

**65 % of the people in Africa derive their livelihoods from agriculture and natural resources. Rural development plays a crucial role in reducing poverty worldwide. Almost 1.8 of the world's two billion small-scale farmers and pastoralists live in developing countries, where agriculture is vital for local food security and contributes to economic growth.**

## Equity and growth for smallholders

The need for increased agricultural productivity and equal distribution of assets is both putting pressure on natural resources and on food availability. Due to climate change, higher weather variability could hamper agricultural and livestock production. SNV's key response is to provide innovative market-based solutions through value chain development and innovative business initiatives. We strengthen food security and the environmental sustainability of production through focusing on agricultural policies and innovations which valorise the smallholders' potential.

SNV is working to:

1. **Increase income and employment** for smallholders;
2. **Improve food security** and living conditions for poor and vulnerable groups;
3. **Strengthen the environmental sustainability** of agricultural production and meet the challenges of a changing climate.

### Approach

SNV takes a stand in favor of (small scale) family farmers and pastoralists (or 'smallholders') as viable economic actors in rural development, which need an adequate environment to meet market demands, food security and also to face the shocks in world markets. SNV strengthens agricultural value chains to enable them to seize market opportunities. This in turn boosts local economies and food security by ensuring there is fresh, local produce to sell – and eat. Our interventions help small-scale farmers to influence preserve agro- and biodiversity, making them less vulnerable to sudden changes in price and climate. Over the years we have learned that four factors are key to success:

#### **Inclusive development**

In recent years many countries have grown economically. Evidence shows however that economic growth alone does not reduce inequity. Better inclusion of farmers and pastoralists in agriculture policy agendas and markets will enable change for large numbers of people.

#### **Systemic change**

To realise inclusive and sustained agricultural development at scale it is not enough to assess and strengthen the capacity of single stakeholders. By doing system analyses and bringing relevant parties together and setting a joint agenda for agricultural development, we address underlying systemic constraints. This multi-actor approach includes a whole series of stakeholders, like smallholders' associations, small and medium enterprises, private companies and government agencies.

#### **Local ownership**

Effective and sustainable growth can only be achieved if local actors shape and drive their own agendas. SNV supports local partners, services and service providers to develop the agriculture sector in such a way that sustainable and equitable solutions are found and implemented.

#### **Contextualised solutions**

SNV's strong on-the-ground presence and networks enable us to develop and test solutions embedded in local contexts. We take proven solutions and work with local stakeholders to adapt them to specific challenges and needs in their contexts, enabling effective, economically viable solutions to development problems.



## Sector scope

### Crops

The crop sub-sectors cover a wide spectrum of commodities classified into **horticulture** (fruits and vegetables), **oil seeds** (including cotton), **tree/plantation crops** (tea, coffee) and **food staples** such as rice, cassava, maize and cowpea. Interventions range from national agro dealer revival programme, oil seed value chain development, tea and coffee plantations revival, onion to interventions that have a direct impact on food availability and access. Successful value chain financing has been facilitated in oil seed in Uganda and agro-input and output value chains in Zimbabwe. In the shea value chain, SNV interventions in Ghana, Mali and Burkina have focused on finding market solutions in the value chain. In Guinea-Bissau, cashew represents over 90% of the country export revenues and SNV is currently supporting the creation of small-scale processing units managed by producers' cooperatives. An intervention in cassava value chain is also implemented in DR Congo.



### Dairy and livestock

SNV supports producers, traders, processors and market actors to increase production, income and employment through commercialisation of the livestock sector. Interventions include revival of smallholder markets in Southern Sudan, Kenya and Zimbabwe, smallholder dairy linkages in Ethiopia, Kenya and Uganda, livestock infrastructure establishment (dip tanks, market pens and abattoirs) in Tanzania. SNV is supporting pastoralists in remote dry land areas to improve their livelihoods in Benin, Burkina, Mali and Niger through improving access to natural resources, increasing income generation by appropriate cattle marketing and improving service delivery by pastoralists' organizations to their members.



### Non timber forest products (NTFP)

Non timber forest products value chains supported by SNV in East and Southern Africa include apiculture/bee products (Zambia, Rwanda, Uganda, Ethiopia and Mozambique), Gum Acacia and Shea Butter (South Sudan). Interventions have included facilitating export markets in Ethiopia, Zambia and Mozambique, and policy improvement in Rwanda. In West and Central Africa, the support of SNV is focused on apiculture in Cameroon, DRC and Ghana through increasing the profitability of direct NTFP value chain actors for improved livelihoods. SNV interventions include value chain facilitation, access to finance and technical skills strengthening.



## Intervention Areas



## Some achievements

In **Guinea Bissau**, SNV supports cashew producers in up-grading their position in the cashew value chain by initiating processing activities. Four cooperatives initiated or increased their processing activities, both for cashew nuts and cashew apples. SNV supported the cooperatives in developing their capacities in enterprise management, processing techniques, marketing and commercialization. SNV also reinforced the abilities of the cooperatives in coordinating together so they can group their offer and improve their access to international markets.

SNV successfully brokered US\$380,000 investment for the **Mozambique** Honey Company to expand its operations and processing capacity. Through its outgrower scheme, at least 5000 rural families are expected to increase their income and improve their living standards through sale of US\$ 1 m. worth of honey.

In partnership with the West Africa Trade Hub, Global Shea Alliance, IFAD, AfDA and other associates, SNV in **Ghana** supports quality nut and organic nut production/certification training, Village Savings and Loans Associations for savings mobilisation and credit, for more than hundreds of shea producer organisations. Nut and butter production and incomes have increased for 11,073 women and 657 male beneficiaries in 336 groups/societies. In 2012, they mobilised and sold 750mt of nuts worth 126,900 US\$. Similarly 780 women and 41 men beneficiaries in 143 groups/societies participated in 6 butter value chains training and produced 272.80mt of quality butter worth 187,196 US\$ for sale which contributes to improve the quality of family life.

In Eastern Equatoria, **South Sudan**, SNV worked with cooperatives and farmer enterprises to enhance livestock sales and marketing. On average 4,000 animals are now being traded on a weekly basis between Kapoeta, Torit and Juba through these cooperatives and enterprises. SNV supported the establishment of two new livestock markets in Kapoeta South and North. Weekly sales at the Kapoeta North market have reached over 500 animals.

Through funding from the embassy of the kingdom of Netherlands, SNV in **Mali** implemented the 5-year Rural Economic Development Programme in Koulikoro region. The programme resulted in building farmer's entrepreneurship through the creation of 14 farmers unions comprising 18 404 members with 44.46% of top management positions assumed by women. Following the improvement of their professionalism, the farmers reduced sesame impurity levels from 10 to 3.5%; sold over 100 tons of improved shea butter and mobilised more than Euros 442 075 of commercial credit in 2011.

## Partnerships for sustainability

Our collaborative efforts with the Central Government, technical services, local authorities and other capacity development partners seek to ensure a favourable local environment while extending our relationship with the private sector, financing institutions & donors (Netherlands government, BMG foundation, SIDA, DDC, European Union, World Bank, USAID, AfDB) contributes significantly to the dynamics of trade to develop and improve market access to smallholders.

SNV partners with (inter) national knowledge institutes (IRAM, KIT, IIED, national West & Central Africa based universities) and Netherlands University (WUR, ISS), to conduct action research trajectory and develop the skills and competencies required in the agriculture sector to deepen and leverage our experiences and make solid and evidence based content available in food security.

## Our expertise

### **Advisory services: Creating effective solutions with local impact**

Advisory services are at the core of SNV's work. SNV has over 45 years of experience in the implementation of agricultural programs with local parties. Our central approach in the agriculture sector is Value Chain Development (VCD). Specific services in VCD include value chain financing, strengthening business service providers, market intelligence, sustainable production and effective public policy management. Other selected key practices SNV deploys include Inclusive Business - inclusion of low-income communities within the value chains - Impact Investing Advisory Services - connecting social investors to opportunities in emerging markets, with a focus on financing the 'missing middle'.

### **Knowledge networking: developing, sharing and leveraging knowledge**

SNV's long presence in the field and our on-going advisory work with more than 600 local organisations are fertile sources of knowledge and insight. Through studies, analysis of trends, effective monitoring systems and practices and documentation we consciously validate and leverage the use of knowledge. SNV has established a wide, global knowledge network on agriculture involving partners, clients, stakeholders and professionals.

### **Evidence-based advocacy: enabling environments for effective solutions with local impact**

SNV joins forces with governments, the private sector and civil society to enrich policy debate and development. Through offering facts, data and analysis based on real-life practices, we provide options that match the interests of smallholders and pastoralists. We support Inclusive Policy Development for environmental and institutional sustainability of agriculture by promoting sustainable land and water management, as well as policies which secure access to key assets, land and water resources for farmers and livestock keepers, enabling them to respond to market opportunities and guarantee food security.

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

**SNV is an international not-for-profit development organisation that works in 36 developing countries in Africa, Asia and Latin America. We help empower local communities, businesses and organisations to break the cycle of poverty by providing them with the tools, knowledge and connections they need to increase their incomes and gain access to basic services. We do this by providing advisory services, knowledge networking and supporting advocacy in the agriculture, water, sanitation and hygiene, and renewable energy sectors.**

**For more information on SNV's work in the Agriculture sector in Africa, please contact:**

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