



**Connecting small producers to international markets**

- International product (coffee, chocolate)
- Limited local markets (fresh fruits)
- Higher value on the international market

- Quality of production (standard, safe food, international norms), certification
- International competition
- Financing the production, transport
- Evolution of the demand and taste of consumers
- Natural risks
- Yield

- Standardisation.
- All year long without having to make their own stock
- Big volume
- Fresh at low cost
- Don't want to trade with 200 000 small farmers

- Different roles depending on the value chain
- But they must always provide:
  - Efficient services with impact at the member level
  - Strong governance (leaders and managers)
  - While the coop is making profit
- It's a long term process and there is a speed limit in the changes the people can benefit from.

- Around 60 coop in CI, Ghana, Nigeria, Cameroun
- We work with the companies buying the cacao.
- We support the coop to support the farmers in terms of quality control, buying process, certification.
- We support the coop in governance.
- Each coop received specific trainings based on specific diagnosis.
- We support the coop to help them establish commercial relation with the buyers.

- FEDECOVERA- Federation of small cooperatives

What have we done:

- Value chain analysis with the farmers and leaders
- Analysing the market beyond the local traders
- Focusing on Organic cardamom
- Training in production
- Certification
- International trade shows

- UNEC- Union of small cooperatives
- Market analysis for their corn and barley
- Introduction of oregano with new technologies on small surface
- Mostly organic but not only organic
- A lot of R and D on variety to satisfy the market
- Export in Argentina and Brasil
- UNEC plays many roles to support the farmers



- Prepare the seedlings in nursery
- Distribute among the members
- Train the farmers to multiply
- Train the farmers to dry the oregano
- Buy and sell to the international market

- Risky, and we can't take risks with the poor's assets
- Private companies are not very predictable
- The market change faster then the mentality of small farmers
- Many external factors can have a big impact on your success or failures.
- Listen to your instinct
- Coop are resilient