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# 40 YEARS OF FERT



## Editorial

On September 22 and 23, 2021, we had the pleasure of meeting up to celebrate the 40th anniversary of the Fert association.

During the evening at the Institut du Monde Arabe we shared a friendly moment and recalled our values and our vision: development agriculture can only be done by women and men, actors of their own development, free to undertake and organize themselves.

During a day of discussions at La Maison des Océans, we addressed three themes at heart of Fert's approach: training, agricultural advice and the viability of organizations of producers. For this, we gave the voice to the actors at the heart of development, farmers and those who farm them companion.

There were more than 200 of you, from all sides, professionals agricultural professionals, businesses, tech partners financial and financial players, development actors, to share these highlights with us; we you thank you very sincerely.

Jean-François Isambert, President

Anne Panel, director

**204** participants

Including **27** foreign partners

From **8** different countries



## A word from the President : Jean-François Isambert



Fert was born out of a meeting between leaders of cereal organizations and personalities from outside the agricultural world who shared the same view of the world and the same concern for the future of mankind and the fulfillment of human life.

## Farmers at the heart of development



Sébastien Abis, Director of the Club DEMETER, associate researcher at IRIS.

Sébastien Abis shared 5 thoughts on the role of farmers, development actors and guarantors of security.

- ▶ **The farmer is an architect of positive geopolitics:** the farmer contributes to food security, an element of pacification.
- ▶ **The farmer is expected like no other:** the farmer must feed the planet but also repair it with regard to re- global warming.
- ▶ **The farmer connects us to the future:** farmers will nourish and care for the body, with a diet healthy and safe.
- ▶ **The farmer must become hypertensive:** faced with the challenges, the farmer will have to broaden his knowledge by training, gathering with others and opening up to the outside world.
- ▶ **Agriculture dispossessed of its vital resources? :** It is not necessary not dehumanize agriculture, it must be plural but maintain a single objective; that farmers progress in their practices, their projects and their income.

## Great witness: Eric Thirouin



Eric Thirouin  
President of AGPB and d'Unigrains



Train, advise, not give but support and help farmers to produce more and better! And this, in a listening approach and with humility. Here are Fert's values that I share in every way!



## Lifelong training for farmers

### Comprehensive and innovative training

At the Niofoin CFAR in Côte d'Ivoire, students benefit from technical and practical training as well as theoretical courses on farm management and cooperative life.

In Algeria, Dahmane Hardi, a beekeeper, meets with research institutes to train beekeepers to produce beekeepers in the production of high value-added products that meet consumer demand.

### Training to value the status of farmer

"With the training I've received, I've become a role model who inspires other farmers. A lot of young people think about the rural exodus, but thanks to my support, they're becoming more and more interested in farming." **Hamado Ouedraogo, farmer in Burkina Faso**

### Des formations adaptées aux agriculteurs

"Technical training is provided using picture boxes for illiterate farmers."  
**Hamado Ouedraogo, farmer, Burkina Faso**

"The young people at the Niofoin CFAR are in 5th grade, They are therefore learning the complex concepts of farm management in a simple way."  
**Christophe Bouland, Fert technical advisor in Ivory Coast**



### Projects involving farmer organizations and other rural stakeholders

"The collective dimension is important, and cooperatives need to be involved in training schemes, because once farmers have been trained, they will need services such as agricultural advice and market access." **Betty Wampfler, teacher-researcher at Institut Agro - Montpellier SupAgro**

"One of the keys to the success of a training scheme is to work with producers' organizations, which makes it possible to have training adapted to producers' needs and realities."

**Christophe Bouland, Fert technical advisor in Côte d'Ivoire**

"From the outset, our project for an agricultural and rural training in Ivory Coast involved the local authorities."

**Robert Serpollet, Director of the Louis Dreyfus corporate foundation**



## Agricultural advice to produce better and better promote your production

### Farmers, at the heart of agricultural advice

"The first foundation of consulting is listening: the ideas come from the farmers, the consultant provides the method and technique." **Joseph Pouzoullic, Fert project manager**

"You need to surround yourself with partners who have an interest in the breeder's development." **Marciano de Almeida, Director of Unileite in Brazil**

### Multidimensional advice

"When the government introduced farm advisory services in the 90s, they were highly regulated and focused solely on improving production. Fert relies on a diagnosis and accompanies the farmer in his environment for production, marketing and collective organization." **François Amani, market-gardener in Côte d'Ivoire**

"Farm advisory services should be more about supporting organization, being a hybrid model that combines technical, technical-economic and organizational support."

**Sarah Audouin, researcher at CIRAD and Fofifa in Madagascar**



### The importance of numbers culture

"The most important thing in agricultural consultancy is to produce figures, it allows farmers to compare themselves with each other and see good practices."

**Marciano de Almeida, Director of Unileite in Brazil**

"Recording technical and economic data allows us to measure the evolution and impact on income. impact on incomes; this helps farmers, but also financial partners to realize the value of consulting."

**Marc Wittersheim, former director of BTPL**

### Sustain agricultural advisory services

"Farmers must be involved in the management of agricultural advisory services provided by farmer organizations. "

**Sarah Audouin, researcher at CIRAD and Fofifa in Madagascar**

"You have to be in it for the long haul: support change, training farmers who go on to train others that takes time. "

**Joseph Pouzoullic, Fert project manager**



## Farmer organizations serving farmers

### Have a collective vision and participatory dynamic

"I think that in farmer organizations the main thing is to choose each other, to decide to do something together, to have a project and a vision."

**Paul-Henri Doublier, farmer and Fert administrator**

"For organizations to be viable, they need a unifying element, a common need. We often see farmers withdraw, which endangers the FO. We need to define objectives in a participatory way."

**Guest speaker from Burkina Faso.**



### Réfléchir à un modèle économique

"Economic sustainability is the main key to moving an organization forward. We are recognized by the Albanian Ministry of Agriculture, but we struggle to get funding from them."

**Ferdinand Ali, farmer and president of Adad in Albania**

"Today, we know that we need to think quickly about the the question of the economic model, so as not to confine ourselves to the technical aspects of supporting producers."

**Léocadie Saré, Fert technical advisor in Malawi**

### Group together around a service

"When we start supporting farmers, we carry out small-scale actions, often farm advisory services, to get to know each other and see how farmers can organize themselves around a service. Farmers are always structured around concrete services."

**Léocadie Saré, Fert technical advisor in Malawi**

"Our group came into being by offering a mechanical shearing service to ewe breeders."

**Abdelkrim Ben Youssef, President of GDAEBN in Tunisia**



## VIEWPOINT: Africa at the turning point of its history



Khaled Igué is a Franco-Beninese intellectual and economist, founder of the Club 2030 Afrique think tank and author of *L'heure de l'Afrique pour un développement durable et inclusif*.

He shared with us his vision of the future of the African continent, a positive future in which development will be driven by Africa's dynamic, enterprising and innovative youth, in a win-win partnership with the rest of the world.



Today's African farmer is an entrepreneur. He doesn't wait for help; he has applications that give him everything he needs. He knows how to manage, he knows how to create. He knows how to manage, he knows how to set up a business, he knows how to access the market, all he needs is an ecosystem to take him further.

## Word to those who do



**Ochou Omer Mosso**  
Cacaoculteur en Côte d'Ivoire

"The advice and training I've received has changed the way I think about farming. Today, I'm a modern, model farmer."



**Nashon Ngethich**  
Agriculteur céréalier  
et administrateur de CGA au Kenya

"Today, we are better able to negotiate grain prices with processors."



**Lijana Isakaj**  
Coordinatrice d'ADAD en Albanie

"25 years ago, farmers were listened to for the first time. The friendship and cooperation between France and Albania is more than just a professional relationship, it's also a human relationship, a true, concrete and sincere cooperation."



"Accompaniment is the key word in Fert's approach. It is to share, to do with and to let do, in proximity. At Fert, we detect the sparkle in the eyes! Not only in the farmers we support, but also in our own teams."

Anne Panel, Fert Director

**Find the interventions, the productions and a selection of photos by [clicking on this link.](#)**

Sincere thanks to Natacha Fellous and Damien Conaré who hosted these 40 years brilliantly.

