

STRENGTHENING AGRICULTURAL VALUE CHAINS*



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*The first phase started in July 2020
and will end in December 2023.

I. THE PROGRAMME IN BRIEF

At the end of 2020, the Grameen Crédit Agricole Foundation was selected as one of the impact investors in charge of implementing the Smallholder Safety Net Upscaling Programme (SSNUP). The Foundation has been given a budget to launch technical assistance missions for microfinance institutions and enterprises that support small-scale farmers.

This support programme for small-scale farmers is coordinated by a Luxembourg NGO called ADA

Microfinance, and co-financed by the Swiss Agency for Development and Cooperation, the Directorate for Development Cooperation and Humanitarian Action of the Luxembourg Ministry of Foreign and European Affairs and the Liechtenstein Development Service.

The SSNUP is slated for a term of 10 years and will be implemented in three phases. The first phase started in July 2020 and will end in December 2023.

1.1. OBJECTIVES OF THE PROGRAMME

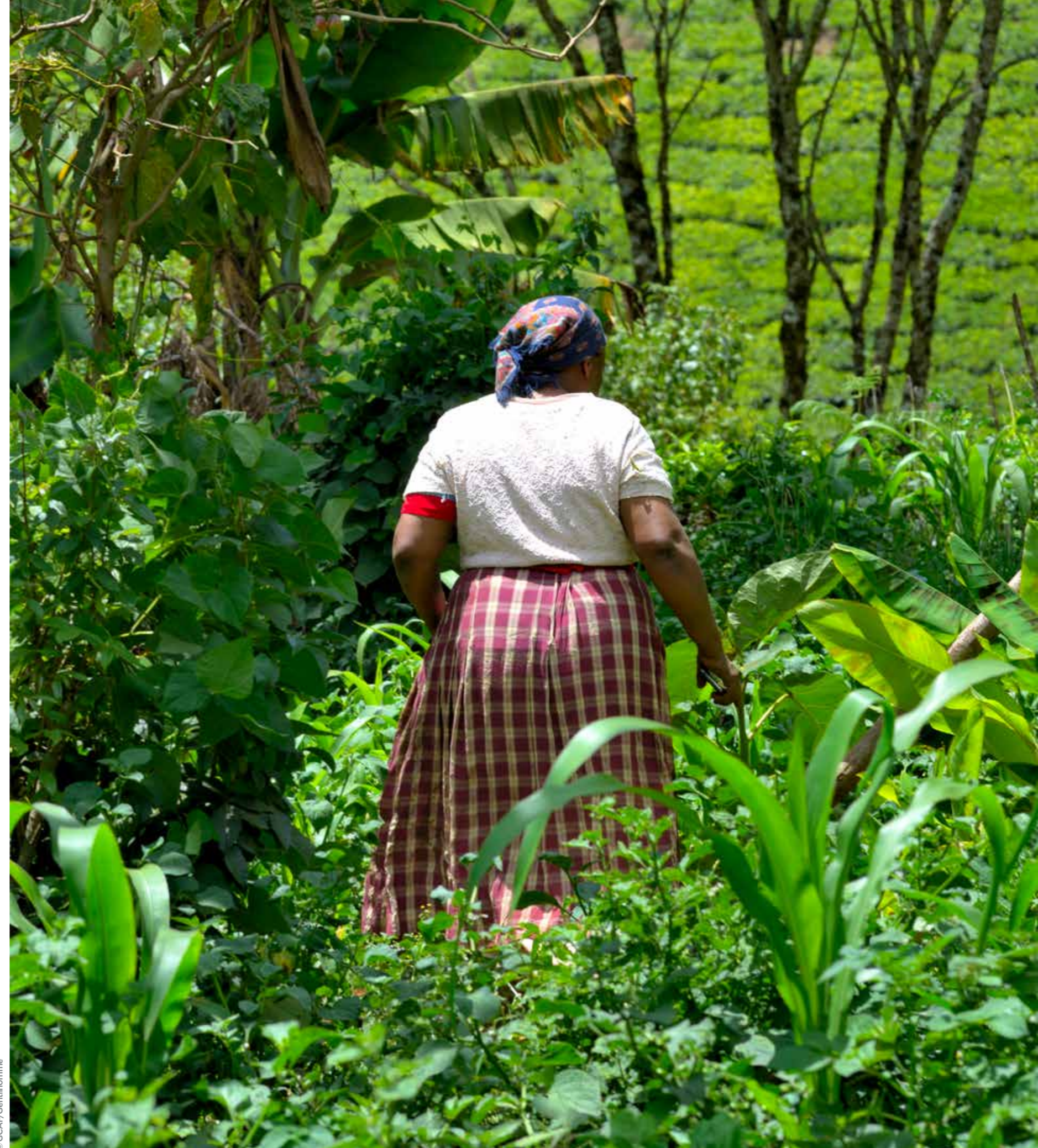
- **Strengthen the stakeholders in agricultural value chains** by promoting sustainable management practices
- **Promote responsible investment** in agricultural and food systems
- **Improve the productivity and resilience of smallholder farmers** by providing appropriate financial solutions and promoting sustainable agricultural practices
- **Disseminate the results of the experiences and knowledge gained** to stakeholders in the sector

1.2. FUNDING

There is no pre-determined budget per beneficiary, nor a minimum or maximum amount. However, SSNUPs are generally in the range of €30,000 to €300,000.

Co-financing is expected from the beneficiary organisation in the form of

a financial contribution. The share of co-financing is decided on a case-by-case basis according to the theme of the mission and the profile of the beneficiary organisation. The financial contribution may under no circumstances be less than 10% of the consultancy costs.





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II. ELIGIBLE AREAS OF INTERVENTION

CATEGORY	AREA OF INTERVENTION FOR TECHNICAL ASSISTANCE
DEVELOPMENT OF NON-FINANCIAL SERVICES FOR SMALL-SCALE PRODUCERS	<ul style="list-style-type: none"> • Technical support for the adoption of more sustainable agricultural practices. • Support to small-scale producers in obtaining a certification. • Training in financial education.
DEVELOPMENT OF FINANCIAL PRODUCTS AND SERVICES FOR SMALL-SCALE PRODUCERS	<ul style="list-style-type: none"> • Design of agricultural insurance and other financial products (including market research, design, pilot scheme, product implementation, review and improvement of the product). • Distribution of financial products from launch to scale up.
STRENGTHENING OF THE AGRICULTURAL MARKET AND VALUE CHAINS	<ul style="list-style-type: none"> • Facilitating trade along the value chain and strengthening links between stakeholders in the agricultural value chain. • Digitalization of access to information to facilitate communication and business transactions between stakeholders in the agricultural value chain. • Business strategy / expansion.
INTERNAL MANAGEMENT OF THE ORGANISATION	<ul style="list-style-type: none"> • Digitalization of operations (internal processes and products to customers). • Strengthening of financial management. • Strengthening of risk management (e.g. currency, price, climate and other such risks). • Improving ESG performance. • Improving resource management (e.g. energy efficiency, access to renewable energy).

- **The majority of the activities and budget** must be geared to activities relating to the agricultural sector.
 - The renewal of a certification;
 - Funding of recurrent costs;
 - Enrolment in external training courses (such as Boulder, Frankfurt School, etc.);
- **The main purpose of the SSNUP is to finance the intervention of a technical assistance** provider and/or to co-finance the salary for the recruitment of a staff member specialized in the discipline of the mission.
 - **The acquisition of equipment is strictly limited:** only computer equipment intended for the project, within the limit of 30% of the total project budget.
- **The following are not eligible:**
 - The financing of a feasibility/market study only, without subsequent implementation;



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III. STEPS FOR SUBMITTING A PROJECT

STEP 1 REQUEST

The organisation completes the "Project Form" and the "Terms of Reference" to describe its need for technical assistance and sends the documents to the **GCAF**.

STEP 3 APPROVAL OF THE APPLICATION:

An **SSNUP** Selection Committee is set up. The project may be approved, refused or changes may be requested.

STEP 2 PREPARATION OF THE SSNUP APPLICATION

The **GCAF** prepares the application, in cooperation with the organisation, and sends it to **SSNUP** donors. Exchanges are necessary between the organisation and the GCAF at this stage in order to prepare the application.

STEP 4 LAUNCH OF THE MISSION

The Foundation initiates the contracting process with the organisation and the TA provider and settles the first installment payment.

The Foundation reserves the right not to submit incomplete project proposals to the **SSNUP** and/or to stop the process if the organisation is not committed to the preparation.

The selection of the consultant is done according to the Foundation's procurement rules. The invitation to tender may be published before or after the application is approved by the **SSNUP**.

IV. EXAMPLES OF FUNDED PROJECTS

NAME OF PARTNER	SÉNÉGALAISE DES FILIÈRES ALIMENTAIRES (SFA)	ADVANS CÔTE D'IVOIRE
COUNTRY	Senegal	Ivory Coast
TYPE OF ORGANISATION	Social business	Microfinance institution
TYPE OF TECHNICAL ASSISTANCE	Non-financial services for small-scale producers	Non-financial services for small-scale producers
NAME OF PROJECT	Setting up test fields for rice producers	Supporting cocoa cooperatives to improve the level of repayment of member producers
VALUE CHAIN	Rice	Cocoa
TERM	6 months - 2021	11 months - 2022/2023
BUDGET	€11 000; 78% of which contributed by the SSNUP	€ 64 725; 54% of which contributed by the SSNUP
PROJECT OBJECTIVES	<ul style="list-style-type: none"> Establish 20 test fields where 60 relay farmers will be trained in good agricultural practices. The relay producers will then disseminate this knowledge to 2,000 to 2,500 small-scale producers during visits and brainstorming sessions. 	<ul style="list-style-type: none"> Develop training modules on financial education and more specifically on credit management and repayment for small-scale producers. Develop tools for managing and monitoring input credits for cocoa cooperatives.
IMPACT OF THE PROJECT	Improve food security in Senegal thanks to an increase in the quantity and quality of rice produced.	Improvement in the level of repayment of loans by producers to cooperatives, enabling them to carry out their missions in their areas of intervention: input credit, supply of small equipment, creation of schools and dispensaries, training of producers, etc.



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To submit a technical assistance project, the partner can contact the Foundation's Investment Officer and/or the Technical Assistance team directly at the following addresses:

violette.cubier@credit-agricole-sa.fr

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