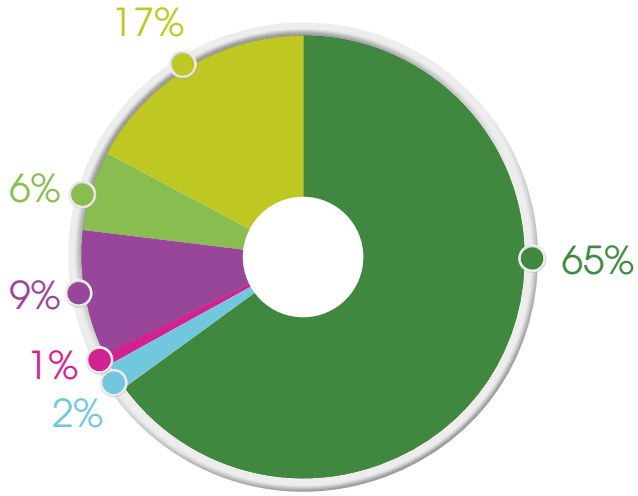
LIABILITIES	2020	2019
Associative and special investors funds	**3,500,563**	**3,418,265**
Own funds	2,574,392	2 506,117
Special investors funds	838,527	843,873
Profit for the financial year	87,644	68,275
Provisions for liabilities and charges	**0**	**0**
Liabilities	**322,720**	**231,659**
Advances on current projects	**4,587,844**	**1,802,222**
TOTAL	**8,411,127**	**5,452,146**

2020 Resources: €4,296



- 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

2020 Employment: €4,296



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

Summary of Fert's actions

Geographic area	Countries	Partner organizations / Actions
Central and Eastern Europe	**Albania**	ADAD: advisory services to apple growers in mountain areas
	Géorgia	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 central, central north and northern regions
		UPCOM BAM: agricultural services to vegetable growers in the province of Bam
		VEGETABLE COOP: agricultural services to vegetable farmers in the central region
	Ivory Coast	CFAR: creation of an agricultural and rural vocational training center in Niofoin in the Poro region
		UFACOCI, URMAG, LOCALS FO : agricultural services to regional food producers in the province of du Poro, of Bagoué, of Gbêkê and of Agneby Tiassa
	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/OPR: agricultural services in 11 regions
		FIFATA/FO: training of peasant leaders and technicians FO
		FORMAGRI: relaunch of the Farmers' University
		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
	Cross-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 of the central region: development of new partnerships
	Egypt	ARBO FO: agricultural services to tree growers of Fayoum

	Start & End of the current phase	2020 Budget (in Euros)	Main financial partners
	2019 - 2020	17,000	Unigrains
	2018 - 2021	109,000	Fert, Unigrains
	2017 - 2023	515,000	Unigrains, Accir, UE/Gret, AFD/TransFert, AFD/Sepop
	2017 - 2021	101,000	Unigrains, AgriCord/DGD/Trias, CFSI/PAFAO
	2020 - 2023	96,000	Unigrains, Brittany region, AFD/Sepop
	2018 - 2021	149,000	Unigrains, Louis Dreyfus Foundation/LDC Ivory Coast
	2020 - 2023	222,000	Unigrains, AFD/TransFert, AFD/Sepop
	2018 - 2023	238,000	Fert, AFD/TransFert, AFD/Sepop, UE-FIDA/FO4ACP, CGA
	2018 - 2023	218,000	Fert, Unigrains, AFD/TransFert, FDA, Fida (Formaprod, Défis, FO4ACP, Safe), CNAF/Focad, FAO/FFF, Apdra, Cirad, Fifata and OPR
	2018 - 2023	298,000	
	2018 - 2020	51,000	
	2020 - 2023	21,000	AFD/Sepop
	2020 - 2022	346,000	Fert, Unigrains, AFD/Proja, FDA, Fida/Formaprod, Cneap, Un Filleul pour Madagascar, Société Générale Foundation, Masalina Foundation, Solidae/City of Paris, Firmenich, agricultural high-schools
	2018 - 2023	267,000	Fert, Unigrains, AFD/TransFert, Fida/Formaprod, Cap Malagasy
	2018 - 2023	169,000	Fert, Unigrains, AFD/TransFert, UE-Fida/FO4ACP, Ceffel
	2019 - 2024	260,000	Fert, Unigrains, AFD/Protana, UE/Ambioka, Agir Loire Océan
	2017 - 2021	358,000	FDA-AFD/PAPAM
	2018 - 20203	213,000	AFD/TransFert
	2018 - 2021	404,000	Fert, Unigrains, AFD/Opsat, AgriCord/DGD

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