



**ACTIVITY
REPORT**
Highlights of the year
2023



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* Farmer organizations



Editorial



Jean-François Isambert,
President of Fert



Anne Panel,
Chief executive officer (CEO) of Fert



Have the courage
and the will to
continue to work
for the farmers
who are taking
charge of their
future.

Henri de Benoist

Henri de Benoist, Honorary President of Fert, passed away on November 3, 2023, on his farm “De La Bête”, in the town of Bouconville Vauclair, where he was mayor for 52 years.

He was a farmer and President of many agricultural organizations (especially grain-grower organizations: AGPB, Unigrains, ITCF/Arvalis, Intercéréales). He was also President of Fert from 2008 to 2017.

He saw Fert’s origin and mission as follows: *“The idea of helping farmers in developing countries develop so they can first feed their families and feed their countries came quite naturally to us. Grain growers were aware of how fortunate they were to have capacities that others didn’t. So, as soon as they had the opportunity, they undertook*

to help their counterparts develop—but without doing the work for them. Fert wasn’t created solely by grain growers: we’ve always sought to surround ourselves with experts from other sectors of the economy. This gives us a

different perspective on agricultural development issues.” Henri de Benoist has passed on to us the values that are the foundation of Fert’s action. He especially liked to remind farmers and their organizations of the importance of not depending on others: *“Depend on yourself and your own strengths; that’s the guarantee of your freedom and independence.”*

We will strive, as he asked us, to have the courage and the will to continue our work to support farmers in need and who take charge of their future.

In this report, we are pleased to present the actions carried out in 2023 with some 66,000 farming families in 9 countries, including Georgia, where civil society is now struggling for a European future.

We would like to express our very sincere thanks to all those who have given us their support over the long term, in particular Unigrains, Agence française de développement, and the Louis Dreyfus corporate foundation.

Fert in brief



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.

Our 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.

Our approach

Fert supports farmers who organize themselves to choose the kind of farming they want to do and how they want to do it. We respect the responsibility of farmers and the reality of the socioeconomic context of farming in each country, with an eye to the sustainability of the organizations created. Our action is part of support for family farming and pays special attention to lifelong learning, gender equality, and farming system sustainability.

1981
Creation of the Fert association

Fert is a member of the AgriCord international alliance, which brings together 13 agri-agencies from 11 countries.

9

countries

27

actions

72

national or regional FOs

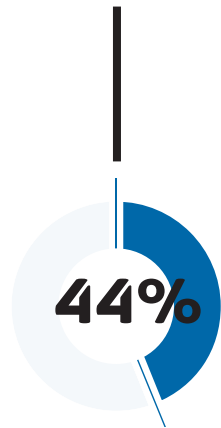
3,911

OP locales

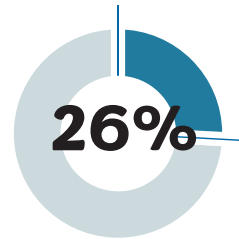
66,500

families

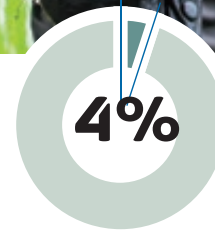
FERT'S AREAS OF SUPPORT



FO technical services



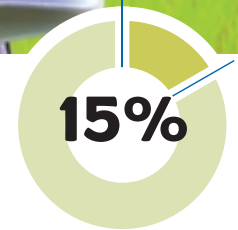
FO economic services



FO representation services



FO organization and strategies



Training and vocational integration of young people

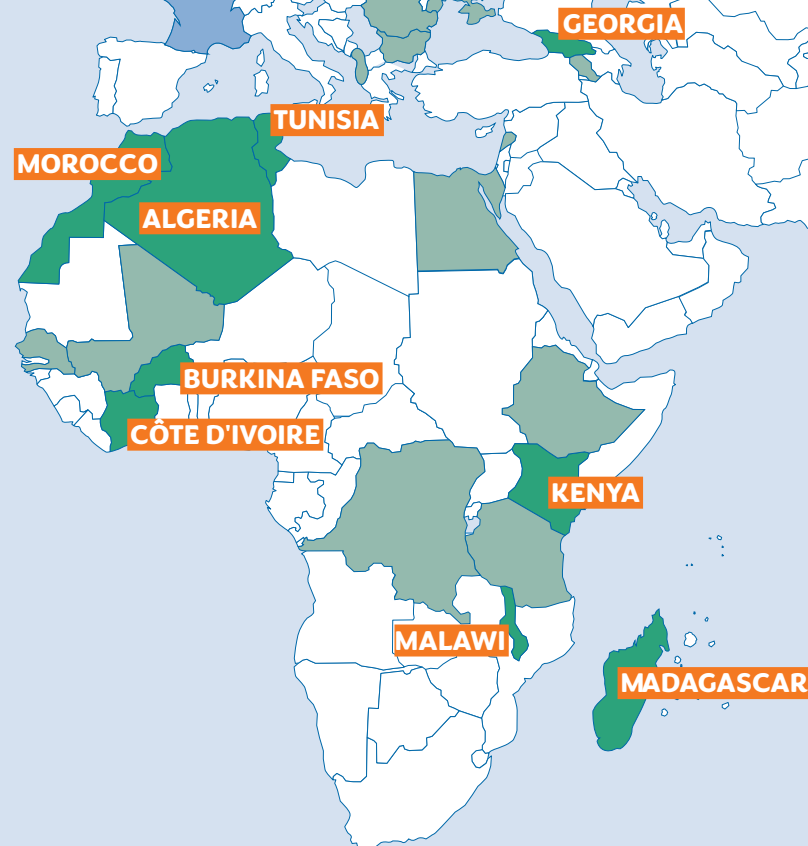


Values from the farming world

**Rigor
Pragmatism
Solidarity**



Overview of partner farmer organizations in 2023



■ Ongoing actions
■ Closed actions

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

CÔTE D'IVOIRE

- ➔ CFAR des Savanes
- ➔ Urmag
- ➔ Ufacoci
- ➔ Agnéby-Tiassa and Poro producer groups

GEORGIA

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

KENYA

➔ CGA

MADAGASCAR

- ➔ Fifata and 12 regional FOs
- ➔ Cap Malagasy
- ➔ Ceffel
- ➔ Fekama
- ➔ Formagri

MALAWI

➔ Cooperatives and producer groups of Mzimba North

MOROCCO

- ➔ Apple cooperatives and producer groups in Rich
- ➔ Almond cooperatives and producer groups in Taza
- ➔ Cooperatives and producer groups in Taounate

TUNISIA

- ➔ GDAEBN
- ➔ SMSA Amal
- ➔ Vegetable producer groups

Adapting to different contexts

To support farmers in their development, we must understand and adapt to the context in which they operate.



Adapting to climate change

Variations in temperature and rainfall have considerable impact on soil fertility and crops. Support for farmers so that they can anticipate and adapt to climate events requires an advisory service focused on agricultural practices that respect soil life and are water-efficient. That's why agricultural advisers, relay farmers, and farmers are trained in soil health, fertilization practices (including the manufacture of compost and bio-fertilizers and the use of fertilizer plants), agroecological practices, agroforestry, and sound water management.



Dealing with the challenge of insecurity

Some areas have become insecure and therefore no longer accessible to advisers; this is particularly the case in Burkina Faso. This insecurity has a big impact on how the partner FOs operate and in the way that advice given to the producers is implemented. Thanks to support based on empowering organizations and making them self-sufficient, the FOs are managing their own advisory service through relay farmers or local facilitators. They use digital technology to keep in touch with advisers and to maintain remote but regular contact with them.



Protecting against economic instability

The farmers supported by Fert face many economic challenges, including soaring input prices and market instability, to name a few. In response, diversification of production is improving farm resilience. Supporting producers on the entire farm and helping them develop service systems enables them to secure their food and income throughout the year.



Georgia

Organizing farmers, a new path for development

In this former Soviet republic, Fert has been helping farmers take charge of their development since 2011.

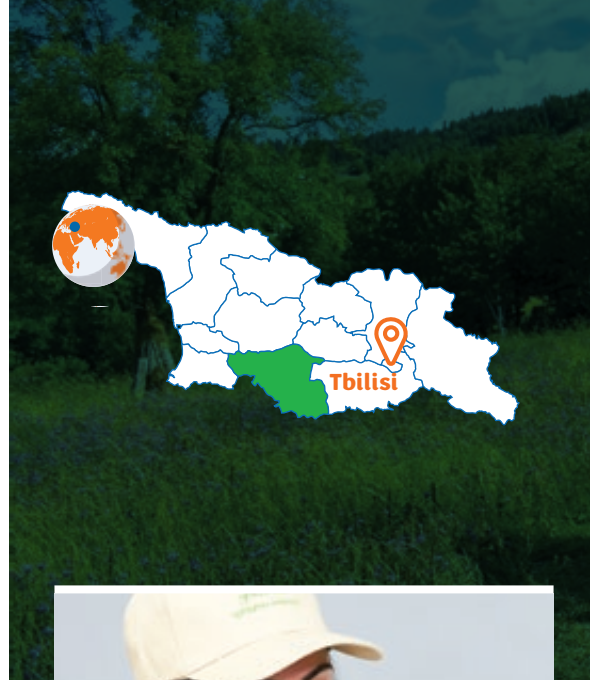
Improving farm performance

Samtskhe-Javakheti is a mountain region where dairy farming is ubiquitous but underperforming. Since 2011, Fert has been working in partnership with GBDC, an agricultural development organization, with which it has built a dairy advisory service benefiting

more than 1,000 farmers. The farmers there have gradually improved their results by working together closely. A sample of 100 farmers is monitored each year. The findings indicate that 67% of them maintain balanced rations, 62% of herds have free and permanent access to water, a third of stables have been refitted, monitoring of herd health status has improved, and the dairy farmers now understand the importance of milk quality. These technical results have led to an 82% increase in the dairy gross margin in four years.

A unique approach in an ex-Soviet country

In a country marked by collectivism, convincing farmers to come together was a major challenge. With a few trailblazers for whom agriculture is a way forward, the Ertoba regional association (*ertoba* means “unity” in Georgian) was created in 2014. Today it brings together 121 farmers, including 12 leaders involved in determining and managing its activities. At their side, GBDC has built up a relationship of



trust and attentiveness, allowing them to offer services adapted to their needs: testing new fodder, training on reproduction, organizing group purchases, leading economic monitoring groups, developing partnerships... with all its services determined by and for the farmers.

2023 – a pivotal year

Building on these achievements, Fert and its partners embarked on a new phase of development in 2023. Thanks to financing from AFD, Fert

is supporting Ertoba in extending its action so it can benefit a greater number of farmers and open up to the new sectors of potatoes and beekeeping. Our work also involves boosting the sustainability of the organizations we support. To encourage new ideas, a delegation of 12 Georgians came to France in October 2023, to attend the Livestock Summit in Clermont-Ferrand and to make a study trip to the Savoie region. Fert also mobilized French professionals from BTPL and Adapi for field missions.



What's important is to support farmers in improving their incomes and changing their mindsets. What we've learned is not to go too fast and to build trust.

Eliso Tateshvili, Ertoba facilitator

580
farmers involved,
including
121 members
of Ertoba

80
villages

1 488
liters of milk per
cow and per year

Our actions





Supporting
improvement
in **agricultural
practices** and
increase in
production



Kenya

2
agroecological showcase sites

40
relay farmers trained

180
farmers have adopted mulching



VEGETABLE PRODUCTION



GRAIN PRODUCTION



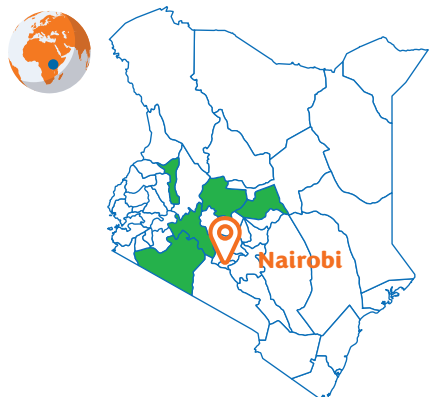
FRUIT PRODUCTION



Additional resources at www.fert.fr

Arvalis

An initial mission was conducted in 2022, enabling CGA technicians and members to improve their skills in assessing soil health and conducting tests. In 2023, Arvalis regional engineer Delphine Bouttet carried out a second mission in Kenya, to share her expertise on the sound use of inputs.



CEREAL GROWERS ASSOCIATION (CGA)

After two years of experimentation and co-learning with farmers from 12 pilot groups in Laikipia and Meru Counties, a scaling up in agroecology was possible in 2023 thanks to the training for the first 40 CGA relay farmers. Equipped with a starter kit that includes earthworms,

sprayer, fertilizer plant seeds or bio-pesticides, they can produce organic inputs for their community and help disseminate these techniques.



Prior to this training, I didn't know the quantity of nutrients I was giving to my corn. I've realized I was giving too much and wasting money.

Raymond Ngeno, CGA Regional Leader



15,500

farmers supported

966,000

fruit and forest trees
planted

3,150

tons of compost and
vermicompost produced

Madagascar



Additional resources
at www.fert.fr



GROUP FIFATA

In Madagascar, climate change has a big impact on agricultural production. In 2023, Fert provided Fifata with support in developing an educational tool to better understand and deal with climate events. Practical solutions have been developed to improve adaptation, such as climate

diagnostics activities, reforestation and large-scale dissemination of agroecological practices, and practical guides and support for better water management.



I was worried about climate change impact, but thanks to the climate tool training by the technicians, we managed to draw up a proposal and then to build a rainwater storage basin in anticipation of the dry season.

William Ramisiarison, farmer

Burkina Faso

1,127

cowpea producers

19,000

poultry vaccinated

296

tons of compost produced

12,800

seedlings of fertilizer trees planted



COWPEA AND VEGETABLE FOs

In 2023, relay farmers picked out by members of the cowpea and vegetable production FOs were trained and given support to set up local services on soil fertility and animal health issues. The first

services developed concern the production and sale of bio-inputs (compost, bio-fertilizers and bio-pesticides) and poultry vaccination.

“

There are chicken diseases that we were told could not be treated, but this training enabled me to recognize the disease, so now I can treat the chickens.

Marceline Nikiema,
relay farmer

40

corn relay farmers trained

26

cowpea relay farmers trained

4,5

tons/hectare of corn (average yield)

Côte d'Ivoire



Additional resources at www.fert.fr

Cirad

As part of a cooperation project with the company Ivoire Coton, Cirad requested Fert to monitor a long-term trial that tests different crop rotations (cotton-cereals-legumes) as well as the use of cover plants. This system will help develop mechanized and agroecological farming systems adapted to the farming context of the Savanes District in northern Côte d'Ivoire.



PORO PRODUCER GROUPS

The year 2023 was marked by the launch of an advisory action on legumes (mainly cowpeas), which led to better diversity of production and crop rotation on farms. The technical and economic advice

provided in partnership with Ufacoci via a network of relay farmers has also been strengthened to develop corn production.



A single producer can grow corn, cowpeas, rice, and cotton... Our advisers must support producers in this crop diversity.

Fantogoma Yeo, relay producer and manager of the Wopinin Cooperative



**Supporting
farmers in
promoting their
products**





Malawi

4,641

bottles (250 ml) of yogurt sold

35%

increase in the price of milk paid to producers

92

jars of peanut butter sold

“

Thanks to Fert, we learned how to transform our milk into yogurt. Before that, we sold only milk and curd, but we've seen that selling yogurt is easier and much more profitable. There are very few dairy cooperatives in northern Malawi that produce and sell yogurt, and several supermarkets are interested in our product. The adviser taught us how to calculate and track our costs and profits. That's how we were able to increase the price of milk paid to our members.

Jester Kalua, President of the Doroba cooperative

MZIMBA NORTH DISTRICT PRODUCERS

In 2023, 24 members of the Embombeni cooperative were trained in peanut butter production. With Fert support, the Embombeni and Doroba cooperatives, whose members were trained in yogurt production in 2022, participated

in the Mzuzu agricultural fair and found new customers. Meanwhile, the Umoza cooperative was given support in its search for markets, and it signed its first contract for the sale of tomatoes with a high school.



VEGETABLE PRODUCTION



GRAIN PRODUCTION



LIVESTOCK FARMING



Côte d'Ivoire

2,100

tons of vegetables sold



URMAG

Recruitment of a specialized technician made it possible to develop a support service for marketing the vegetable products of Urmag members. Many actions were carried out in 2023: development of a price calendar, training of marketing officers within FOs, market analysis, identification

of new business partners in formal markets (supermarket purchasing center), creation of a customer database, sharing of information on the prices of the various markets (daily text messages, WhatsApp group), support for negotiation, etc. Producers are very enthusiastic about these various actions.

“

Many producers are pre-financed by wholesalers and then get ripped off on quantities or prices. We should be financially independent.

Konan N’Goran, producer and marketing manager of the Socorisah FO

Burkina Faso

86

tons of cowpeas stored

52

tons of onions stored



COWPEA AND VEGETABLE FOS

In 2023, cowpea bundled sales remained very limited. Producers have used storehouses to build up stocks of cereals and legumes during lean periods and to cope with soaring food prices. In the rural communes of the Centre region, onion production

has developed, and vegetable producers are starting to organize so that they can collectively store their products and obtain a better selling price.

“

It's true, we can't sell our cowpea production because the prices aren't worth it. We're not going to sell at a loss... But the fact that the cowpeas are stored in the storehouse enables us to keep them for the lean season. Without the storehouse, the cowpea production would have been wasted on social events like weddings and funerals. The storage really helps us women.

Rasmata Kiemde, relay farmer





Helping producers organize





Tunisia

2

selection schemes defined and approved

17

breeders involved

1,650

“Noire de Thibar” ewes evaluated

800

Sicilo-Sarde ewes currently under evaluation



“

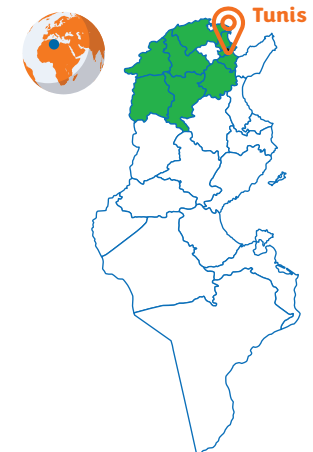
In recent years, GDAEBN has become more professional and is organizing itself. As a breeder, I find it more worthwhile now to join. What the technicians do through promoting discussion and exchanges among breeders is interesting and exceptional in Tunisia.

Riadh Ben Abdallah,
breeder in Mateur and
GDAEBN Board member

GDAEBN

GDAEBN set up breeding schemes for two local sheep breeds in 2023. In addition to training the group’s technicians, Fert and the Pyrénées-Atlantiques sheep farming center CDEO64 worked with the breeders’ collective to define the selection criteria (weight of lambs and quantity

of milk). The group then approved the protocols that were tested in the field in the autumn. These will have to be rigorously followed by the breeders included in the selection scheme.





17

relay farmers

200

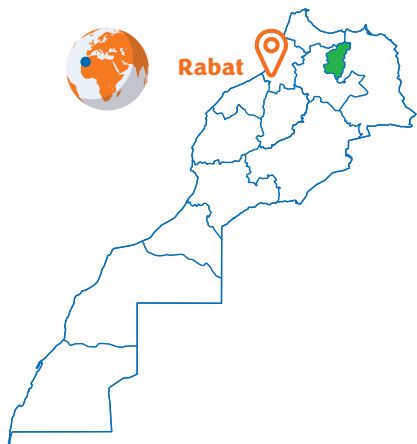
almond producers supported

Morocco



The relay-farmer system works very well. Before, they were considered as trainees. Now they advise and provide support to others in pruning and fertilization, for example. They test new practices on their plots. Today we're working to better manage and direct the program.

Ahmed Akhraz, Steering Committee member



ALMOND COOPERATIVES AND PRODUCER GROUPS IN TAZA

The network of relay farmers in Taza started up in 2022 and is gradually taking shape. A Fert-led committee is helping to prepare and then review the technical activities carried out by the relay farmers in their village. The committee has worked since 2023 to provide better framework

to the paid activities conducted in other regions. The aim is to ensure that the service continues and that the farmers of the area have priority in benefiting from it. Fert's role is to support the network in drawing up its internal regulations.



Madagascar

6,600

leaders trained in 10 years

37%

women

41%

young people

3

Fifata trainers and 12 relay trainers within the regional FOs

FIFATA

At the Fifata group's request, Fert launched a training program in 2013 for Fifata's farmer leaders. Four leader-targeted training courses, now led by Fifata, are training young people, local leaders, regional FO board members, and two-person teams of managers and elected

officials. Ten years later, a forward-looking assessment of the service was carried out with support from Ifocap to measure the progress made and adapt the system to new needs.





Supporting
young farmers
through **training**
and **vocational**
integration





68

young people in initial training in 2023-2024

66

relay farmers in continuous training

Côte d'Ivoire



CFAR DES SAVANES

In 2023, the first short training sessions for working farmers were held, thereby bolstering the CFAR des Savanes training offer. The CFAR farm acts as an important pedagogical tool: it is highly diversified, with livestock, grain and legume, vegetable, and

fruit production workshops. A new dormitory can accommodate the trainee farmers. Continuing education helps to broaden CFAR's reach, with its participants becoming its promoters among their children and within their community.



Now that's what I call training! We talk about what we see in the field, because we grow crops in fields, not classrooms.

Issouf Silue, relay farmer from the Cipraek cooperative

Madagascar

5

agricultural lower secondary schools

1,254

young people trained since 2003

349

students at the start of the 2023 school year (30% girls)

€650

Tuition/young person/year, of which 12% paid by families

“

At the Fifata Group, everyone is involved in training young people and finding them work.

Roland Rakotovoao, President of Fifata

FEKAMA

To optimize the training of young farmers, the third year of the curriculum now consists of a combination of classwork and work experience in the form of internships. Fert and CNEAP carried out several missions to support the



Additional resources at www.fert.fr

development of the system. The year 2023 saw the graduation of the first class fully trained according to the new standards and saw the relevance and effectiveness of these latter confirmed.



Action engineering

Fert is a learning organization. As such, we strive to improve our action and cooperation engineering by continually developing tools and methods and by paying close attention to knowledge management.



An educational tool to illustrate the Fert approach

We produced three animated videos to meet the needs of our field teams. They were designed in collaboration with the Terre Nourricière communication agency. The videos target new technicians and farmers in the countries where we take action, to provide them a simple and visual explanation of the Fert approach. They are available in French, English and eight local languages.



Watch the videos



Knowledge management and sharing

Following the collaborative document management platform “IntraFert”, we created the “ExtraFert” resource center in early 2023. An internship to back up document management made it possible to identify, sort, and classify all our resources to improve their utilization. All our teams now enjoy access to more than 180 documents produced by Fert and its partners: data sheets, training materials, practical tools, and more.

Studies, in partnership with Institut Agro Montpellier

In 2023, Fert hosted two students from Institut Agro Montpellier Institute’s MOQUAS master’s degree course, for six-month internships in Taza and Rich, Morocco, respectively. The students conducted in-depth interviews and analyses in partnership with a Moroccan technician, to produce studies helping to better understand local family-farm activities and the downstream sector of the almond and

apple value chains. The two studies, the quality of which was praised by the jury during the students’ theses presentations, will help advisers to provide better support to producers and their organizations.

Digital tool for advisory outreach

Since 2022, the Fifata Group, Fert, Cirad and an IT service provider have been working together to develop a digital tool (“e-roso”, available as an Android app and through a web portal), in order to optimize advisory outreach to producers in Madagascar. With e-roso, farmers’ technical and economic data can be analyzed and utilized immediately. When combined with the other tools developed by the Fifata Group and Fert and installed on the mobile tablets of agricultural advisers, e-roso acts as an essential tool for quality agricultural advice.



Additional resources at www.fert.fr

Our partners

International alliances and collectives

Fert is an active member of various French collectives of non-profit 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 mobilizes professional technicians and managers working at agricultural organizations, according to the needs identified in the countries where it operates. Our approach is that of peer-to-peer exchange. As an interface for cooperation between the French agricultural world and farmers in developing and emerging countries, we promote a coming together of individuals in a spirit of active solidarity that generates mutual enrichment.

AgriCord

Fert is a member of the AgriCord international alliance, which brings together 13 agri-agencies in 11 countries: Belgium, Brazil, Canada, Finland, France, Germany, the Netherlands, 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. The two organizations also work together on three topics: developing methodologies designed for actions in the field; guiding Fert's partner FOs in their strategic decision-making and their development of agricultural services; and further developing training engineering for agricultural development professions in engineering training courses.





Unigrains, a long-standing and growing partnership

Unigrains has supported Fert's action for 40 years, enabling it to work continuously and over the long term. Unigrains and Fert share the same values and same approach: respecting entrepreneurs/farmers who are free and responsible for their decisions, and helping them improve their professional practice. Deepening the mutual knowledge between the Unigrains and Fert teams strengthens the relationship between the two organizations.

Core financial support

Unigrains provides financial support to Fert in the form of an annual grant currently representing 20% of its budget. Fert's Board of Directors determines the allocation of these private funds according to the support needs of our partner organizations' projects in the various countries.

In 2023, the Unigrains' works council and several employees also made a financial contribution to building improved cookstoves, making it possible to reduce wood consumption at the CFAR des Savanes kitchen in Côte d'Ivoire.

Knowledge and skills contribution

In 2023, the Unigrains teams led a cycle of four webinars for the Fert teams, on businesses at Unigrains.

Its two-hour sessions taught about the fundamentals of the basics of investing and explored it through case studies. The Unigrains IT department also provided skills sponsorship, to support the deployment of Fert's accounting software in several countries.

A network of companies

For its 60th anniversary, Unigrains gathered all its French agriculture and agri-food partners for an event at the Carrousel du Louvre in Paris. Jean-François Isambert, Vice-President of Unigrains and President of Fert, spoke there about Fert's actions and support from Unigrains before several hundred business leaders from the agricultural world.



Our partners Technical and financial partners

IN EUROPE

- Action solidarité Madagascar - Groupama
- Adapi
- Addax & Oryx Foundation
- AFD
- Afdi
- Agir Loire Océan
- AGPB
- AGPM
- AgriCord
- Agrisud
- Arvalis
- Authentic Products
- BTPL
- CDEO64
- CFSI
- Chambre d'agriculture 13
- CHD
- CIRAD
- Club Demeter
- Cneap
- Coordination SUD
- European Union
- F3E
- Fermes de Figeac
- FN3PT
- Fondation Avril
- Fondation de France
- Fromi
- GIZ
- Gret
- IECD
- IFAD
- Ifo
- Ifocap
- Île-de-France Région
- Institut Agro
- Inter Aide
- Intercéréales
- Inter réseaux
- Iram
- Khameos
- L'Appel
- La Guilde
- Louis Dreyfus Foundation
- MEAE (French Ministry of European and Foreign Affairs)
- Renewable Synergy Endowment Fund
- Réseau international FAR

- Terre Nourricière
- Societe Generale Foundation
- Un enfant par la main
- Un filleul pour Madagascar
- Unigrains
- Zebunet

IN THE COUNTRIES WHERE WE WORK

Algeria

- Carsa
- Coopérative de Souk Ahras
- Umnagri
- Universities and technical institutes

Burkina Faso

- AFD – Ouagadougou Field Office
- Apaf
- Aprossa - Afrique Verte Burkina
- Beo-Neere
- CNSF
- Centre Region Regional Council
- Cpavi
- DPAAH / DRAAH



- Embassy of France
- Grad
- Inera
- Papea
- SEPB

Côte d'Ivoire

- AFD – Agence d'Abidjan
- Africa Rice
- CNRA
- Embassy of France
- Fair Match
- National Federation of Small Ruminant Breeders
- Green Agro Valley
- Inades Formation
- Ivoire Coton
- Ivoire Irrigation
- Latitudes 23
- Louis Dreyfus Company (LDC)
- UPGC

Georgia

- AFD - South Caucasus Field Office
- Akhaltsikhe University
- Agrokoziki

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

Kenya

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

Madagascar

- AFAFI Centre Programme (EU)
- AFD – Antananarivo Field Office
- Aga Khan
- Apdra
- Association Miray
- Cecam

- Cnaf
- CNFAR
- DINAAMICC Project (EU/CIRAD)
- Embassy of France
- FDA
- Fifamanor
- Fofifa
- GSDM
- Imvavet
- Le Relais
- MED
- METFP
- Minae
- ORN Analamanga, Itasy and Vakinankaratra
- REAP AAOI
- Réseau Far Mada
- Réseau SOA
- SIF
- Société Générale Madagasikara
- UNMFR

Malawi

- Congoma
- Fert Walima
- Inter Aide

- Ministry of Agriculture
- Ngoraa

Morocco

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

Tunisia

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

Inside our organization

Governance

2023



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



Guillaume Dherissard
Secretary-Treasurer



Denis Castaing



Paul-Henri Doublier



Philippe Heusele



Martial Marguet



Pascale Ract



Jean-François Tambourin



Éric Thirouin



Bertrand Venet



Anne-Claire Vial

Inside our organization

Operationnal strategy

At the beginning of the 1980s, the Céréalières 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 Céréalières 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 Céréalières 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.

Inside our organization

Teams

210 personnel
across
8 countries

Marie Urcille, Marson, Martin, Mauricette, Max Marcellin, Michel, Mirana, Misoa, Narivelo, Nathalie, Ndriantsoa, Nicolas, Nicolas, Njaka, Noelson, Nora José, Olivier, Onjatina, Ony, Ortancia, Patrick, Princy, Rado, Rémi, Rindra, Rivo, Robin, Rosario, Rova, Sandra, Séraphin, Sidony, Sitraka, Soafara, Solange, Solofo, Solohery, Suzette, Tahina, Théo Adonis, Thierry Marcel, Todier, Tojo, Toky, Toky, Tovo, Tsirivanona, Valérie, Vincent, Viviane, Voahangy, Vola, Willy, Zina, Zita, Zoaritiana, Zoely, Zositraka.

 **MALAWI**
in partnership with **Fert Walima**

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


 **TUNISIA**
in partnership with **AGER**
Amal, Margot, Marwa.

Daniel. Dera, Diary, Dieudonné, Edouard, Erick, Estelle, Faniry, Fano, Fleurette, Florence, Frédéric, 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 Victor, Jean-Louis, Jeanne Maria, Jérôme, Jocelyn, Jocelyn, Johnny Faustin, Joseph, Judith, Julia, Julie Emma, Junia, Keneddy, Laingo, Lalao Célestine, Luc Marius, Lucien, Lydia, Maharavo, Maminirina, Mamy, Mamy, Mamy, Mamy, Mamy Joseph, Mamy Tiana, Manitra, Marie Anne, Marie Claire,

Gaspard, Idrissa, Jean-Michel, Katcheninfohoua, Malassé, Modeste, Poro, Richard, Richard, Youssef, Zakary.

 **KENYA**
Nadège.

 **MOROCCO**
in partnership **IECD Maroc**
Asmae, Ismail, Lucie, Lucile, Mohamed, Mohammed, Salma, Salma.

 **MADAGASCAR**
Aina, Alexandre, Ando, Ando, Angeline, Anja , Ansnny , Augustin, Augustin, Bernardin, Célestin, Claude Edith, Christophe,

FRANCE
headquarters

Adeline, Amandine, Anne, Aurélie, Joseph, Juliette, Kaïs, Mélanie, Michel, Nivonirina, Riad, Romane.

 **BURKINA FASO**

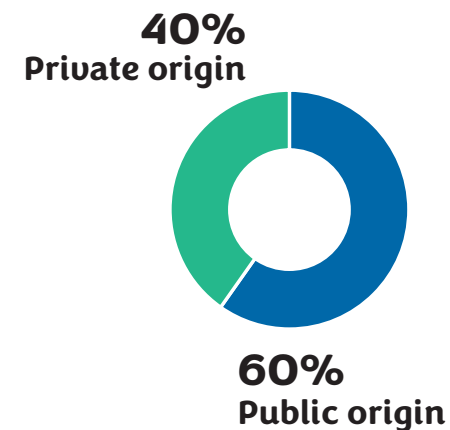
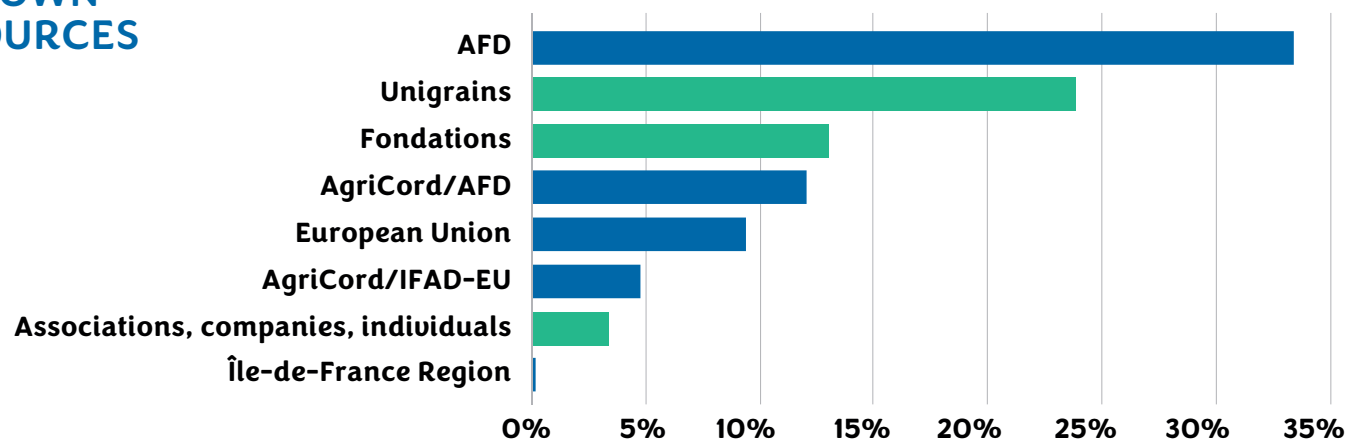
Agathe, Amed, Amidou, Fatimata, Ferdinand, François, Gérard, Habibatou, Hamadou, Haoua, Issa, Jessica, Jules, Khader, Mahamadi, Mashoude, Maxime, Oumarou, Placide, Romain, Victor, Zakaria.

 **CÔTE D'IVOIRE**
Abdoulaye, Aka, Alphonse, Aly, Arnaud, Christophe, Damien, Fabrice, Faty, Francis,



Financial data

BREAKDOWN OF RESOURCES



STATEMENT OF ACTIVITIES

EXPENSES (€)	2023	2022
Purchases	7,658	59,159
External services	611,815	718,951
Taxes and duties	30,306	26,555
Head office and expatriate staff costs	910,304	916,924
Project expenses	3,468,325	3,197,635
Depreciation allowance	6,412	3,045
Total operating expenses	5,034,820	4,922,269
Operating result	26,798	41,086
Financial expenses	126,535	47,430
Extraordinary expenses		952,836
TOTAL EXPENSES	5,161,355	5,922,535
NET RESULT	-14,337	

REVENUE (€)	2023	2022
Expense reimbursements	974	11,117
Services	24,481	31,366
Operating grants	4,912,090	4,838,792
Donations	107,310	56,616
Other operating revenue	16,763	25,464
Total operating revenue	5,061,618	4,963,355
Financial revenue	85,400	445,051
Extraordinary revenue		823,378
TOTAL REVENUE	5,147,018	6,231,784
NET RESULT		309,249



BALANCE SHEET

ASSETS (€)	2023			2022
	Gross	Depreciation and provisions	Net	Net
Fixed assets	2,262,461	232,295	2,030,166	2,180,042
Current assets	4,503,525	26,036	4,477,489	5,496,513
Operating receivables	462,845		462,845	666,273
Prepaid expenses	22,114		22,114	16,967
Current accounts in subsidiaries	26,036	26,036	0	0
Marketable securities	1,000,000		1,000,000	1,000,000
Available funds	2,992,530		2,992,530	3,813,273
TOTAL ASSETS	6,765,986	258,331	6,507,655	7,676,555

LIABILITIES (€)	2023	2022
Associative and dedicated funds	3,601,910	3,746,682
Equity / Own funds	3,030,198	2,720,949
Dedicated funds	586,049	716,484
Net result of the year	-14,337	309,249
Provision for contingencies and expenses	0	0
Debts / liabilities	371,511	494,110
Deferred revenue	2,534,234	3,435,763
TOTAL LIABILITIES	6,507,655	7,676,555

Summary of actions supported by Fert

Geographic area	Country	Partner organizations/ Actions supported by Fert
Central and Eastern Europe	Georgia	ERTOBA : farmers united for agricultural development in the Lesser Caucasus
Sub-Saharan Africa	Burkina Faso	COWPEA COOP : agricultural services to cowpea producers in the Centre, Centre-Nord and Nord regions
		VEGETABLE PRODUCTION COOP : agricultural services for vegetable producers in the Centre region and in Bam Province
	Côte d'Ivoire	CFAR des Savanes : training and vocational integration of young people in the Poro and Bagoué regions
		UFACOCI, URMAG, LOCAL FOs : agricultural services for food producers in the Poro, Bagoué, Gbêkê and Agneby Tiassa regions
	Kenya	CGA : agricultural services to grain producers in Narok, Nakuru, Uasin Gishu, Meru and Laikipia counties
	Madagascar	FIFATA : agricultural services and trade-union action at national level
		FIFATA/RFOs : agricultural services in 11 regions
		FIFATA/FFLP : training of farmer leaders and FO technicians
		FORMAGRI : launch of Farmers' University
		FEKAMA : training and vocational integration of young farmers
		CAP MALAGASY : local agricultural extension
CEFFEL : experimentation and training for fruit and vegetable sector development		
	FIFATA ANALAMANGA GROUP : professionalization and organization of farmers around the capital Antananarivo	
Malawi	MZIMBA NORTH FO : consulting and development of agricultural services	
Multi-country	CROSS-CUTTING ACTIONS : exchanges between elected officials and FO technicians, studies, training, webinars, etc.	
North Africa	Morocco	ALMOND FO : agricultural services to almond growers in Taza Province
		APPLE FO : agricultural services to fruit growers in the Rich District
		FARMING & LIVESTOCK FO : agricultural services to the producers of the Tissa and Karia Ba Mohamed districts (Taounate)
	Algeria	ANAP : agricultural services to beekeepers
	Tunisia	GDAEBN : agricultural services to northern sheep farmers
SMSA of the central region : agricultural services to livestock and vegetable producers		

Start & end of current phase	2023 budget in Euros	Main financial partners
2023 - 2025	195,000	Fert, Unigrains, AFD/Ertoba, Fromi, Ertoba
2017 - 2023	317,000	Fert, Unigrains, AFD/TransFert, AFD/Sepop
2020 - 2025	199,000	Unigrains, AFD/Sepop, CFSI/PAFAO (Fondation de France)
2019 - 2024	198,000	Unigrains, Louis Dreyfus Foundation, Unigrains works council and employees, CFAR des Savanes
2020 - 2025	402,000	Fert, Unigrains, AFD/Sepop, Fondation Avril, CFSI/PAFAO (Fondation de France), Cirad
2020 - 2023	409,000	Fert, Unigrains, AFD/TransFert, AFD/Sepop, EU-IFAD/FO4ACP, Louis Dreyfus Foundation, CGA
2021 - 2023	201,000	
2021 - 2023	388,000	Fert, Unigrains, AFD/TransFert, AFD/Sepop, EU/DeSIRA (Dinaamicc, Raitra, Makis), IFAD (Formaprod, Défis, FO4ACP), FAO/FFF, Apdra, UEPLM, Action Solidarité Madagascar, Inter Aide, Fermes de Figeac, Fifata and regional RFOs
2021 - 2025	42,000	
2020 - 2025	47,000	AFD/Sepop, Formagri
2023 - 2026	548,000	Fert, Unigrains, AFD/Proja, EU/DeSIRA (Raitra), IFAD/Formaprod, Cneap, Un Filleul pour Madagascar, Société Générale Foundation, Synergie Renouvelable endowment fund, Action Solidarité Madagascar, UEPLM, agricultural schools
2021 - 2023	379,000	Fert, Unigrains, AFD/TransFert, AFD/Sepop, Île-de-France Region, UEPLM, Cap Malagasy
2021 - 2023	286,000	Unigrains, AFD/TransFert, EU-IFAD/FO4ACP, EU/DeSIRA (Dinaamicc, Raitra), Action Solidarité Madagascar, Ceffel
2019 - 2024	661,000	Unigrains, AFD/Protana, EU/Ambioka, Agir Loire Océan
2021 - 2023	156,000	Unigrains
2021 - 2023	317,000	AFD/Transfert
2020 - 2025	99,000	AFD/Sepop
2022 - 2024	389,000	Fert, Unigrains, AFD/Opsat, IFAD-Umnagri/FO4ACP



5, rue Joseph et Marie Hackin
75116 Paris - +33 1 44 31 16 70



www.fert.fr
fert@fert.fr

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