

# COMMUNITY GRANARIES

*Improving the income and food security of small producers in the Matam region*

**Innovative granaries and an efficient marketing system**



## KEY FIGURES

- 72% of households in rural areas of Senegal work in farming
- 50% of them live under circumstances of low or limited food security.



## CHALLENGE

### Food insecurity

For 10 years, agricultural production has been in decline, due to a serious lack of rainfall. In addition, all the farmers in one region are producing the same crop at the same time, and have no storage system or lorries. They therefore have to sell their produce at the same time, in the same place, to the same traders. This temporary over-production and the lack of storage result in the loss of much of the crop (20-60%), while the rest has to be sold at rock-bottom prices. This exacerbates food insecurity for consumers and small producers.

### Needs for storage and funding

Effective storage and funding solutions will enable these small producers to store part of their produce and resell it at the most opportune moment.



### A limited, unsuitable response

Existing storage facilities are limited and poorly designed. They are often built of cement, roofed in sheet metal, with large openings, resulting in very high temperatures, substantial draughts of warm air that dry the produce, and strong light that speeds up the ripening process. Funding solutions (storage loans) are also very rare.

## AIMED MDG\*

- Goal 1: To end poverty, in all its forms, all over the world
- Goal 2: To end hunger, ensure food security, improve nutrition and promote sustainable agriculture
- Goal 5: To achieve gender equality and empower all women and girls
- Goal 12: To establish sustainable consumption and production patterns

\*Millennium Development Goals

## OUR PROPOSAL

### High-quality granaries

Simple, innovative and efficient granaries will keep the crops in the dark and at a cooler temperature (20-25°), day and night.



### Training

Small producers will receive training in soil improvement, agro-ecology and the management of income-generating activities.



### Business solutions

Choosing the best existing tools will mean that market price trends can be monitored, and agricultural produce grouped and transported.

### Financial support

Small producers will have access to microloans to fund agricultural campaigns and the storage period, and to develop income-generating off-season activities.



### A viable economic model

A social enterprise will organise and sustain the storage and marketing of the produce.

## OUR PARTNERS

### ■ CRATerre

This Earth architecture research centre has been active in 60 countries for more than 30 years. Has already tested granary models and will design and build these granaries in Matam, then train Senegalese technicians. We have already successfully worked together in Haiti to build earthquake- and typhoon-proof housing.

### ■ EDF Foundation International Solidarity Programme:

will be taking responsibility for the design and installation of the cooling system for the buildings.

### ■ Oussouye provincial council:

already involved in the alignment and coherence of the project with the region's strategic objectives.

### ■ The federation of GPFs

(women's production groups): 27 GPFs in Matam belong to this federation.

## BENEFICIARIES

### ■ 2,800 producers,

GPF members, all living in extreme poverty (income below the national poverty line, limited access to basic services, low level of education and large number of dependants).

### ■ 4,320 onion producers

(men and women), members of the Valley Onion Producers Association.

→ **35,000 indirect beneficiaries** in total (the producers' children and stakeholders in the sector).



## CONTACTS

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## OUR STRENGTHS

### Reduced solar equipment pricing

Thanks to a considerable decline in the price of solar equipment, we will equip granaries with an effective solar-powered cooling system.

### A strong presence alongside our producers

For many years, Entrepreneurs du Monde has been providing full support (financial services, appropriate training) to small producers in Burkina Faso, Myanmar, Vietnam and Senegal, especially in the Matam region, as part of the Decentralised Cooperation programme, which has supported 530 projects with more than 2,000 beneficiaries since 2008.



Since 2016, Entrepreneurs du Monde has been incubating FANSOTO, a Senegalese microfinance institution, which will grant and manage advance payments to farmers while their produce is in storage.

## A PILOT ON TWO GRANARIES

After consulting the populations concerned and conducting preliminary market research (architectural and economic models, solar equipment), we are now entering phase 2 of the project:

### March 2018 to March 2019

- Technical design: choice of construction method and solar equipment, followed by construction.
- Selection of the economic test model: purchase and resale of produce, storage space rental, etc.
- Analysis of sale and transportation systems to be offered after storage: individual sales or shared negotiation and transport, etc.
- In-depth analysis of small producers' needs in terms of production techniques in promising sectors.
- Design and implementation of a programme of support and training in agricultural management and techniques.

### April to July 2019

- First storage of 50 tons of onions.
- First storage loans to farmers.
- Microloans and training in supplementary income-generating activities.
- Technical adjustments to maximise storage and monitoring of price trends.

### August to March 2020

- Sale of produce, redistribution of benefits.
- Technical and economic adjustments, business plan creation. Storage of other crops (cabbages, potatoes, carrots, etc.) and seeds.

### From March 2020

Implementation of the enterprise's business plan, legal establishment and fundraising for the launch.

## FINANCEMENT

The budget for Year I of this pilot is €150,000. The Monaco Cooperation programme is already strongly committed to the project alongside Entrepreneurs du Monde, but we are still seeking other partners to complete the financing of Year I and prepare a solid future.

