



– International Fund for Agricultural Development –  
– Identifying and sharing innovation in Western and Central Africa –

– Professionalization of farmers' organizations –

**I. Context**

**1. Name of the innovation**

Professionalization of farmers' organizations

**2. Country – Region**

Senegal

**3. Organization**

Agricultural Development Project in Matam (PRODAM)

**4. Who is the innovator?**

PRODAM

**5. Actors involved**

Producers' organizations from local communities, government technical services, credit institutions and the project

**6. Starting date**

1998

**7. Type of innovation**

Institutional

**II. Key concepts**

**8. Summary**

The initiative concerns the professionalization of farmers' organizations, seeking in this way to promote internal capacities for local development by boosting the capacities of grass-roots associations and inter-institutional coordination, consultation and negotiation frameworks. It consists of helping to develop the institutional infrastructure needed in order to respond to producers' concerns. The initiative adopts a participatory approach that sets producers at the centre of the process of analysing and validating the interventions to be carried out. This approach encourages conscious participation and has thus been supported by targeted literacy, management and organization training programmes.

**9. What problems does this innovation seek to solve?**

Following policies of State withdrawal and the empowerment of producers starting in the years of structural adjustment, producers were ill-prepared for assuming effective responsibility for their own development. This situation led to the establishment of phantom groups that very quickly lost all impetus after their tools of production became obsolete and they thus become ineligible for bank loans.

**10. Factors for successful replication**

This approach can be applied to the whole river valley where producers' groups have developed in the same context since the advent of hydro-agricultural schemes and the policy of State withdrawal. They face the same difficulties concerning production and the organization of producers.

**11. Main results**

- Close-knit, unified and therefore more viable grass-roots groups
- Re-establishment of the production capacity of farmers' organizations
- Re-establishment of trust between farmers' organizations and the National Agricultural Credit Fund
- Transparent, democratic management of farmers' organizations
- Establishment of an umbrella structure to represent, mediate and lobby in defence of producers' material and moral interests

**12. Target group(s)**

Farmers' organizations

### 13. Difficulties encountered

The following points require improvement:

- Consolidation of grass-roots organizations
- Support for the umbrella structures put in place
- Diversification of institutional partners
- Anchoring of umbrella organizations within the local institutional framework

### 14. Financial aspects

The financial cost of setting up the AKNB Federation (6 years): 131 farmers' organizations and 15,000 members:

- Restructuring of 131 grass-roots farmers' organizations (2 years)
- Training of leaders (6 years)
- Literacy training of members

Establishment of the federation:

- Training in various aspects of management
- Management equipment and documents
- Building of headquarters premises

Overall cost = CFAF 162,000,000, i.e. CFAF 27,000,000 per year

## III. Technical aspects

15. From the outset, the PRODAM established a process of participatory analysis and negotiation with local people with a view to the latter's assumption of responsibility for the project's interventions. It then moved on to institutional rehabilitation of all the farmers' organizations by:

- Restructuring existing farmers' organizations
- Boosting the capacities of organization members, especially by establishing management rules for good governance and support for the establishment of an umbrella organization

## IV. Further information

### 16. Key contacts

Name	Organization	E-mail
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### 17. Internet link

[www.prodam2.org](http://www.prodam2.org)

### 18. Key documents (document title + link or contact or address)

Note de présentation de la fédération AKNB (= Introduction to the AKNB federation)

PRODAM/Rural Organizations Promotion Cell

(to be placed on the project's site)