

# Agri-Business Facility for Africa (ABF)

*Breitenwirksame Förderung von Investitionen ländlicher KKMU in Afrika*



## Background

Millions of rural micro, small and medium entrepreneurs (MSME) dominate African agro-food value chains. To unfold their potential as suppliers, investors and employers, and to manage risks they require business skills. **Farmer Business School** (FBS) has been developed and implemented with public and private partners in large scale<sup>1,2</sup>. Impacts on incomes, producer organization, employment and access to financial services are proven by evaluations. This triggers unceasing demand for FBS since 2012 and more recently for **Cooperative Business School** (CBS) and the **Processor Business School** (PBS). More than 20 programs of German development cooperation, partially cofinanced by European Union, their public and private partners have been supported to introduce, adapt and manage FBS and other agri-business trainings. Advisory provided has supported them in making practical experience on scaling-up. On top to time and funds saved, partner resources and target group investments are levered. These scaling-up processes build on specific methodological and management knowledge, skills and tools cutting across value chains and countries.

The Agri-Business Facility for Africa (ABF) has been designed with users comprising development programs, their public and private partners as a pan-African hub to support MSMEs' agribusiness skills development in large scale.

## Our approach

Our goal is to enhance larger scale impact of support measures that private and public entities and development programs provide for agribusiness MSME in Africa.

**We advise and support development programs, national or regional organizations and companies upon their requests** in the following areas:

1. Adaptation, implementation and management of tried-and-tested agribusiness training courses in line with their needs, commissions and/or strategies.
2. Training of students and young professionals at selected vocational schools and training centres as multipliers for tried-and-tested agribusiness training approaches.
3. Development of innovative analytic tools, training approaches and networks for successful agribusiness and support measures.

Requesting parties have intervention strategies, commissions and funding to materialise large scale agribusiness trainings for rural MSME. The emphasis is on MSME operating in the primary sector (agriculture), the secondary sector (processing) and the tertiary sector (trade, technical and financial business services). This also includes their business organizations. In addition, ATVET institutions are targeted as partners for the formal qualification of young agribusiness professionals as disseminators of the professions.

Agri-Business Facility for Africa (ABF)	
<b>Funded by</b>	Federal Ministry for Economic Cooperation and Development (BMZ)
<b>Project region</b>	Intervention zones of requesting partner programs, organizations and companies in Africa
<b>Duration</b>	01/2020 – 05/2023
<b>Budget</b>	4.800.000 EUR



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<sup>1</sup> Sustainable Cocoa Business, West and Central Africa (SCB 2009-2014) cofinanced by BMGF, WCF and NIRSAL

<sup>2</sup> Sustainable Smallholder Agri-Business, West and Central Africa (SSAB, 2014-2019) cofinanced by EU from 2014 to 2018

ABF contributes to the Sustainable Development Goals indicated below and to the Agenda 2063, Africa's economic development blueprint adopted by its Heads of State and Government. According to its impact indicators, the support of ABF shall translate into inclusive growth, job creation, increased agricultural production, investments in technologies, youth empowerment, and the provision of basic services.



ABF builds on the dynamic and unceasing demand from AU member countries for tried-and-tested agribusiness trainings. ABF cooperates also with African Union Development Agency-NEPAD. Curricula developed in the past years on livestock production, on good agricultural practice, related investments for adaptation to climate change or on non-timber forestry products indicate that demand evolved far beyond classic promotion of agricultural value chains.

## FBS & Co in Africa

Interested parties that want to scale-up these successful agribusiness trainings can build on proven impacts, cost-effectiveness, standard tools, evidence, networks of practitioners and Master Trainers. The tool kit covers strategic clarification, economic and investment analysis, diversification, adult training, planning, M&E, budgeting and contracts.

Specific factsheets provide more details on FBS, FBS Innova (digital App) CBS, PBS and other approaches, on modes of support and scaling-up.



## Partner voices and goodwill messages

The following has been captured from the appraisal mission implemented in 2019 to design ABF with users comprising development programs, their public and private partners:

- *So far all support has been on demand and this has worked well. The programmes have to proactively reach out when they need support.*
- *It is really fantastic to have a project dedicated to promoting use of FBS. The support makes the process so easy and user-friendly.*
- *Facility provides materials, reviews documents of the team in Namibia and provides advisory support on important questions e.g. how to select the trainers in the most sustainable way.*
- *The professional and personal development offered to our FBS trainers is an immortal asset that we will continue to build on and use for national development in line with the sustainable development goals.*
- *FBS Facility of SSAB is wrapping up leaving us with great memories and we are most grateful for the tremendous effort, energy, tact, time and resources brought together. May the Agri-Business Facility for Africa have even greater achievements.*

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