

INTERNATIONAL AGRICULTURAL SEMINAR

**FINANCIAL SUSTAINABILITY OF  
FARMERS' ORGANIZATIONS**

CAN FARMERS' ORGANIZATIONS BE  
MORE FINANCIALLY SELF-SUFFICIENT?

NOVEMBER 30<sup>TH</sup> 2012

**Auditorium International**  
International Trade Union House  
Boulevard du Roi Albert II, No. 5 / 2  
B-1210 Brussels

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Organized by Collectif Stratégies Alimentaires (CSA)



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Contact : Collectif Stratégies Alimentaires (CSA)

Tél. : +32 (0)2 412 06 60 ; [secretariat@csa-be.org](mailto:secretariat@csa-be.org)

[www.csa-be.org](http://www.csa-be.org)

Cofinanced by the European Commission and DGD

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BELGE AU DÉVELOPPEMENT



## INTRODUCTION

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Currently, the dependence of most peasant organizations vis-à-vis external donors is very strong. For many organizations, the share of resources from their members or benefits is low. Of course situation can be different regarding the FO's level and functions (cooperative with economic activities, union ...). Relations between different types of FO is also questioned, particularly the way they can share resources from economic activities and allocate functions responding to family farmers' needs.

The consequences of the low self-sufficiency are manifold: a structural weakness of policy, the obligation to devote resources (especially staff and leader) to seek external financing, the obligation to comply with the administrative requirements of external funders, the risk of neglecting the specific aims of the organizations in order to comply with the strategic direction chosen by external donors (particularly strong instrumentation in fragile states), the distance between the organization and its members and a lack of ownership by the last of their organization.

This means that the stakes are high for the Farmers' Organizations (FO) to look for ways to obtain their own resources.

The first source of internal funding that comes to mind consists of membership fees. But often, this amount is symbolic regarding the FO's operating costs compared to weak income of members. The second is a levy on the sale price of the production of members (eg cotton). With the liberalization of most exportation-focused value-chains, the organization of such a levy becomes difficult. The third source is the services operated by the organization, including the payment of own services paid by members when they are direct « clients » (grouped purchasing of inputs, advice exploitation, ...) or services offered on behalf of a development program or project (against payment).

Exploring the possibilities of self-generating financial resources and capitalization of experiences of self-financing organizations can help improve farmers' organizations in terms of their autonomy and sustainability. It can also inform technical and financial partners on the opportunities and limits to the sustainability of their support to farmers' organizations.

Those are the main topics that will be approached during this seminar organized by the CSA in Brussels on November 30<sup>th</sup> 2012. It will bring together forty participants, including a dozen representatives of FO from the South, representatives of Belgian and European agricultural organizations, NGOS and representatives of funding agencies and development institutions.

## PROGRAMME – NOVEMBER 30<sup>TH</sup> 2012

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- 08:30 - 08:50 Welcoming of participants : registration, badges, coffee
- 08:50 - 09:00 Introduction, presentation of the objectives and programme of the seminar

<b>Session 1</b>	<b>Situation and challenges of financing of FO and agricultural professionals' organizations</b>
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*The first session will aim to describe the current situation of FO's financing: what are the FO's financial resources, what is the level of their (in)dependence. On this basis, impact of FO's financial (in)dependence on self-determining and "authenticity" will be questioned.*

- 09:00 - 09:20 Constraints on the self-determination of FO linked to dependence vis-à-vis funding  
*Denis Pesche – Sociologist Assistant director UMR ART-Dev, CIRAD – France*
- 09:20 – 09:40 Some references on the funding situation of FO and APO  
*Anne Souharse - responsible of monitoring and evaluation at AFDI - France*
- 09:40 - 10:00 Questions-answers
- 10 :00-10 :25 Coffee break

<b>Session 2</b>	<b>Experience of self-financing of FO and agricultural professionals' organizations</b>
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*Some farmers' organizations will present their experience in terms of self-financing: South, North, economic-oriented and advocacy-oriented organizations.*

- 10:25 - 10:55 SEXAGON – Mali  
*Faliry Boly – Secretary General SEXAGON*
- 10:55 - 11:25 FEPA-B – Burkina Faso  
*Bassiaka Dao – President of Confédération Paysanne du Faso*
- 11:25 - 11:55 KENFAP Services Ltd – Kenya  
*Charles Gitau – General manager KSL*
- 11 :55 – 12h25 BoerenBond – Belgium  
*Kristof Volckaert, Advisor Agricultural policy in developing countries*
- 12:30-13 :45 Lunch

**Session 3****The necessary organization to implement levies on the product commercialization**

*This session will focus on constraints and mechanisms for levies implementation on the product commercialization. Is the possibility of controlling products marketing a constraint for implementing levies in some value-chains?*

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| 13 :45 - 14 :15 | Main institutional mechanisms and lessons learnt from West African experiences<br><i>Ousmane Ndiaye – National manager ASPRODEB -Senegal</i> |
| 14 :10-15 :00   | Discussion on lessons learnt from session 2  |
| 15 :00-15 :20   | Coffee break   |

**Session 4****Ensuring the "percolation" of resources collection to all organizational levels of the producer's organizations**

*All FO cannot implement levies on the product commercialization; however all FO need some financial independency. Often, FO have institutional linkages with others FO implementing levies and some redistribution of financial resources is organized. This last session will explore the way to organize such redistribution of resources and, more generally, the necessary linkages between economic-oriented and advocacy-oriented FO.*

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| 15:20 - 15 :30 | Articulation between the FO's different levels and functions in terms of financial self-sufficiency<br><i>Mamadou Cissokho, honorary president ROPPA</i> |
| 15:30 - 16:30  | Debate   |
| 16:30 - 16:45  | Summary of the day's discussions   |
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