## **ENTREPRENEURS** du Monde

**SENEGAL** 

18 million inhabitants

work in agriculture

\*Human Development Index

**MILLENNIUM GOALS** 

164<sup>th</sup> out of 188 in the HDI\* classification 72% of households in rural areas of Senegal

50% of these experience food insecurity

Source : http://hdr.undp.org/en/countries/profiles/SEN

# **FAWROU REMOBE**



Storage solutions for agricultural produce to improve food security in the Sahel

### BACKGROUND ······· MISSION ······



#### **Food insecurity**

In the north-east of the country, on the very edge of the advancing desert, intense drought and lack of access to quality seeds result in reduced crop productivity. In addition, small farmers all grow the same crops at the same time and have no access to storage granaries. This overproduction, combined with the lack of storage facilities, leads to huge losses or very low prices. This situation increases food insecurity among small producers and their families.



#### Support for storage and marketing In 2018, Entrepreneurs du Monde set up a project to offer small farmers effective storage and financing solutions that enable growers to store part of their crop and sell it at the optimum moment.

### METHODOLOGY ······



DIALLO His onion harvest was saved: thanks to the granary!

MOUSSA

Moussa is a young farmer with a disability. Married with five children, he lives in the Nawel neighbourhood of Matam. During the 2019 growing season, he dedicated an entire halfhectare plot to growing onions. But because his crop matured late, he had considerable difficulty selling it. In desperation he approached Entrepreneurs du Monde and was able to store 8.5 tonnes of onions in the brand new granary. Moussa stopped his produce from spoiling and improved his turnover, allowing him to survive the hunger gap and save money for the start of the new school year.



#### Granaries, loans, training and logistics

The team builds earth granaries: simple, innovative and effective structures where produce can be stored in a dark, cool place (20/25°), day and night. Small producers receive training in soil improvement, agroecology and management. The team monitors market prices and helps arrange the grouped transport of agricultural produce.

Small producers get access to microloans to finance their crop year and the storage of harvested produce.



**SUPPORT** 

The project is run by a team from Entrepreneurs du Monde made up of Senegalese and French professionals and supported by partners in the fields of finance (Coopération Monégasque, Fondation EDF, etc) and technology (CRATerre\* and EdF). To help roll out this project and ensure its viability, the team will be creating a storage and marketing social enterprise which will also help strengthen the agricultural sector.

\*CRAterre: French laboratory researching raw earth architecture http://craterre.org/

## FOCUS

#### A SUCCESSFUL TRIAL RUN WITH 35 TONNES OF ONIONS



#### The pilot project proves a success!

After 3 months' storage, 80% of the 35 tonnes of onions were in good condition and sold for a very good price. This first storage period enabled the team to test the architecture and identify a number of improvements to be incorporated into the second pilot building, scheduled to begin at the end of 2019.



Producers followed the pilot project closely as the development of a sustainable storage solution is vitally important to them.

#### **On-site training for the second granary**

Now that the concept has been tested, Entrepreneurs du Monde is planning to apply the lessons that were learned by constructing a second, improved building as part of an on-site training programme which will enable the craftspeople who will be developing the project over the next few years to learn as they build.



Entrepreneurs du Monde plans to build 30 structures storing 3,000 tonnes each year. The social enterprise Fawrou Remobe («farmers' granary» in the Fula language), which will be responsible for managing these granaries, will also help producers keep better track of market prices and negociate as a collective.

This project is built around a strong ownership model thanks to an inclusive, participatory approach which involves producers in both the design stage and the various activities it carries out. The producers provide Entrepreneurs du Monde with land on which to construct the new buildings in each chosen area. These areas were selected following a large-scale field study carried out by the Universitaire de Saint-Louis, a partner in the project.

#### **HIGHLIGHTS** ····



#### **Construction of a pilot granary**

Overseen by CRAterre, we built a pilot granary using a local workforce and local materials. It can store up to 50 tonnes of local agricultural produce — in particular, onions — for up to 5 months. Completed in March 2019, it received its first crop of onions in April.



#### A space for seed production

To meet the need for high-quality seeds, we created a space alongside the granary for reproducing and experimenting with farmers' seeds, equipped with a solar-powered pump and a 5000-litre water tower. We will be using this to offer practical training in how to produce high-quality seeds so as to help producers achieve independence more quickly.

#### OUTLOOK ····



#### **Building skills**

Non-compliance with technical instructions (from soil preparation through to harvesting) negatively affects the quality of agricultural produce. That's why we carried out a study among producers to help us design an appropriate range of technical training and support.

Enabling small producers to better follow production systems and agroecological production techniques leads to improvements in the quality and volume of their produce.



#### **Providing financial services**

Thanks to the opening of a service centre for FANSOTO, a microfinance institution incubated by Entrepreneurs du Monde, small producers now also have access to a range of high-quality local services, both financial (savings and unsecured microloans) and non-financial (management training, follow-up and social support). Each loan is tailored (amount, instalments, term) according to the individual's ability to make repayments and the seasonal nature of their work.

## Agroforestry to combat desertification

The area of Senegal most affected by the advance of the desert is Matam. Reforesting is the only way to stop soil degradation and adapt to the changing climate.



In collaboration with the Water and Forestry Service and the municipality of Matam, we plan to develop nurseries for both forest and productive trees (fruit trees, hedgerow, aerial fodder etc) so that everyone will be able to replant around their houses, fields and even in the scrub at a regional level.

