EUCORD OUTREACH CAPACITIES

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.

SERVICES OFFERED

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.

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

<table>
<thead>
<tr>
<th>COUNTRY</th>
<th>CROPS</th>
<th>HOUSEHOLDS/ FARMERS</th>
<th>HECTARES</th>
<th>BUYERS</th>
<th>EUCORD’S ROLE</th>
</tr>
</thead>
<tbody>
<tr>
<td>ETHIOPIA</td>
<td>Barley</td>
<td>72,894 Households</td>
<td>76,000 ha</td>
<td>Soufflet Ethiopia</td>
<td>Building the business management capacity of aggregators and improving the clustering of farmers</td>
</tr>
<tr>
<td></td>
<td>Pulses</td>
<td>6500 Households</td>
<td>2,000 ha</td>
<td>Local traders and exporters</td>
<td>Agronomists supporting training, access to inputs and market access</td>
</tr>
<tr>
<td></td>
<td>N/A</td>
<td>15,000 Farmers</td>
<td>N/A</td>
<td>N/A</td>
<td>Introduce AgriBot Chat to Farmers and provide them with IT support</td>
</tr>
<tr>
<td>MALI</td>
<td>Maize, sorghum, millet, cowpea</td>
<td>425 Households</td>
<td>96,450 ha</td>
<td></td>
<td>Increasing maize, sorghum, and cowpea productivity for smallholder farmers</td>
</tr>
<tr>
<td>GUINEA</td>
<td>Potato</td>
<td>4600 Households</td>
<td>783 ha</td>
<td>Local traders and processors</td>
<td>Agronomic and business support to producers and entrepreneurs</td>
</tr>
<tr>
<td>NIGERIA</td>
<td>Cowpea, maize, soybean, rice and aquaculture</td>
<td>2 Million Farmers (EOP) 56 SMEs</td>
<td>157,500 ha</td>
<td></td>
<td>Build the capacity of private extension services and strengthen linkages between farmers and other stakeholders</td>
</tr>
<tr>
<td>RWANDA</td>
<td>Sunflowers</td>
<td>6500 Farmers</td>
<td>2,000 ha</td>
<td>Sunflower Processors</td>
<td>Connect sunflower processors to local farmers, implement good agricultural practices and improve the value chain</td>
</tr>
<tr>
<td>SENEGAL</td>
<td>Groundnut, maize, millet</td>
<td>15 Farmer Organizations (FO)</td>
<td>2,022 ha</td>
<td>Off-takers from industrial zone (agro-pole)</td>
<td>EUCORD leads quality-control and access to market components</td>
</tr>
</tbody>
</table>

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.