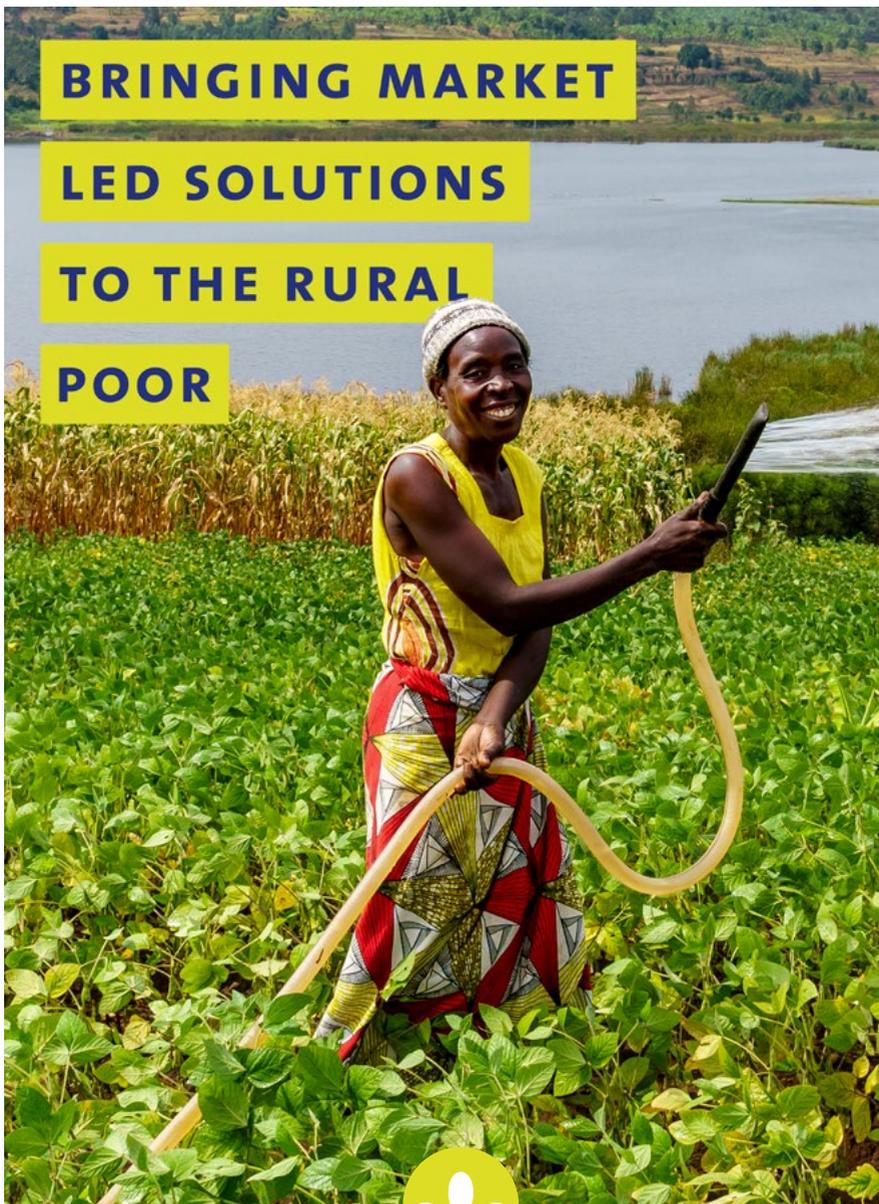


BRINGING MARKET

LED SOLUTIONS

TO THE RURAL

POOR



EUCORD



european cooperative
for rural development

www.eucord.org

WHO WE ARE

The European Cooperative for Rural Development (EUCORD), formally registered in The Netherlands as “Coöperatieve EUCORD U.A.”, is a Brussels-based non-profit organization. EUCORD operates as an autonomous organization with institutional members, Winrock International and ICCO Cooperation. EUCORD’s mission is to increase farmers’ capacity to sustainably grow quality crops matched to the commercial needs of the agribusiness sector and in doing so, increase food security, develop the private sector and improve the livelihoods of rural communities.

EUCORD’S EXPERTISE

EUCORD aims to improve the livelihoods of farmers and benefit local consumers by developing an efficient, competitive agri-sector that stimulates the rural economy. Our work helps farmers reach their full potential while allowing businesses to rely on locally sourced materials.

EUCORD has over 15 years of experience mediating and implementing Public Private Partnerships and has partnered with over 100,000 farmers and their 600,000 family members. We have worked in 15 countries with 35+ partners on crops including cereals, oilseeds, roots and tubers, and vegetables.

EUCORD’s capacities are articulated between 40+ employees in Brussels, the Netherlands, the US and several African countries. Over the past two decades, EUCORD has built a strong and reliable project implementation experience in countries such as Burundi, DRC, Ethiopia, Ghana, Guinea, Kenya, Mali, Nigeria, Rwanda, Senegal, Sierra Leone and Uganda.

SERVICES

- Access to finance
- Agricultural extension support
- Capacity building
- Climate smart agriculture
- Enterprise development
- Market assessment
- Nutrition
- Value chain development



PUBLIC PRIVATE PARTNERSHIPS

Most farmers in developing countries practice subsistence agriculture. They are food insecure and have little cash income. The lack of a consistent surplus hinders the development of a market. This keeps agro-processors from buying locally, while the absence of secure markets prevents farmers from devoting more resources to crop production.

To remedy this vicious circle, EUCORD seeks to actively promote Public Private Partnerships (PPPs) between farmer groups, companies that are investing in developing countries, and public development agencies. Among the vast array of NGOs in Europe, EUCORD has a unique experience in actively facilitating PPPs in the agribusiness sector by setting up contract farming arrangements.

EUCORD implements public and private funded agricultural development project and offers end to end value chain services such as value chain assessments, technical assistance, and organizational capacity development, among other services.



EUCORD’s projects are financed through the public sector (AGRA, CFC, EU, IFC, Netherlands’ government, USAID and others) and the private sector (Achmea Foundation, Agrico, Diageo, Heineken, Rabobank, Unilever and others).

CREATING SHARED VALUE

Integrating farmers in agribusiness value chains helps create shared value for the farmers, the business and the country.



For the farmers	For the business	For the country
Improve food security	Secure a sustainable source of raw materials	Import substitution
Modernize agricultural knowledge	Reduce exposure to raw material shortages or volatile prices	Improve resilience of the population to droughts, floods and volatile prices
Optimize crop productivity	Decrease transport costs and reduce carbon footprint	Increase tax base from growing businesses
Enhance profitability and opportunities for social and economic development	Foreign currency savings	Inclusive economic growth and reduce migration

IMPACT

- ① **Democratic Republic of Congo** We worked with 58,000 households to deliver 40,000 tons of rice to agro-processors, generating €20 million
- ② **Ethiopia** Large-scale adoption of improved malt barley varieties in the project area have helped to double yields leading to increased sales and improved food security
- ③ **Ghana & Sierra Leone** Sorghum farmers have doubled their net income through sales to the food and beverage industries in both countries
- ④ **Guinea & Senegal** Potato yields have increased by 50% using improved varieties
- ⑤ **Kenya & Uganda** Over 50,000 households sold sorghum to the food and beverage industry
- ⑥ **Mali** Sorghum and maize yields at least doubled using hybrid varieties, while inventory credit is helping to double income from the stored produce
- ⑦ **Nigeria** Built the capacity of 10 local partners to provide services in the areas of health, protection, income generating activities, nutrition, psycho-social support and shelter in 6 states
- ⑧ **Rwanda** Smallholder farmers supplying more than 4,700 tons of maize to the industry, generating more than €1 million annually



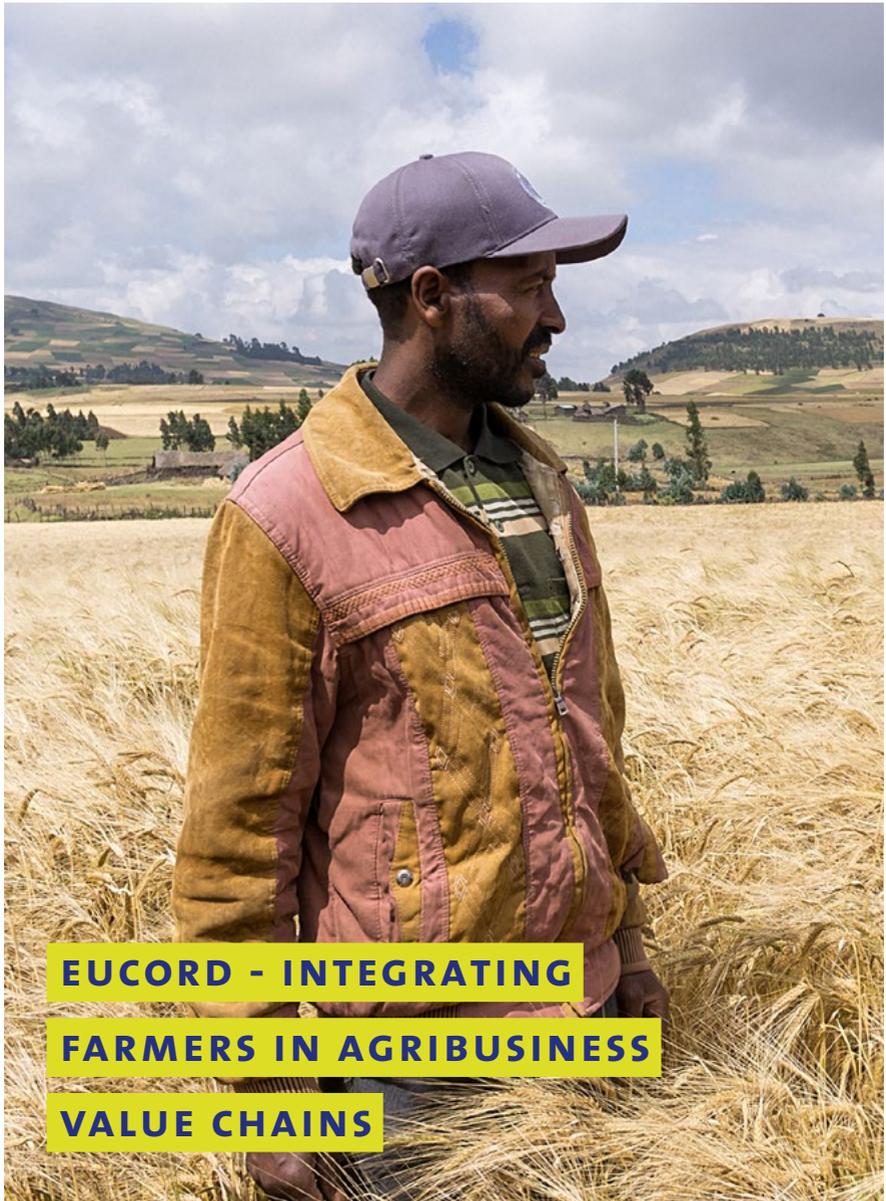
- Current projects
- Past projects experience



KEYS TO SUCCESS

We have learned that in order to achieve success it is important to:

- Have a committed value chain champion with a long-term commitment to local sourcing
- Identify agricultural technologies that are suitable for smallholder farmers
- Conduct on-farm demonstrations and field days to sensitize farmers to climate smart agricultural practices
- Work with intermediate partners such as “bulkers” and “trainers”
- Establish multi-level contracts to increase trust and transparency
- Build the capacity of groups of farmers to access markets and credit
- Leverage credit in order to support yield improvement



EUCORD - INTEGRATING

FARMERS IN AGRIBUSINESS

VALUE CHAINS

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