



2022
ACTIVITY
REPORT
HIGHLIGHTS OF THE YEAR



CONTENTS

- 03 Editorial
- 04 Key figures for 2022
- 05 Overview of partner farmer organizations in 2022
- 06 Fert in brief
- 07 In the words of farmers
- 08 Peer exchange

OUR ACTIONS

- 12 Support for FO technical services
- 15 Support for FO representation services
- 16 Support for FO economic services
- 18 Support for FO organization and strategies
- 20 Support for training and professional integration of young people

OUR PARTNERS

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

INSIDE OUR ORGANIZATION

- 24 Governance
- 25 Operational strategy
- 26 Teams

TRANSPARENCY

- 28 Financial data
- 30 Summary of actions supported by Fert

EDITORIAL

For more than 40 years, Fert has supported women and men in developing agricultural services to solve the problems they face. It facilitates the creation and consolidation of farmer organizations (FOs) so that they become sustainable and able to manage these services for the benefit of their members.

Fert has drawn on the experience of French agriculture to work out a development approach based on firm principles, which include the following:

- Farmers are responsible actors, free to decide for themselves.
- Organizing farmers is not the ultimate goal but a means to an end.
- Supporting farmers and their organizations requires very gradual action, in close contact with them.
- Development can only be envisaged as a long-term and continued commitment.

Fert continued to follow these principles in 2022 for its 25 actions in the field in 9 countries. They are carried out in partnership with 3,600 local and national FOs, representing 76,900 farmers living on family farms.



Jean-François Isambert,
Chairman of Fert



Anne Panel,
Director of Fert

Trust is at the heart of these partnerships, because without trust there can be no collective organization, no risk taking and consequently no research (even though the climate challenge demands us to find solutions to protect the future paths of agriculture), and no room for freedom of enterprise...

We would like to express our very sincere thanks to those who have renewed their trust in us, especially Agence Française de Développement, the Louis Dreyfus and Société Générale corporate foundations, and Unigrains. In the French grain grower ecosystem, while Unigrains supports businesses and Fert supports farmers and their organizations, both carry out this support over the long term and within the framework of an approach based on listening, analysis, and trust.

“
Shared agricultural
development is
association built
on a relationship
of trust.”

KEY FIGURES FOR 2022

9
countries

25
actions

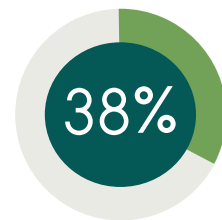
78
national or
subnational FOs

18
other organizations

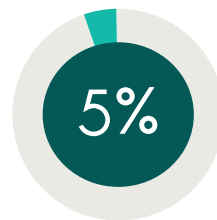
3,521
local FOs
(+821 compared to 2021)

76,900
families

→ FERT'S AREAS OF ACTION



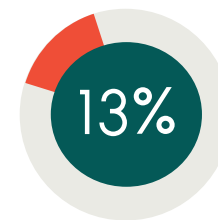
Support for
FO technical
services



Support for FO
representation
services



Support for
FO economic
services



Support for FO
organization
and strategies



Support for
training and
professional
integration of
young people



MOROCCO

- Apple grower cooperatives and groups in Rich
- Almond grower cooperatives and groups in Taza

CÔTE D'IVOIRE

- CFAR des Savanes
- Urmag
- Ufacoci
- Agnéby-Tiassa and Poro farmer groups



TUNISIA

- GDAEBN
- SMSA of Chaambi, Amal, Mandra and Zitouna

ALGERIA

- Anap

BURKINA FASO

- Pissila and Ziga cooperative
- Regional Union of Women Cowpea Farmers of the Centre Region
- Agricultural Cooperative of Passoré
- UPCOM Bam
- Vegetable cooperatives of the Centre Region

GEORGIA

- Ertoba
- Samtskhe-Javakheti beekeeper and potato-grower groups
- GBDC-AO



KENYA

- CGA

MALAWI

- Mzimba North farmers' groups

MADAGASCAR

- Cap Malagasy
- Ceffel
- Fekama
- Fifata & 12 Regional Farmer Organization (RFO) members
- Formagri

OVERVIEW

of partner farmer organizations in 2022

FERT IN BRIEF

1981

Creation of the Fert association

Values

from the farming world

Rigor,
pragmatism,
trust

→ An agri-agency

Fert was created following exchanges between leaders of grain grower organizations and some key figures outside the farming sector. It mobilizes the know-how and experience of French farmer organizations and for the past 40 years has enjoyed the support of grain grower organizations, in particular Unigrains. Fert is a member of the AgriCord international alliance, which brings together 12 agri-agencies from 10 countries.

→ A mission

Fert's mission is to aid farmers in developing and emerging countries to improve their living and working conditions as well as their income, thereby helping to boost their country's economy.

→ An approach

Fert supports farmers in their efforts to organize themselves so that they can choose the kind of farming they want to do and how they want to do it. In its actions, Fert respects the responsibility of farmers and the reality of the economic context of farming in each country, with an eye to the viability and sustainability of the organizations created.



IN THE WORDS OF FARMERS



Hamza AFKIR,
apple grower
in Morocco

Hamza's orchards were attacked by diseases, but he didn't know how to solve the problem. He doesn't always know the name of the diseases or the treatments for them, and he has encountered difficulties in accessing treatment products. With 11 other fruit growers in his region, he decided to organize a group purchase of inputs.



Watch the video of Hamza discussing the issue on our website



Cécile
OUEDRAOGO,
farmer and
treasurer of
the Tanghin
Dassouri
cooperative in
Burkina Faso

« Our cooperative suffered problems of transparency in its management, due to a lack of knowledge. Money was spent without traceability, resulting in many losses. With the support from Fert and the treasurer training I received, I learned that I have to record each inflow and outflow of money in the ledgers and draw up accounting documents. Previously, because of the poor management, many members no longer wanted to contribute financially to the cooperative's activities. With this training, we were able to reach out to them and assure them that resources are now better managed. Members are now contributing whenever they are asked to do so. »

The training Cécile received enabled her to establish procedures to improve the financial management of her cooperative.



Watch the video of Cécile discussing the issue on our website

PEER EXCHANGE AT THE HEART OF FERT'S APPROACH



Fert's International Meetings in Côte d'Ivoire

After Kenya in 2019, it was the turn of Côte d'Ivoire to host the week-long Fert International Meetings. These brought together 34 technicians from Fert and our partner farmer organizations, as well as 14 farmers from 6 African countries and France. This new edition welcomed participants from North Africa (Morocco and Tunisia) for the first time, as well as 6 employees from Unigrains, Fert's key partner for the past 40 years.



The International Meetings were organized as part of the TransFert program, with financial support from Agence Française de Développement and Unigrains.

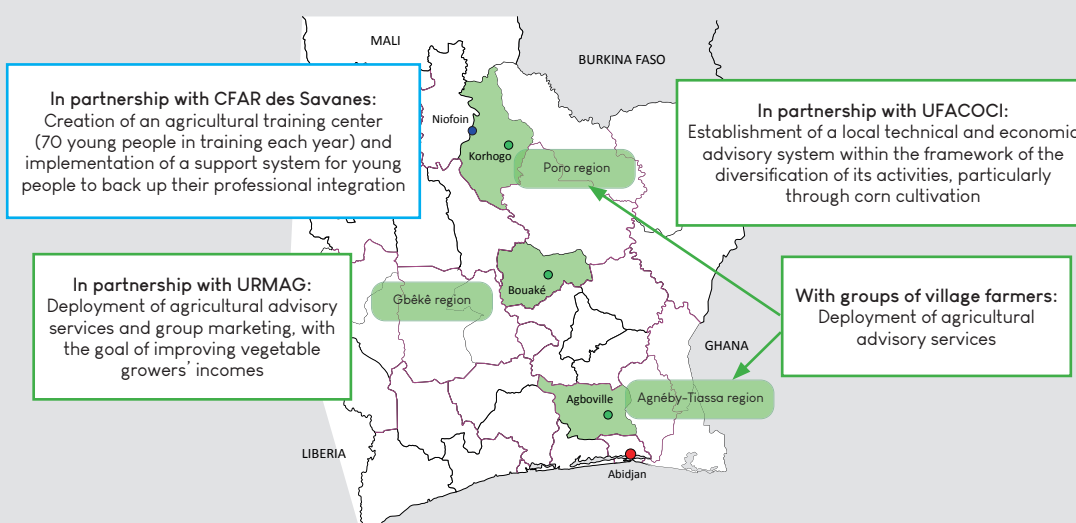




See our website for photos of the first day of the International Meetings, broadcast on the news program of the Ivorian television channel Business 24



The International Meetings were an opportunity to share ideas and learn from each other's experiences. To promote exchanges, an evening event was held so that each delegation could present its country, culture, and agriculture.



More than 50 stakeholders sharing the Fert approach traveled from Korhogo to Agboville via Bouaké to meet Ivorian farmers heavily involved in Fert-supported actions.

Since 2018, Fert has focused its activities in three regions: Poro, Gbêkê, and Agnèby-Tiassa. It supports farmer organizations in the diversification and improvement of their agricultural production systems, training for farmers (especially young farmers), and the development of services that enable them to live better from their work. A total of nearly 1,500 farmers and their families receive support from Fert in Côte d'Ivoire.



A workshop was held to share the technical and economic consulting practices of four countries: Malawi, Morocco, Madagascar, and Côte d'Ivoire. These practices, based on collection and recording tools, analytical methods, and coordination techniques help make technical and economic advice a decision-making tool for farmers.



Exchange visits as a development tool

Four exchange visits were organized in 2022: in France for Moroccan and Tunisian technicians and farmers, in Madagascar for Kenyans, and in Cameroon for Madagascans. The purpose of these visits is to enable farmers and technicians to share their experiences by observing concrete cases of agricultural services and FOs. Such peer exchanges promote rapid dissemination of best practices.

An exchange visit to Madagascar to boost the impact of the Kenyan association CGA.

To improve its approach to supporting farmers and FOs at the grassroots level, a delegation of three leaders and five employees from CGA (Cereal Growers Association) traveled to Madagascar to discover the actions of the Fifata group and to learn from its experience. The delegation was able to see the relevance and effectiveness of the local agricultural advisory services for the development of concrete services that meet farmers' needs.



[Read the full article on our website](#)



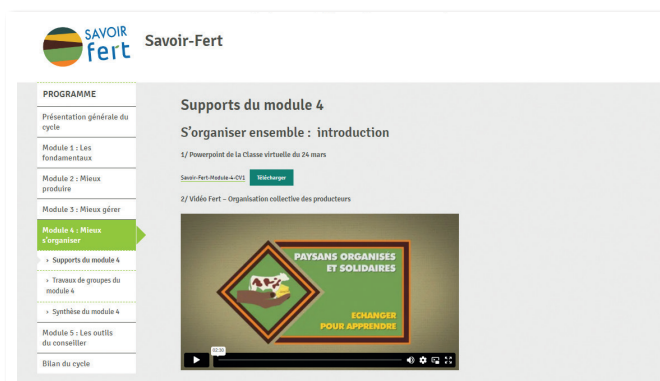
An exchange visit to the south of France to scale up the knowledge and know-how of Moroccan farmers

Fert, in partnership with IECD, supports apple growers in Rich and almond growers in Taza. Exchange visits were organized in the Lot-et-Garonne department and in the Provence-Alpes-Côte d'Azur region with the Chamber of Agriculture. These visits allowed Moroccan farmers not only to discover a variety of technical routes and production strategies, but also to exchange ideas with professionals in farmer organizations on their commitment and on the governance and the structuring of services within those FOs.

«Savoir Fert» training through e-learning

In 2022, Fert joined up with Ifocap to create an e-learning training course for technicians from its teams and partner FOs. This 100% remote training alternates virtual classes, group work, and independent study to make up a total of 57 hours of training spread over 8 months. Entitled “Savoir Fert” (pronounced “savoir-faire”), it seeks to increase the skills of agricultural advisory service professions via its 5 modules.

The first class includes 16 technicians from France, Burkina Faso, Côte d’Ivoire, Madagascar, Morocco, and Tunisia.



5 training modules



The basics:
Introduction to the support approach and to the profession of advisor



Produce better:
For more efficient farming practices



Manage better:
Manage and monitor one's farm



Organize better:
Structuring the services of farmer organizations



Tools for advisors:
Support the farmer

→ « Savoir Fert's pedagogical approach keeps learners motivated and involved throughout the sessions and assignments. »

Alice Villemin,
Training Coordinator at Ifocap

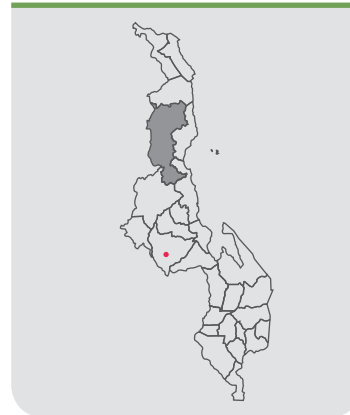
16
technicians

8
months of training

57
hours of training
43 hours of virtual
classes
10 hours of group work
4 hours of independent
study



SUPPORT FOR FO TECHNICAL SERVICES



MALAWI MZIMBA NORTH DISTRICT FARMERS



8
FOs

320
farmers
supported

13
demonstration
plots

58
guided
visits

1,340
farmers
participating
in the guided visits



Fert has been launching actions to support farmers in Northern Malawi since 2021. In addition to training aimed at building their knowledge and technical skills, activities in 2022 focused on having farmers record technical and economic data. Exchanges led by the technicians gave rise to many discussions on the dates of operation, soil quality, the choice of varieties, and the cost of external workers and the market, thereby helping everyone to improve their practices and management.



CÔTE D'IVOIRE

UFACOCI

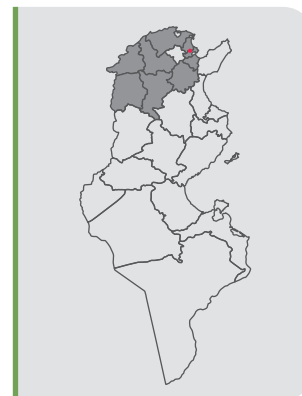


The year 2022 saw the implementation of the technical and economic advisory system. This was made possible by strengthening the relay farmer network and increasing the number of field schools. On the technical front, Fert helped Ufacoci to develop more in-depth strategies to control weeds in corn crops and reduce the use of herbicides. Ufacoci has also initiated experimental use of motorized cultivators with around 10 relay producers.

25
relay
farmers

450
farmers
supported

120
tons of corn
stored collectively



TUNISIA

GDAEBN



GDAEBN has been working over the last 10 years on the professionalization of sheep farmers in northern Tunisia. The year 2022 marked a turning point in its advisory and genetic services. GDAEBN was able to bolster its livestock advisory services thanks to support from Fert, BTPL, and CDEO64, as well as to an exchange visit organized in the Pyrénées-Atlantiques region of France for the group's technicians. Its services now include making good use of performance control data, individually or in a group; a wider range of topics covered; and development of technical sheets. The genetics protocols and database are undergoing reorganization, which is a prerequisite for real progress in that field.

8%
increase in average
weight gain over 3
campaigns

60
farmers supported
by GDAEBN

4
exchange groups
set up to promote
collective dynamics





4
demonstration
plots

286
farmers supported
(71% women)

6,000
avocado plants and
500 papaya plants
produced and distributed

160+
families producing
vegetables for food and
sale, with limited use of
chemical inputs

KENYA
CEREAL GROWERS
ASSOCIATION (CGA)



In 2022, Fert and CGA supported eight pilot farmer groups in Laikipia and Meru counties in the development of agroecological practices. Thanks to support for farm diversification via eight collective nurseries and eight demonstration plots, the groups produced vegetables and sorghum against a backdrop of severe drought for the fifth consecutive season. Four test plots proved the effectiveness of using *Tithonia Diversifolia* as a biofertilizer and the benefits of mulching to protect bare soils.



In May 2022, Fert called on Arvalis to help CGA's Kenyan farmers make progress in managing the test plots. Following her two-week mission in Kenya, Delphine Bouttet, regional engineer at Arvalis Ile de France, explains in this article the advantages of using the "system" approach in advising and supporting Kenyan producers. This universal approach, shared by Fert and Arvalis, requires a relationship of equality between the technician and the farmer and positions the farmer at the heart of the action.

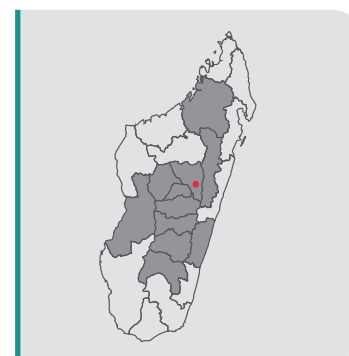




SUPPORT FOR FO REPRESENTATION SERVICES



MADAGASCAR FIFATA



12
regional FOs

1,603
local FOs,
• 202 municipal FOs
organized around a
value chain and
• 28 regional FOs
organized around a
value chain

970
relay farmers
(28% women)

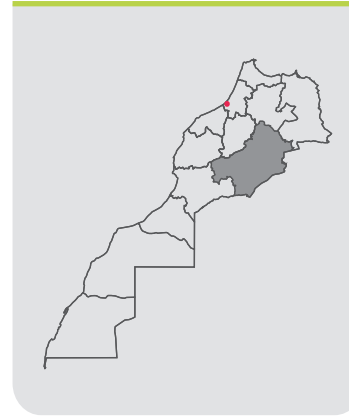
149
village savings and
loans associations
(VSLAs)

2,112
FO leaders trained

In 2022, the strong mobilization by Fifata, in close collaboration with other umbrella FOs and Malagasy civil society, led to the revision of Law 2021/016 on Untitled Land Ownership, which had been a threat to the land security of family farms. Fert also facilitated dialog between the Fifata group organizations and the Ministry of Agriculture and Livestock to have local agricultural advisory services recognized in the national strategic frameworks currently being developed. These include the National Agricultural and Rural Training Strategy and the Farmer Services Strategy.



SUPPORT FOR FO ECONOMIC SERVICES



MOROCCO RICH DISTRICT FARMERS



Supply of quality inputs is a problem for farmers in Rich, due to cash flow difficulties and the remoteness of the district. The health crisis exacerbated their difficulties, leading the farmers of the village of Aned to organize the first group purchases of inputs, in 2020. Since then, with support from Fert and its partner IECD Morocco, a supply service for fertilizers, phytosanitary products, and seedlings has been developing and expanding to other villages (Zaouit Sidi Hamza, Aït Bouchbout, and Tighermatine).

200
farmers
supported

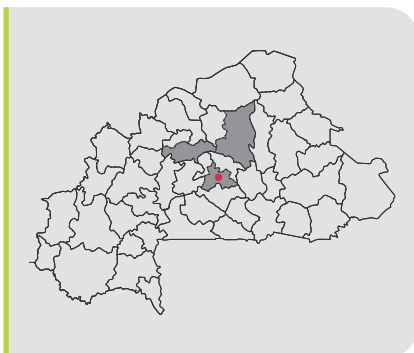
37
producers buy
their inputs
together

90%
increase in the
value of group
orders between
2022 and 2023



The “Focus on” series sheets look back at how an FO developed a service for its members and explain the reasons for its implementation, how it works, and how it has evolved. This issue highlights the collective purchasing experience of fruit growers in Rich, Morocco.





BURKINA FASO

COWPEA AND VEGETABLE FO



The year 2022 was marked by the setting up of technical and economic monitoring on supported FO member farms. A key issue was how to combine economic considerations and technical topics. Farmers were trained in the tracking of expenses and income, calculation of gross margins, and cash flows. These technical and economic results enriched discussions between producers during the campaign reviews.



17

cowpea grower
FOs supported

9

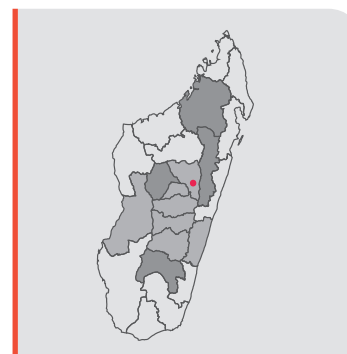
vegetable
grower FOs
supported

47

family farms
benefiting
from technical
and economic
monitoring



SUPPORT FOR FO ORGANIZATION AND STRATEGIES



MADAGASCAR
CEFFEL

In 2022, with the support of Fert and CIRAD, Ceffel developed vegetable seed production. A total of 147 “vegetable seed” relay farmers, including 67 women, were trained. Of these, 34 have obtained a seed activity permit issued by the official control and certification service. The strategy for the production and propagation of seed potatoes also continued to be put into operation, along with FN3PT support, which included an economic model for the sector, training of seed multiplier farmers, and import of seed potatoes in vitro.



7

seed farms
produced 65
tons of healthy
seedlings in
7 regions

115

potato seed
multiplier
farmers

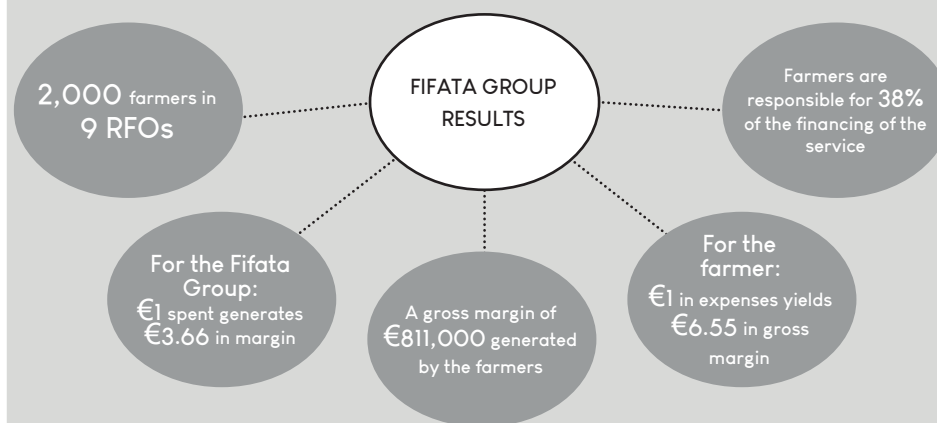
150

vegetable
seed multiplier
farmers within
the Fifata Group

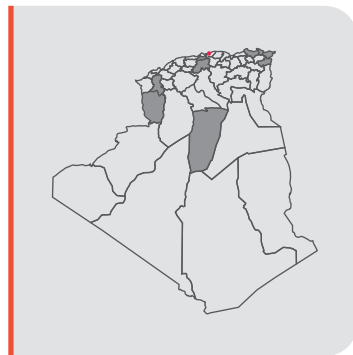
200

demonstration
plots managed
by farmers

→ Cost-benefit study of the seed potato production service



ALGERIA ANAP



Fert supports Anap in bolstering its organizational and institutional sustainability. This work includes defining the roles of governance bodies, boosting the competence of elected officials in their responsibilities, and managing human and financial resources. In 2022, Anap organized its first elected AGM since its creation and obtained approval from the Algerian authorities to continue its activity in partnership with Fert.

3
employees

11
relay beekeepers

9
fertilization
stations



GEORGIA ERTOBA



In 2022, Fert supported the Samtskhe-Javakheti dairy farmers' association "Ertoba" in organizing its first General Assembly since its creation in 2015. This project had multiple objectives, including the gathering of all members for a convivial event, discussion on their priority projects for the next three years, and renewal of some of the board to include new voices. It was also an opportunity to share the lessons learned from 11 years of experience that was acquired with the GBDC-AO technical team and capitalized with Fert support. In addition, Ertoba organized several workshops and farm visits to enable its partners to better understand its work.

137
members

12
members of the board,
including 3 women

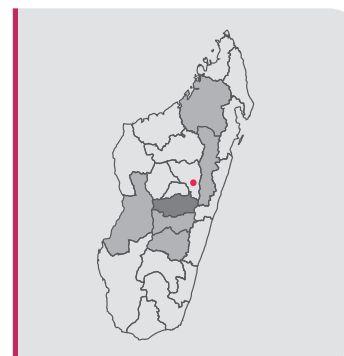
8
dairy cows / herd
approximately

2022 milk margin:
€ **0,32**/liter
(estimated from a
sample of 27 farmers)





SUPPORT FOR TRAINING AND PROFESSIONAL INTEGRATION OF YOUNG PEOPLE



MADAGASCAR
FEKAMA

For the 2022–2023 school year, the third-year students at Fekama agricultural vocational schools are the first graduating class to have fully followed the new training framework, which involves two years of training at the vocational school and one year of internships on farms. This third year became operational thanks to the training of internship supervisors and support from Cneap. At the vocational schools, Fert and Ceffel supported the intensification of agroecological and agroforestry practices. Finally, as part of an evaluation and workshops in the regions, Fert helped the Fifata group to bolster its support for young people at the end of their training.

60

relay youth working with the young graduating students, in conjunction with the young farmer advisors of the regional FOs

1,160

young people trained at the 5 Fekama agricultural vocational schools since 2007

329

young people in training in 2022–2023



● ● ● ● ●

CÔTE D'IVOIRE

CFAR DES SAVANES

In 2022, post-training follow-up for young people was strengthened. An advisor guided them in the realization of their agricultural project. A meeting between young people from the first two graduating classes enabled them to discuss their individual projects, their difficulties, and their initial successes. They were also able to talk about collective actions: mutual assistance between young people, involvement in farmer organizations, etc.



25
young graduates
in 2022

43
young people
supported after
their training

31
young people
benefited from
a “nudge in the
right direction”
to realize their
project



INTERNATIONAL ALLIANCES AND COLLECTIVES

→ Fert continues its commitment within various French collectives of non-profit organizations:



French grain grower organizations

Fert was founded in 1981 by leaders of farmer organizations and other key figures concerned by food issues in developing countries. Over the past 40 years, it has benefited from the support of grain grower organizations, in particular Unigrains. Fert acts as an interface for cooperation between the French agricultural world and farmers in developing and emerging countries. It promotes a coming together of individuals in a spirit of active solidarity that generates mutual enrichment.



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



Institut Agro

Fert is a Board member of Institut Agro's Pôle Tropiques et Méditerranée. Fert and this unit work together on three themes: developing methodologies that take into account actions in the field; guiding Fert's partner FOs in their strategic decision-making; and further developing training engineering for agricultural development professions in engineering training courses.

TECHNICAL AND FINANCIAL PARTNERS

Louis Dreyfus
Fondation d'entreprise



IFAD
Investing in rural people



In Europe

A

- Action solidarité Madagascar – Groupama
- Adapi
- AFD
- Afdi
- Agir Loire Océan
- AGPB
- AGPM
- AgriCord
- Agrisud
- Ambre Conseil – CER France
- Appel
- Arvalis

B

- BTPL

C

- CDEO64
- CFSI
- Chambre d'agriculture 13
- CHD
- Cirad
- Club Demeter
- Cneap
- Coordination SUD

E

- Ethiquable
- European Union

F

- Fermes de Figeac
- F3E
- Fida
- Firmenich
- FN3PT
- Fondation Avril
- Fondation C'est vous l'avenir – Société Générale
- Fondation de France
- Fromi

G

- GIZ
- Gret

I

- IECD
- Ifo
- Ifocap
- Interactif
- Inter Aide
- Intercéréales
- Inter réseaux
- Iram
- Institut Agro Montpellier

K

- Kameos

L

- Louis Dreyfus Foundation
- La Guilde

M

- French Ministry for Europe and Foreign Affairs

P

- Projet Action

R

- Ile de France Region
- Réseau international FAR

U

- Un enfant par la main
- Un filleul pour Madagascar
- Unigrains
- UNMFREO

In the countries where we work

Algérie

- AREA – ED
- Umnagri
- Universities and technical institutes

Burkina Faso

- ADS Burkina
- AFD – Ouagadougou Field Office
- Aprossa – Afrique Verte Burkina
- Beo-Neere
- CNSF
- Centre Region Regional Council
- Corade
- DPAAH / DRAAH
- Embassy of France
- Inera
- SIM Agri
- Spong

Côte d'Ivoire

- ADCVI
- AFD – Abidjan Field Office
- CeGER
- CNRA
- Embassy of France
- Fair Match
- Firca
- Inades Formation

- Louis Dreyfus Company (LDC)
- Mas Seed
- Nitidae
- PNMR

Georgia

- Embassy of France
- Elkana
- DiMMA Project (IFAD)
- FinExCoop Program (AFD/ENPARD)
- Opizari vocational school
- Rural Advisory Services
- SQIL / Land O'Lakes Program (USDA)

Kenya

- AFD – Nairobi Field Office
- APNI
- Embassy of France
- Louis Dreyfus Company (LDC)
- MALF
- Meru University of Science and Technology

Madagascar

- AFAFI Centre Programme (EU)
- AFD – Antananarivo Field Office

- Agha Khan
- Apdra
- Authentic Products
- BRM Int.
- Cecam
- Cnaf
- CNFAR
- DEFIS Programme (IFAD)
- DINAAMICC Project (EU/CIRAD)
- DIREL
- DSV
- Embassy of France
- FDA
- Fideco
- Fifamanor
- Fofifa
- Fondation Axian
- FORMAPROD Programme (IFAD)
- GSDM
- Le Relais
- MED
- Ministry of Economy and Finance
- Minae
- National Meteorological Directorate
- Pingos

- REAP AAOI
- Réseau Far Mada
- Réseau SOA
- SD Mad
- SIF
- Société Générale
- UNMFR
- Zebunet

Morocco

- AFD – Rabat Field Office
- Cercam
- DPA Taza
- Embassy of France
- IECD Maroc
- OCP – Al Moutmir
- Onca
- ORMVA Tafilalet

Malawi

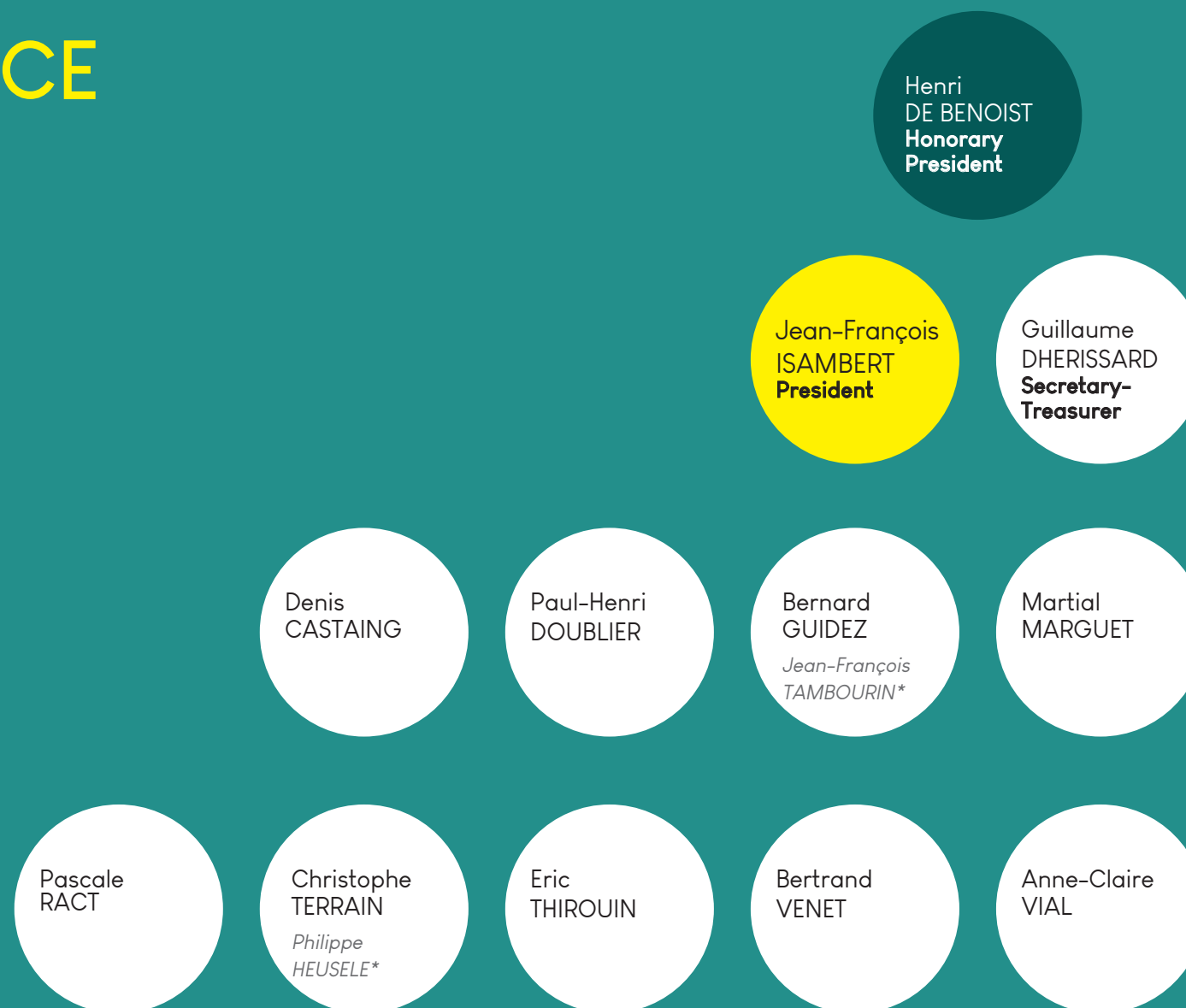
- Congoma
- Inter Aide
- We Effect

Tunisia

- AFD – Tunis Field Office
- Ager
- Embassy of France
- INAT
- INRAT
- OEP

GOVERNANCE

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



* New Board members in 2023

OPERATIONAL STRATEGY

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

In accordance with the initial spirit of Fert, 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 search for solutions along with them and to support them in implementing those solutions. When making its strategic and operational choices, Fert's decisive criterion is thus farmers' expression of needs for support from the French agricultural sector. The effectiveness of Fert's action is measured by the results reached in developing and strengthening farmer organizations.

With this in mind, the Board of Directors has set the following orientations for the coming years:

Regarding Fert's partners in developing countries

Decisions to undertake a new action or to start actions in a new country are made with a view to supporting farmer organizations, be they already existing or yet to be created.

Fert is attentive to the needs raised by farmers themselves (e.g., supply of inputs, technical improvements, training, advice, credit, marketing, etc.). Fert provides support when these needs change, for example toward marketing and product quality issues. Accordingly, Fert refrains from responding to requests from countries or donors that position it as an "operator" working in an approach that does not give priority to supporting farmer organizations according to farmers' own expression of their needs. When, during a project, Fert is led 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 actions in Africa, mainly in 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 identifies its origin, its *raison d'être*, as well as its means of autonomy within the Céréaliers de France group.

Fert's approach is based on the values, experience and know-how of the French agricultural sector: mutual aid, 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 the company and Fert match up. In each case, Fert shall uphold farmers' interests by guaranteeing an ethical approach.

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



TEAMS

208
personnel
across

8
countries

→ France (headquarters)

Adeline, Amandine, Anne, Aurélie, Fidèle, Jérémie, Joseph, Juliette, Justine, Mélanie, Romane.

→ Burkina Faso

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

→ Côte d'Ivoire

Alphonse, Arnaud, Christophe, Cintia, Fabrice, Faty, François, Gaspard, Idrissa, Jules, Katcheninfohoua, Malasse, Modeste, Pierre, Pôrôlô, Richard, Richard, Serge, Zachary.

→ Morocco (in partnership with IECD)

Asmae, Ismail, Mohamed.

→ Kenya

Nadège.

→ Madagascar

Aina, Alexandre, Alexandre, Ando, Ando, Angéline, Anja, Ansny, Augustin, Augustin, Augustin, Bernardin, Brunelle, Célestin, Christian, Claude, Daniel, Dera, Diary, Dieudonné, Edith, Edouard, Elie, Erick, Estelle, Fano, Fleurette, Florence, Frédéric, Haja, Haja, Hanitra, Harifetra, Haritiana, Hélène, Henintsoa, Heritiana, Irina, Jacky, Jakoba, Jean, Jean Bruno, Jean Claude, Jean Claude, Jean Claude, Jean Pierre, Jean Rolland, Jean Romuald, Jean Louis, Jeanne, Jeanne Maria, Jérôme, Jocelyn, Jocelyn, Johny Faustin, Joseph, Judith, Julia, Julie, Junia, Keneddy, Laingotiana, Lalao Célestine, Lily, Lucien, Maharavo, Maminirina, Mamy, Mamy, Mamy, Mamy, Mamy, Mamy, Mamy Joseph, Mamy Tiana, Manitra, Marie Anne, Marie Claire, Marius, Marson, Martin, Mauricette, Mercellin, Michel, Mirana, Misoa, Nambinina, Nambinina, Narivelo, Nathalie, Ndriantsoa, Nicolas, Nicolas, Njaka, Noelson, Nora José, Olivier, Onjatina, Ony, Ortancia, Patrick, Rado, Rémi, Rindra, Robin, Rosario, Rotsiniaina, Rova, Sandra, Séraphin, Sidony, Sitraka, Soafara, Solange, Solofo, Solohery, Tahina, Théo, Thierry Marcel, Tiana, Todier, Toky, Toky, Tovo, Tsirivanona, Urcille, Valérie, Victor, Vincent, Viviane, Voahangy, Vola, Vola, Willy, Y-Hasy, Zina, Zita, Zoaritia, Zoely, Zositraka.

→ Malawi

Alick, Kondwani, Léocadie, Mavuto, Racheal, Steven.

→ Tunisia (in partnership with AGER)

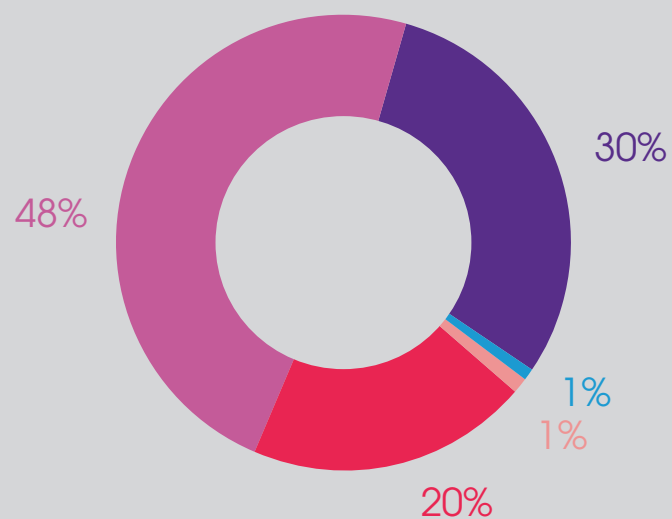
Manef, Margot, Marwa, Nihed.

FINANCIAL DATA

ASSETS	2022			2021
	Gross	Depreciation and provisions	Net	
Fixed asset	2,287,461	107,419	2,180,042	3,157,341
Current assets	683,240		683,240	427,079
Operating receivables	666,273		666,273	417,560
Prepared expenses	16,967		16,967	9,519
Cash position	4,839,309	26,036	4,813,273	5,641,218
Current accounts in subsidiaries	26,036	26,036	0	0
Investments	1,000,000		1,000,000	1,376,590
Cash balance	3,813,273		3,813,273	4,264,628
TOTAL	7,810,010	133,455	7,676,555	9,225,638

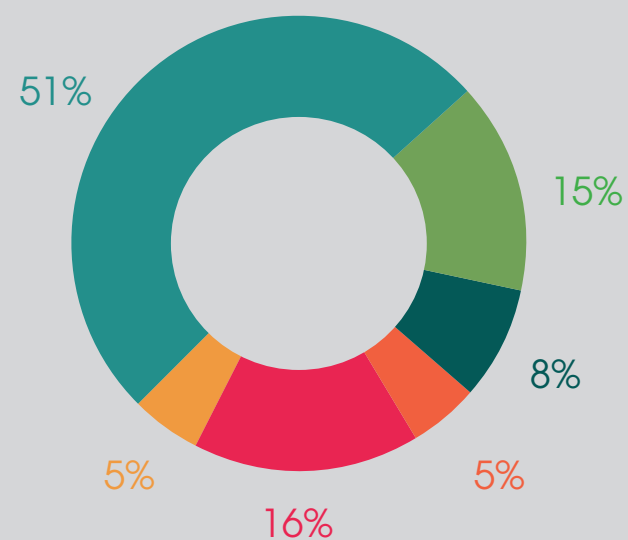
LIABILITIES	2022	2021
Associative and special investors funds	3,746,682	3,526,706
Own funds	2,720,949	2,662,035
Special investors funds	716,484	805,757
Profit or loss for the financial year	309,249	58,914
Provisions for liabilities and charges	0	0
Liabilities	494,110	1,613,172
Advances on current projects	3,435,763	4,085,760
TOTAL	7,676,555	9,225,638

2022 Ressources : 6,232 k€



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

2022 Uses : 6,232 k€



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

SUMMARY OF ACTIONS SUPPORTED BY FERT

Geographic area	Countries	Partner organizations / Actions
Central and Eastern Europe	Georgia	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
	Côte d'Ivoire	CFAR des Savanes: training and professional integration of young people in the Poro region UFACOCI, URMAG, LOCAL Fos: agricultural services to food producers 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/RFO: agricultural services in 11 regions FIFATA/FFLP: training of farmer leaders and FO technicians FORMAGRI : deployment 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 around Antananarivo
	Malawi	FDAR ALM: setting up a Regional Agricultural Development Fund in Alaotra Mangoro
	Cross-countries	CROSS-CUTTING ACTIONS: Exchanges between elected representatives and FO technicians, studies, training, webinars, etc.
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

	Start & End of the current phase	2022 Budget (in Euros)	Main financial partners
	2018 - 2022	145,000	Fert, Unigrains, Fromi, IFAD, USDA/Land O'Lakes, Ertoba
	2017 - 2023	320,000	Fert, Unigrains, Accir, AFD/TransFert, AFD/Sepop
	2017 - 2023	34,000	Unigrains, CFSI/PAFAO, UPCOM
	2020 - 2023	159,000	Unigrains, AFD/Sepop
	2019 - 2024	197,000	Unigrains, Louis Dreyfus Foundation, CFAR des Savanes
	2020 - 2023	342,000	Fert, Unigrains, AFD/TransFert, AFD/Sepop, Fondation Avril, CFSI/PAFAO, Ufacoci
	2020 - 2023	434,000	Fert, AFD/TransFert, AFD/Sepop, EU-IFAD/FO4ACP, Louis Dreyfus Foundation, CGA
	2021 - 2023	230,000	Fert, Unigrains, AFD/TransFert, AFD/Sepop, EU/DeSIRA (Dinaamicc, Raitra, Makis), FDA, IFAD
	2021 - 2023	332,000	(Formaprod, Défis, FO4ACP), Cirad, FAO/FFF, Apdra, UEPLM, Groupama/Action Solidarité
	2021 - 2023	52,000	Madagascar, Fifata and RPOs
	2020 - 2023	43,000	Unigrains, AFD/Sepop, Formagri
	2020 - 2023	455,000	Fert, Unigrains, AFD/Proja, FDA, IFAD/Formaprod, Cneap, Un Filleul pour Madagascar, Société Générale Foundation, Groupama/Action Solidarité Madagascar, UEPLM, City of Paris/Solidae, agricultural vocational schools
	2021 - 2023	361,000	Fert, Unigrains, AFD/TransFert, AFD/Sepop, Ile de France Region, UEPLM, Cap Malagasy
	2021 - 2023	290,000	Unigrains, AFD/TransFert, EU-IFAD/FO4ACP, EU/DeSIRA (Dinaamicc, Raitra), Groupama/Action Solidarité Madagascar, Projet Action, Ceffel
	2019 - 2024	609,000	Unigrains, AFD/Protana, UE/Ambioka, Agir Loire Océan
	2021 - 2023	175,000	Unigrains
	2021 - 2023	470,000	AFD/TransFert
	2020 - 2023	85,000	AFD/Sepop
	2022 - 2024	407,000	Fert, Unigrains, AFD/Opsat, Fida-Umnagri/FO4ACP, GDAEBN



5, rue Joseph et Marie Hackin
75116 Paris
Tél. : 33 1 44 31 16 70
fert@fert.fr
www.fert.fr
LinkedIn Agri-agence Fert

