

# 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)**. About 55 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 agribusiness 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 objective

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.

## Your approach – our support

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 professionals at selected agricultural vocational schools and training centres as multipliers for tried-and-tested agribusiness training approaches;
3. Development of innovative analytic tools, ICT media and Apps, training approaches and networks for successful agribusiness and support measures.

Requesting parties have intervention strategies, commissions, and funding to materialise large scale agribusiness trainings and other interventions. 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, Selected AT-VET institutions have become partners for formal qualification of young agribusiness professionals.

Agri-Business Facility for Africa (ABF)	
Funded by	Federal Ministry for Economic Cooperation and Development (BMZ)
Project region	Intervention zones of requesting partner programs, organizations and companies in Africa
Duration	01/2020 – 05/2023
Budget	6,300,000 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 Sustainable Development Goals 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, investment in technologies, youth empowerment, and the provision of basic services.



After a pan-African competitive selection, ABF supports 8 ATVET institutions to upgrade their agribusiness training offers for more impact on youth employment and inclusive growth.

## Partner voices

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.*
- *It is 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 our team and provides advisory on important questions e.g. how to select the most suited trainers.*
- *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.*

ABF responds to unceasing demand from AU member countries for tried-and-tested agribusiness trainings FBS, CBS, PBS, and underlying methods. ABF cooperates also with African Union Development Agency-NEPAD to scale successful approaches. Curricula developed in the past year 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 impact models, cost-effective approaches, standard tools, networks of practitioners and certified Master Trainers. Support and tool kits cover strategic clarification, economic and investment analysis, diversification, adult training, planning, M&E, budgeting, and contracts. Specific factsheets provide more details on Farmer Business School (FBS), FBSInnova (FBS Smartphone App), Cooperative Business School (CBS) & Processor Business School (PBS).



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