

## EUCORD OUTREACH CAPACITIES



Most farmers in developing countries rely on subsistence agriculture. They are generally food insecure, with low nutrition diversity and generating little cash income from their farms. The lack of a consistent surplus hinders the development of a market. This stops agri-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 promote Public-Private Partnerships (PPPs) between farmer groups, companies investing in local supply chains, and public development agencies providing technical advisory services and help to link farmers to off-takers. These PPPs are articulated through projects that create value chains by providing access to credit and affordable high-quality inputs, improving productivity and competitiveness, promoting education and training, and clustering / coordinating / setting up farmer organisations.

EUCORD has expertise in the provision of extension and value chain development services to small and medium-scale farmers for a wide range of crops.

### SERVICES OFFERED



Access to finance



Capacity building



Climate smart agriculture



Enterprise development



Market assessment



Nutrition



Value chain development

## Who we are

EUCORD is a non-profit organization registered as a cooperative in the Netherlands, whose 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. Working since 2003, EUCORD has four fulltime staff in Brussels and over 60 in-country staff based in Africa. Currently, projects are underway in DRC, Ethiopia, Guinea, Mali, Nigeria, Rwanda and Senegal, while we have project implementation experience in Burundi, Ghana, Kenya, Sierra Leone and Uganda.

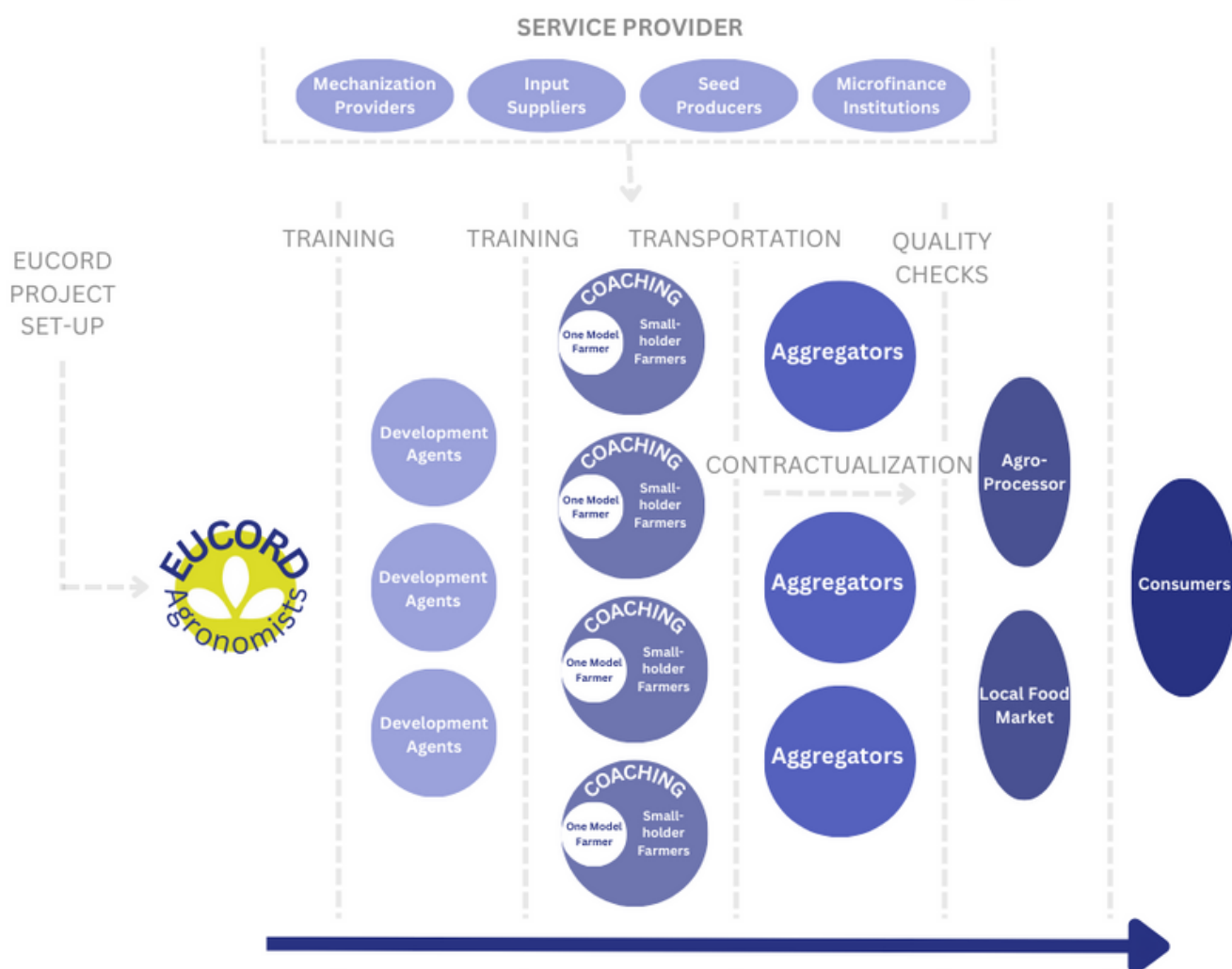


## HOW DO WE ACCOMPLISH THIS?

EUCORD is using an approach that helps reach large numbers of small and medium scale farmers through nucleus or model farmers. This approach has shown to be the most effective approach to link numerous farmers to buyers.

A model farmer is a farmer who is relatively better-off in his/her community and who is willing to take his/her farm to another level while attracting the surrounding farming community to partner for mutual benefits.

# EUCORD Model Farmer Approach







Model farmers mobilise, train and provide seed and other inputs to one hundred or more farmers, sign contracts with buyers and aggregate and sell the produce on behalf of the farmers. To increase on-farm productivity, EUCORD relies on model farmers to disseminate improved technologies and to meet the buyer's needs in terms of quantity, quality, timeliness, and price. EUCORD also partners with cooperative unions, primary cooperatives, MFI groups and commercial farmers. All of these entities can also play the role of aggregators. In addition to working with model farmers and cooperatives, EUCORD also works with public and private extension providers, to reach a farmers across multiple countries.

Selection of model farmers is based on:

- 1) Interest in contract farming,
- 2) Land ownership (either rented or owned),
- 3) Willingness to apply recommended agronomic practices and
- 4) Willingness to transfer the skills and knowledge to other farmers

The Model Farmer approach has helped EUCORD to scale up its outreach. With community members continuing to model productive farming methods, EUCORD is not only able to increase the reach of their practices but increase the impact of the programs as well. With the hope of more future projects across Africa, the continued implementation of the Model Farmer Approach ensures that the maximum number of farmers benefit optimally from what they are being taught.

In the direction of capacity building, "we work closely with farmers, their organisations and rural businesses to enhance their business and administrative skills"

## THE SCOPE OF EUCORD'S OUTREACH

### MALI

Crops: Maize, sorghum, millet, cowpea  
Farmers: 192,887  
MSMEs: 150  
Area (ha): 94,450

### SENEGAL

Crops: Groundnut, maize, millet  
Farmers: 10,000  
MSMEs: 15  
Area (ha): 475

### GUINEA

Crops: Potato  
Farmers: 4,000  
MSMEs: 200  
Area (ha): 783

### NIGERIA

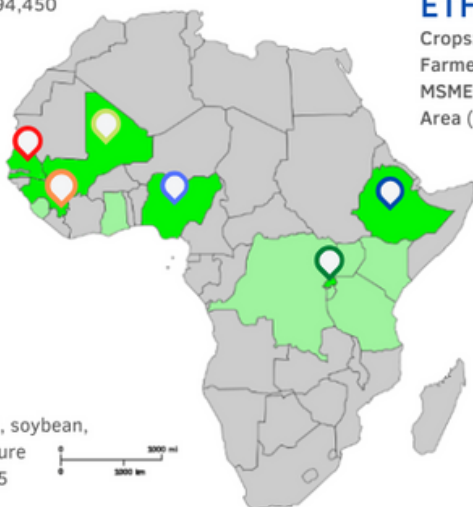
Crops: Maize, rice, soybean, cowpea, aquaculture  
Farmers: 502,775  
MSMEs: 260  
Area (ha): 632,269

### ETHIOPIA

Crops: Barley and pulses  
Farmers: 81,000  
MSMEs: 400  
Area (ha): 76,844

### RWANDA

Crops: Maize, sunflower, vegetables  
Farmers: 23,371  
MSMEs: 100  
Area (ha): 7,474





## CURRENT ACTIVITIES IN EACH COUNTRY

EUCORD is locally registered and currently has registered offices in four countries: Mali, Guinea, Ethiopia and Rwanda. We also have field staff in Nigeria and Senegal. Current outreach in these countries is presented below.

COUNTRY	CROPS	HOUSEHOLDS/ FARMERS	HECTARES	BUYERS	EUCORD'S ROLE
ETHIOPIA	Barley	72,884 Households	76,000 ha	Soufflet Ethiopia	Building the business management capacity of aggregators and improving the clustering of farmers
	Pulses	6500 Households	2,000 ha	Local traders and exporters	Agronomists supporting training, access to inputs and market access
	N/A	15,000 Farmers	N/A	N/A	Introduce AgriBot Chat to Farmers and provide them with IT support
MALI	Maize, sorghum, millet, cowpea	425 Households 150 SMEs	96,450 ha	Local traders and processors	Increasing maize, sorghum, and cowpea productivity for smallholder farmers
GUINEA	Potato	4000 Households 400 SMEs	783 ha		Agronomic and business support to producers and entrepreneurs
NIGERIA	Cowpea, maize, soybean, rice and aquaculture	2 Million Farmers (EOP) 56 SMEs	157,500 ha		Build the capacity of private extension services and strengthen linkages between farmers and other stakeholders
RWANDA	Sunflowers	6500 Farmers	2,000 ha	Sunflower Processors	Connect sunflower processors to local farmers, implement good agricultural practices and improve the value chain
SENEGAL	Groundnut, maize, millet	15 Farmer Organizations (FO)	2,022 ha	Off-takers from industrial zone (agro-pole)	EUCORD leads quality-control and access to market components

Similar achievements from EUCORD's past projects in Burundi (sorghum), DRC (rice), Ghana (sorghum), Kenya (sorghum), Sierra Leone (sorghum) and Uganda (sorghum) can be shared upon request.