

Course of action for support by Agri-ProFocus:

- Step 1 An agricultural producer organisation submits a request for support to one of the Agri-ProFocus partners in the way required by that partner.
- Step 2 If the expertise of one or several of the other partners is needed or desired, the request is sent to the secretariat of Agri-ProFocus. Agri-ProFocus contacts other partners to assess the feasibility of the request.
- Step 3 The original request is translated into a concrete proposal, either with the aid of the receiving partner or the aid of a specialised organisation.
- Step 4 The coalition for the project is formed. The secretariat of Agri-ProFocus performs the role of 'services broker' and coordinates the setting up of the project.
- Step 5 One of the partners in the coalition takes the role of 'leading agency' and is responsible for the follow-up of the project.



Agri-ProFocus

Contact

Requests for support can be submitted through one of the participating organisations.

The secretariat of Agri-ProFocus performs the role of focal point and services broker for the participating organisations.

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Photography:

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Advantages

This approach offers producer organisations the following advantages:

- Sending a request to only one of the participating partners will be sufficient.
- Specific expertise of the participating organisations will be accessible, which leads to a quicker response and more complete advice.
- Specialised data and information on and for producer organisations will be available.

Participating organisations:



Dutch public private partnership for agricultural producer organisations in developing countries



Focus on cooperation



Joined in action

Agri-ProFocus is a Dutch partnership of 19 development and agricultural organisations, credit and training institutions and research centres. This initiative is fully endorsed by the Dutch Government.

Agri-ProFocus has one clear aim:

"Delivering complementary services to strengthen producer organisations of farmers in developing countries."

Agri-ProFocus matches the needs of producer organisations with the most appropriate organisations and services when a multi-actor and multi-services approach is needed or desired.

In addition, Agri-ProFocus stimulates the exchange of knowledge and experiences gained through working with producer organisations by facilitating a knowledge platform.

Supporting producer organisations

Work and income in rural areas of developing countries are key factors in strategies to alleviate poverty. The agricultural sector is very important for employment in these areas. Of the 1.2 billion farmers in the world, 95% live in developing countries. Therefore, strengthening the production, processing and marketing capacities of farmers in developing countries will be invaluable in achieving the first Millennium Development Goal: diminishing poverty by half by the year 2015.

Agri-ProFocus partners believe that producer organisations are indispensable for achieving agricultural development that is both sustainable and equitable. The partnership therefore aims at strengthening the position of producer organisations.

Agri-ProFocus at work!

For a producer organisation it is often not clear which of the Dutch development, credit, training or research organisations it should address with a request for support. Moreover, a request usually involves multiple aspects that cannot be handled or resolved by one organisation alone. Cooperation within Agri-ProFocus should provide quick and coordinated response to requests for support from the Dutch organisations.

In the new Agri-ProFocus approach, whenever a participating organisation receives a request for support that will also require the services of others, it forwards the request to the secretariat of Agri-ProFocus. The secretariat of Agri-ProFocus acts as services broker and contacts other participating organisations to form a coalition of partners which can offer the requested services. However, the producer organisation remains responsible during all stages of the project.

Any project proposal from a producer organisation that promotes an multi-actor approach to capacity building and agricultural chain development may be eligible for the Agri-ProFocus course of action for support. Expected effects of these supportive actions are:

- Increased market access for farmers.
- Effective cooperation between primary producers and other market actors.
- Strengthened internal organisation for effective decision making and member participation.
- Strengthened negotiating position of producer organisations in national and international issues.
- Increased access to credit facilities for farmers.
- Effective strategic north-south alliances to strengthen the position of farmers in the international market.

