

# **Strengthening the organized Farming Sector**

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## **A key for productive Food Systems**

Nicole Bolomey

Andreas Hermes Akademie

im Bildungswerk der deutschen Landwirtschaft e.V.

# Andreas Hermes Akademie

## In Germany

- Cooperation with local and regional partners for training organization. AHA provides content and trainers, partners promote and realize trainings.
- **>50 trainers**, many of them are farmers
- AHA trains the trainers to secure best quality, methodologies and attitude
- AHA is based on farming sector



# Andreas Hermes Akademie

## Andreas Hermes Akademie

### Capacity development

- Leadership (Youth and FO Leaders)
- Entrepreneurship (Farmers and FO Managers)
- Management of FOs

#### Training of

- Individuals
- Trainers
- Coaches
- OD Advisors
- QM Officers

#### Focus on

- Personal Development & Organizational Development
- Change Management
- Team, Communication, Conflict
- Strategy development, Vision, Mission, etc.
- ...

### Rural development

- Dialogue forum
- Laboratory for innovation

### International

- Strengthening of organized farming sector
- Int. Trainerpool
- Fostering Exchange
- Promotion/ Entrepreneurship

# AHA International

AHA Team: 14 staff, 25 international trainers, 15 national Senior/Master trainers, network of expertes from Germany/Europe and Africa & India

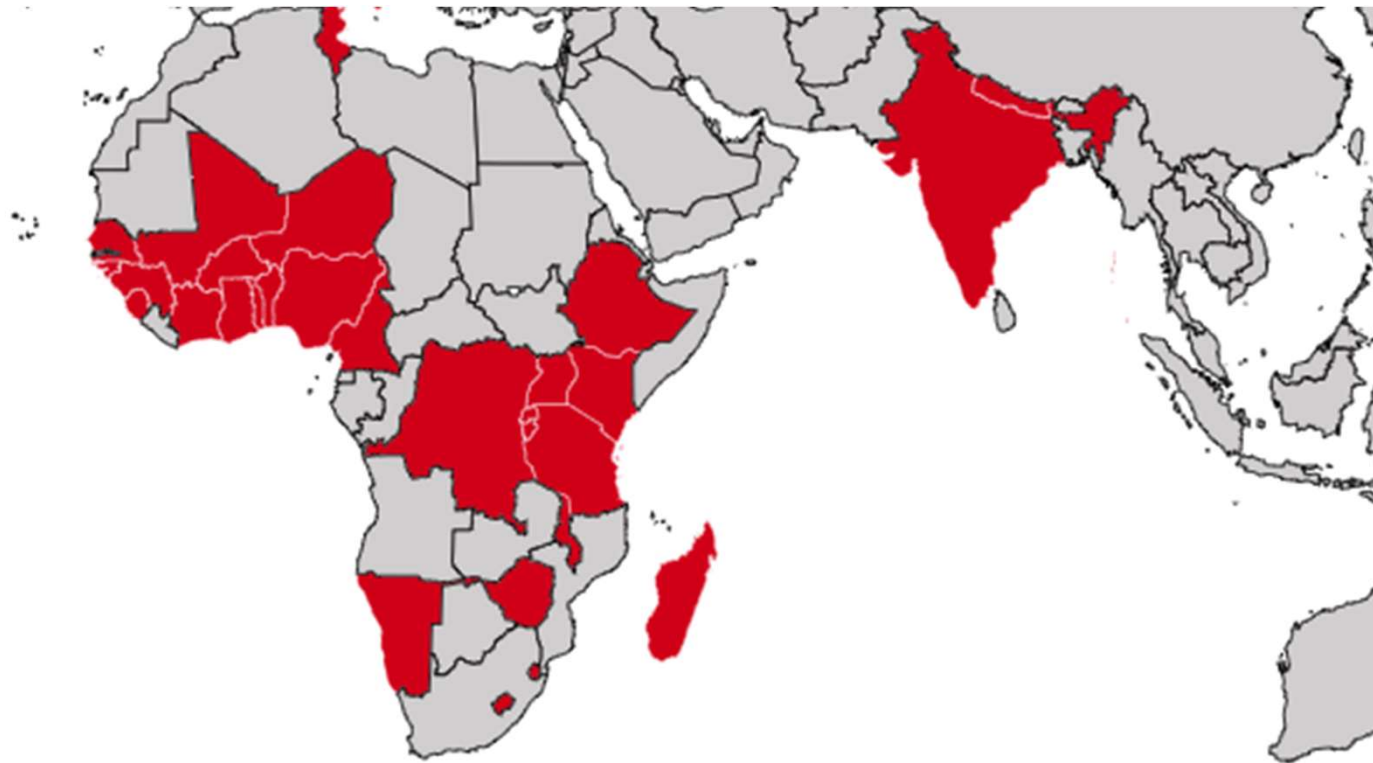
## Strengthening FO (BMZ)

- 7 countries (Burkina Faso, Uganda, Tanzania, Togo, Kenya, Ethiopia, India) plus RFO, PAFO, WFO, INOFO
- 30+ partner FOs
- Other projects include Exchange Platforms, Youth in leadership, Women, Academy building

## Further Activities (Div.)

- b|u|s international
- GenX Guideline, Trade Cooperation in african regions
- Potoato Value Chain Platforms (NIG, CAM)

# AHA International



# AHA Approach

- **People Drive Development,**
- **Personality:** Focus on individual as agent of change
- **Coaching Approach:** There is not one path that suits everyone, but for everyone there is a path
- **Organisational development:** The solution lies in the system
- **Farmers** know best, what farmers needs are
- Strengthen farmers' organizations to **lobby for their own interests** and to **develop and implement own solutions**
- **Business approach to FO financial sustainability**
- **Exchange and mutual learning** with experts from Germany, Europe and the world
- **Change** comes from within, in individuals and organizations
- Learning approach: **Action-Reflection-Transfer**



# Why & How?

- Self – awareness
- Self – reliance
- Self – efficiency
- Acting together (FO, Cooperation, Platform)
  - Leadership
  - Exchange
  - Knowledge/ skills
  - local capacities
- Entrepreneurial approach/ (b|u|s)



# Strengthening of FO

1. **Professionalizing** organizations
  - Strengthening rural **lobbies**
  - Developing **business models / services**
2. Building **local capacity**
3. Strengthening **Networks & Exchange**
4. **Youth** capacity, exchange, and FO
5. **Women in Leadership**

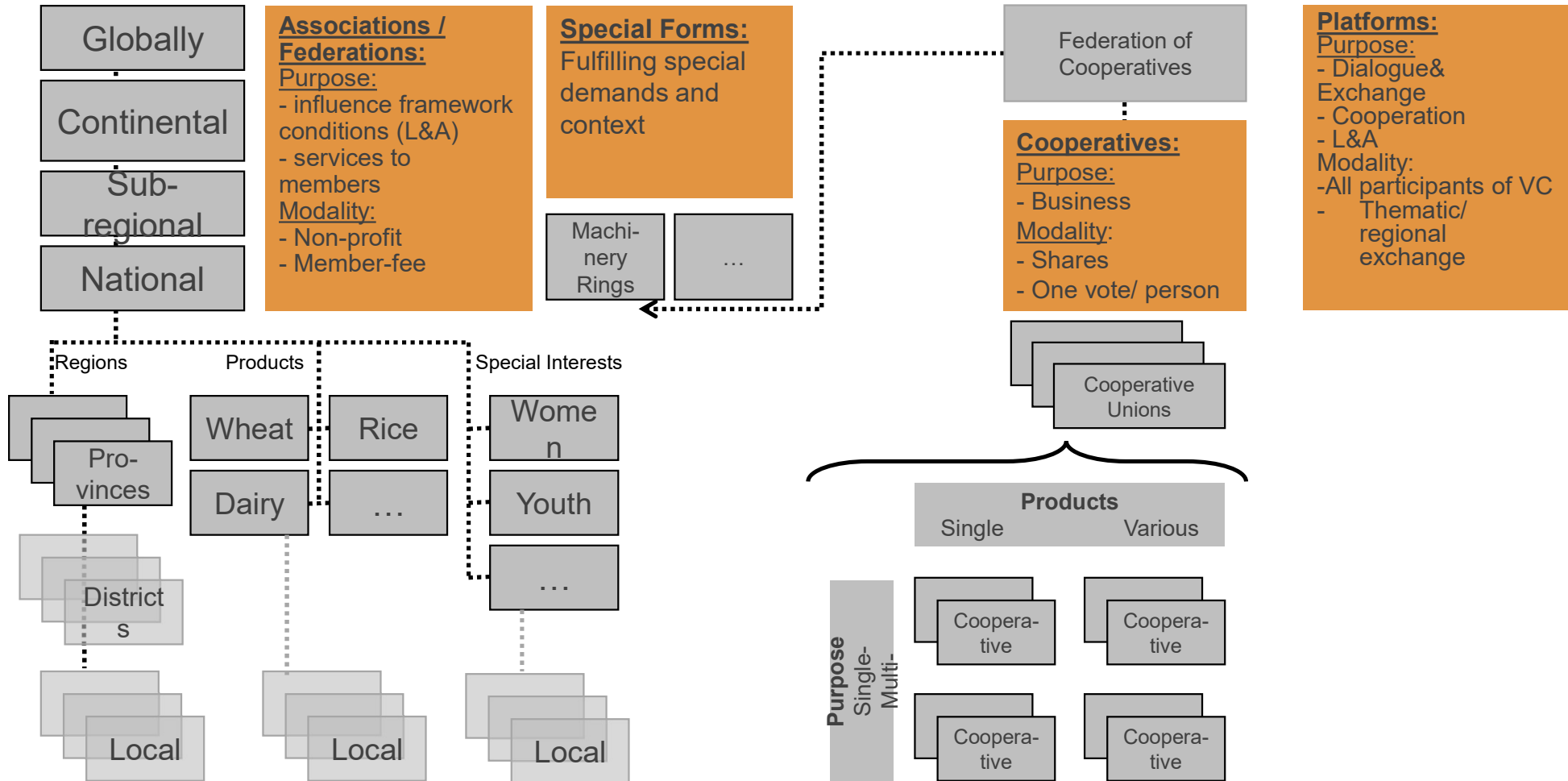
**Crosscutting: Agriculture of tomorrow** (Themes relevant for FO – i.e. Agroecology, OneHealth, Climate, ...)

(Global Programme „Strengthening of Farmers‘ Organizations“ with financial support of BMZ)





# Organized Farmers



**Special Forms:**  
Fulfilling special demands and context

Machinery Rings ...

Federation of Cooperatives

**Cooperatives:**  
**Purpose:**  
- Business  
**Modality:**  
- Shares  
- One vote/ person

**Platforms:**  
**Purpose:**  
- Dialogue & Exchange  
- Cooperation  
- L&A  
**Modality:**  
- All participants of VC  
- Thematic/ regional exchange

Cooperative Unions

**Products**  
Single Various

**Purpose**  
Single-Multi-  
Cooperative Cooperative  
Cooperative Cooperative

# KENAFF (Kenya)

- 2017: AHA/DBV support County Association in Kakamega :
  - OD, Strategy, Service development, member marketing, L&A
- Coaching auf KENAFF to embedd work at county level
- 2021: start supporting kenaff in establishing a young farmers federation under kenaf
- 2021: emphasis on Lobby and Advocacy to strenghen the federation's core mandate
- 2022: extend to 6 counties, EU project with additional 6. Total of 12 counties



# UNYFA & IYFEP (Uganda)

## UNYFA

### The Young Farmers' Federation of Uganda

Support to founding of national your organization

- 2016/7: Developing a core team
- 2017: Needs assessment of youth in rural areas
- Juni 17: Registration of UNYFA and launch with Minister
- 2020
  - 24'000 members in 54 district young farmers associations, farmer youth groups and school agricultural clubs

## IYFEP

### International Young Farmers' Exchange Program

- Trainee Exchange since 2019 (by Schorlemer Stiftung)
- As part of the special initiative "One World without Hunger" (by the Federal Ministry for Economic Cooperation and Development (BMZ))



# Plattform Potatoe

## Cameroon:

- doesn't have a name yet, but it will become an "interprofession"
- Member groups: Potato growers, potato seed producers, importers/suppliers of inputs (BASF, SOLEVO, etc.) and local (potato) traders
- Aim: promote the potato value chain locally

(In GIZ: Global Programme "Supporting the Establishment of Sector Platforms for Stakeholders in the Potato Value Chain in Nigeria and Cameroon")



# CVA Indien

## Chuwara Valley Apple Society (CVA)

- Support for the apple farmers:
  - increase income
  - reduce labour
  - increase the selling price (good marketing practices)
- Areas of activity:
  - L&A
  - services for members
  - training and education
  - networks



# FO Cooperation & Exchange

## Role of FO in Regional Trade Cooperation

- **Who:** EAFF, SACAU, ROPPA  
Including their NFO
- **How:** Meeting 3/a for 2,5 years, debating on regional trade, group work on individual VC to develop joint position
- **Goal:**
  - Speak up at EAC, SADC, ECOWAS
  - Clarify Role of NFO / RFO to develop trade policies

(in GIZ Global Programme: Agrarpolitischer Beratungsfonds)



# FO Cooperation & Exchange

## Role of FO in UNFSS

- **Who:** Elected officials of Farmers' Organisation from around the globe
- **How:** Joint Workshop with FO leaders on the importance of FOs in shaping Food Systems, Panel discussion with ministry (BMZ) representatives from Germany, where key points are raised.
- **Goal:** Intensive exchange which could inform more harmonized positions and a strengthening of the organized agriculture itself.



# Berlin

## *Shaping the Food Systems of Tomorrow - The Role of Farmer Organizations*





# Entrepreneurship: b|u|s Training



1  
Success through force of personality



2  
Businesses in complex times



3  
Vision and goals



4  
Clear decision-making



5  
Optimal collaboration



6  
Sales and negotiation



7  
Investment & Controlling

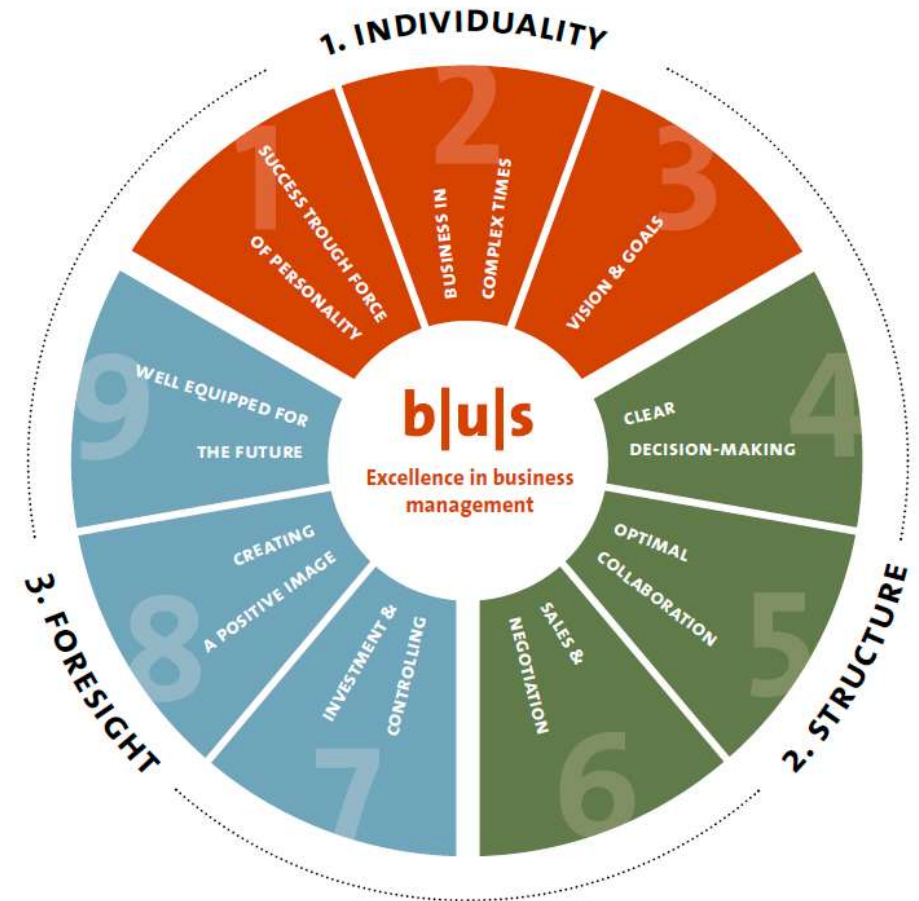


8  
Creating a positive image



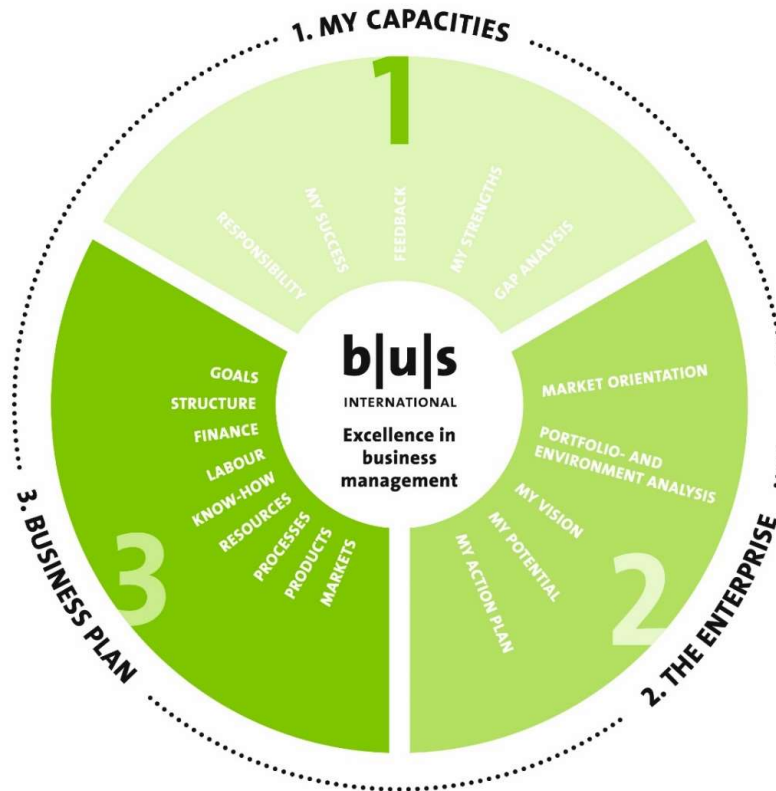
9  
Well equipped for the future

... followed by b|u|s *plus* with over 25 more modules



# b|u|s international

## Entrepreneurship ToT for Farmer's Organizations



- Since 2006 in Burkina Faso, Nepal, Mongolia, Tunisia, Ethiopia, etc.
  - >10.000 trained farmers in BF
  - Study 2017: People have changed their lives
  - In **StäBO** project, FOs organize b|u|s trainings for their members with members being capacitated as trainers => internal service
- 2021 in numbers (approx.):
- Burkina Faso: 500 participants
  - Tanzania: 1000 participants
  - India: 200 participants

# b|u|s international



b|u|s Training Burkina Faso



b|u|s Training Tanzania



b|u|s Training Indien



# SACAU Academy

## ATP

### Agripreneurship Training

- directed towards SACAU members to strengthen their entrepreneurial personality
- 3 modules of 3 days
- Strengthening entrepreneurship and ambition
- Offer of a relevant service
- Increasing the level of awareness

→ Pilot project for small-scale agripreneurs in Malawi: SACAU Agripreneurship Training plus in 2 modules

## YLIP

### Young Farmer Leaders' Incubation Programme (started March 2022)

- aimed at young leaders in agriculture
- a joint initiative between AHA and SACAU, with SACAU being responsible for the operational realization, with AHA's support
- Aim: anchoring leadership with those participants, enabling them to look into the future and to become part of shaping it!

# SACAU

SACAU is

- non-political, non-profit, democratic farmers' umbrella organisation in Southern Africa
- 19 national farmers' organisations
- role of SACAU:
  - to voice farmers' concerns and interests in socio-economic development through strengthening of individual country
  - platformsdeveloping positions on regional, continental and global issues
  - advocating for member organisations
  - enhancing regional cohesiveness
- 2017: interest to establish its own training institution named "SACAU Academy"

## Exchange Plattform (for BMEL)

- General exchange between NFO members of SACAU
- Climate change related exchange capacity building for NFO members of SACAU



Bundesministerium  
für Ernährung  
und Landwirtschaft

# Thank You!

