



Innovating with Producer Organizations

- ***Market access (Guatemala)***
- ***Natural resource management (Colombia)***
- ***AKIS (Senegal)***

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OUTLINE

1. Why innovating with producer organizations?
2. Three cases of innovations with producer organizations:
 - Market access in Guatemala
 - Natural resource management in Colombia
 - An agricultural knowledge and information system evolving around POs in Senegal
3. Concluding remarks



1. Market Access for Smallholders through their Organizations:

- WB co-finances partnerships between POs and buyers that includes ***technological innovations***
- In Latin America, starting in 2004, now:
 - 2300 partnerships*
 - 110 000 participating rural households*

FROM



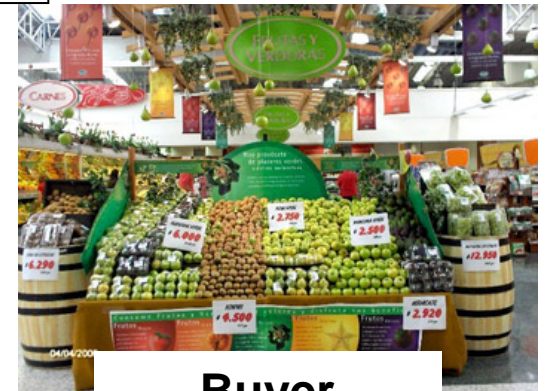
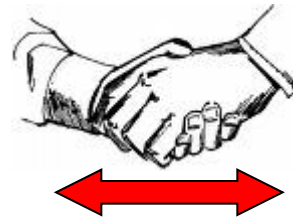
Individual produces or weak POs, selling in traditional markets

TO



Competitive Producer Organization

Economic Partnership



Buyer



- 92 Mayan farmers
- Horticulture for export :
0.46 Ha/HH
- Existence: 20 years

TA and training for productivity, quality, GlobalGAP and GlobalGIP



Some results

- 25% less reject by exporter (from 10% to 7.75%)
- 6% to 12% increase in producer unit price (for quality)
- 45% increase in marketed production
- Access to formal credit to buy a truck





2. POs and management of natural resources

Working with POs to introduce improved natural resource management

With FEDEGAN: Federación Colombiana de Ganaderos



FEDEGAN's objectives

- promote the adoption of biodiversity friendly sylvopastoral systems
- influence public sector policies for mainstreaming SPS

The challenge...

FROM

Degraded pastures:
40 million has
(35% of Colombia)
1 head/ha



TO

20 million hectares of
SylvoPastoral System
3-4 heads/ha





Sylvo Pastoral System

Alley cropping with *Leucaena*, *Crotalaria*, improved grasses with irrigation to establish. Once established, rotation range management

Cost: \$ 2000/ha

FEDEGAN's Role

- FEDEGAN leaders implement Sylvo Pastoral System
- organize:
 - members' visits to improved cattle ranches
 - intensive communication campaign
- Obtain *Payment for Environmental Services* from Gvt (30% of the cost of investment)



3. POs and access to knowledge and information

An Agricultural Knowledge and Information System Centered on POs:
The case of Senegal



**National
Committee of
RPOs**

**Regional
Committees
of RPOs**

**Local
Committees
of RPOs**

**Extension
Services**

**National
Agricultural
Research Fund**

**Ministries of
Agriculture
and Livestock**

**Research
Institutes
and
Universities**



An Agriculture Knowledge and Information System evolving around POs

Project designed with National Committee of RPOs

- Participation of POs on boards of research and extension institutions
- Matching grants for local and regional level POs to carry out R&D and contract extension services
- Strengthening of Federations (governance, audit)
- ICT
- Federations having access to funds to recruit consultants
- An extensive leaders' training program



Results:

- A very successful National Agricultural Research Fund for competitive grants
- 320 community-level POs committees to decide upon research and extension themes and investments
- a network of seed producer groups
- Grassroot financial services, PO-based



Thank you