

Project title : PROPAC - Professionalisation of the Professional Agricultural Organisations of the Agropole Centre

Project place	Project cost	Role in the project	Technical and financial sponsors	Dates
Senegal	440 000 €	Coordination	Solidagro, 3AP, BDA-ENABEL - Belgian Development Agency, Broederlijk Delen	July 2021 - July 2024

Project's goals and results

Main goals

Promote models of Professional Agricultural Organisations for a more equitable marketing and a resilient agricultural sector favourable to the emergence and development of an inclusive and sustainable agri-food sector in the Sine Saloum

Specific objectives

Promote the adequacy between the **bearing agricultural production sectors** and the demands of agro-industrialists (in particular the Agropoles) by supporting the development of leading POs in the departments of Kaolack, Fouta Djallon and Niakhar.

Beneficiaries

- 31 POs in the groundnut, cereal (maize and millet), salt, sesame, cashew, horticulture and NTFP value chains, including 10 supervised by PARERBA
- Agribusinesses and other economic actors will benefit indirectly from the project's services
- The populations of the localities of the targeted POs who will benefit from the actions and opportunities offered thanks to the development processes triggered by the project

Results

R1. The different POs targeted by the action, market their members' products at **more remunerative** and fairer prices thanks to a better reliability and viability of their relations with the **agro-industrialists**

R2. The POs targeted by the action have a better structured **governance** model with a collective project and collaborative tools compatible with the sustainable development of the agricultural sector of the Agropole Centre

R3. The services provided by the targeted POs improve the **productivity** of their members and constitute a showcase of success for those who are still not very active

Three of these cooperatives have developed websites, a means of increasing the visibility of their actions:

[COOPSEL](#)

[COOPEDELSI](#)

[COORDID](#)

Activities

A1. Participatory situational analysis of supply (quality and quantity, marketing system, own resources, available resources, ambitions, constraints); diagnostic analysis of the **marketing opportunities in the territories**, (study of demand; B2B Buyer-Seller meetings, awareness-raising days on marketing opportunities; support for contractualisation); training on negotiation and contractualisation techniques

A2. Strengthening the **structuring of POs** (training on the roles and responsibilities of leaders, on the functions of a PO), governance and dynamism of POs (compliance with OHADA law; definition and development of a common project and collaborative tools); training/awareness-raising on transparency and accountability; training on profiling new members

A3. Participatory analysis of **services provided** by POs; training on inclusion strategies and distribution of benefits; training of endogenous facilitators on production, harvesting and post-harvest technical itineraries; capitalisation activity