



ValueLinks NEWSLETTER November 2017

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Dear Reader,

This is the 16th edition of our ValueLinks newsletter that gives you an overview on the activities and events around ValueLinks in the period August to November 2017.

Please note: The Annual Assembly of the International ValueLinks Association will take place at GIZ in Bonn, Germany, on December 18-19, 2017. All association members are kindly invited to participate (please see the separate e-mail sent to our association members or please contact us at info@valuelinks.org). The first day of the Annual General Assembly will be dedicated to general association matters, whereas the second day will focus on the exchange of experiences among ValueLinks experts based on short presentations by ValueLinks members on innovative value chain promotion activities and results in 2017. We look forward to welcoming a large number of association members in Bonn.

Please note: For our international members and those who cannot be in Germany, we offer the **opportunity to participate in the annual assembly online** via Skype for Business. We will provide you with a link to join the assembly virtually. Members will get further instructions by e-mail.

As you are all aware, the final draft of the new manual ValueLinks 2.0 is available in two pdf files on the website: www.valuelinks.org/manual. You still have the opportunity to revise ValueLinks 2.0 and make comments, suggestions and, if necessary, correct errors. You don't have to read it all, just check on the issues that interest you. Every module has a detailed table of contents.

Andreas Springer-Heinze, Sonia Lehmann, Alfons Eiligmann, Ute Jacob

You can reach the editors at info@valuelinks.org. For information on the association and earlier editions of the newsletter, please visit:

www.valuelinks.org

1. VALUELINKS TRAINING SEMINARS

ValueLinks Seminars August - October 2017

Date/Place	Seminar/Participants	Trainers	Contact
August 21-28, Cotonou, Benin	The GIZ programme "Promotion de l'Agriculture – ProAgri" organised a ValueLinks 2.0 training seminar with 20 participants from the Ministry of Agriculture, Livestock and Fisheries and other organisations.	Dieu-donné Konnon, Wammasse Cohovi	dkonnon@yahoo.fr , cofawammasse@yahoo.fr



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August 28-31, Tunis, Tunisia	The GIZ programme "Promotion d'une Agriculture Durable et du Développement Rural (PAD-II) organised a 4-day <i>ValueLinks</i> Introductory Training Seminar in French for project staff and key partners organisations at national and provincial level. 29 participants attended the training.	Alfons Eiligmann, Neila Dridi	eiligmann@idc-aachen.de , dridi.neila@gmail.com
September 18-22, Antananarivo, Madagascar	IDC and SAVAIVO, a local consultancy specialised on natural resource management, organized a 5-day <i>ValueLinks</i> Introductory Training Seminar in French. 28 participants from GIZ projects and counterpart organisations attended the training.	Alfons Eiligmann, Ludovic Solofohariniaina	eiligmann@idc-aachen.de , ludovic.solofohariniaina@giz.de
Nov. 6 -16, 2017, Dushanbe, Tajikistan	The GIZ programme TRIGGER organized a 5-day <i>ValueLinks 2.0</i> Introductory Training Seminar with 30 participants and a 2.5 day Training of Trainers Seminar with 10 participants in Russian language for project staff and partner organisations in Tajikistan. As a result, a core group of qualified <i>ValueLinks</i> facilitators starts working in Tajikistan.	Alfons Eiligmann, Munira Akilova	eiligmann@idc-aachen.de , arinum.77@mail.ru

Coming up

Date/Place	Seminar/Participants	Trainers	Contact
Nov. 20-23, 2017, Bad Godesberg, Germany	GIZ organizes a 4-day <i>ValueLinks 2.0</i> Introductory Training Seminar in Germany with a delegation of participants from Zimbabwe. The seminar includes an introduction into the agricultural sector in Germany and is followed by a study tour to German cooperatives and support organisations.	Alfons Eiligmann, Paul Armbruster	pedro.pacheco@giz.de , eiligmann@idc-aachen.de
Dec. 4-8, 2017 Siem Reap, Cambodia	5-day <i>ValueLinks 2.0</i> Introductory Training Seminar in Khmer language in Cambodia. The seminar is fully booked.	Sothet Chhay, Alfons Eiligmann	training@idc-aachen.de
Dec. 4-8, 2017 Bamako, Mali	The GIZ project Green Innovation Centres in the Agriculture and Food Sector (GIAE) organizes a 5-day <i>ValueLinks</i> Introductory Training Workshop.	Local trainers, coached by Dieu- donné Konnon	dkonnon@yahoo.fr
Jan 16-18, 2018, Aachen, Germany	3-day <i>ValueLinks</i> intensive training in a small group. The training is open for registration of participants. Participation fees are applied. In case of interest, please contact training@idc-aachen.de for further information.	Alfons Eiligmann	training@idc-aachen.de
April 23-27, 2018, Siem Reap, Cambodia	5-day <i>ValueLinks 2.0</i> Introductory Training Seminar in Khmer language in Cambodia. The seminar is open for registration of participants. Participation fees are applied.	Sothet Chhay, Alfons Eiligmann	training@idc-aachen.de
June 4-8, 2018, Feldafing, Germany	Early announcement: The next 5-day <i>ValueLinks 2.0</i> Introductory Training Seminar in English language in Germany will be organized by GIZ-AIZ. The seminar will be open for registration early next year. Participation fees are applied. In case of interest, please follow www.giz.de/akademie or contact info@valuelinks.org .	N.N.	kundenportal-aiz@giz.de Tel: -49 (0)2224-926-444 or info@valuelinks.org
Sept. 17-21, 2018, Bangkok, Thailand	Early announcement: GIZ-AIZ offers a 5-day <i>ValueLinks 2.0</i> Introductory Training Seminar in English language in Thailand. The seminar will probably be open for registration early next year. Participation fees are applied. In case of interest, please follow www.giz.de/akademie or contact info@valuelinks.org .	N.N.	kundenportal-aiz@giz.de Tel: -49 (0)2224-926-444 or info@valuelinks.org



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2. INNOVATIONS AROUND VALUELINKS

Webinar series on ValueLinks and agricultural value chains

The GIZ sector project Agricultural Trade and Value Chains, the GIZ SNRD working group Agribusiness and Inclusive Value Chain Development, and the GIZ “Fach- und Methodenbereich” FMB organize a series of online webinars for information about *ValueLinks 2.0* and experience exchange among projects. The webinars will be facilitated by Dr. Andreas Springer-Heinze and Alfons Eiligmann. The first webinar “ValueLinks 2.0 – What’s in it for you?” will take place on November 17, 14-15h (CET). Another five webinars will take place in the first half of 2018. If you are interested to participate, please contact: info@valuelinks.org.

Complete set of ValueLinks 2.0 training material available now in Russian language

The GIZ programme TRIGGER (Towards Rural Inclusive Growth and Economic Resilience) in Tajikistan supported the translation of the *ValueLinks 2.0* training material into Russian language. All eleven *ValueLinks* modules are available now in Russian. We will upload these new Russian versions to the *ValueLinks* website in the coming weeks, after a first test in two seminars and final adjustments. We thank the programme TRIGGER, our *ValueLinks* member Wulf-Hendrik Goretzky and the translator Munira Akilova for this contribution. Contact: IVLA member Wulf-Hendrik Goretzky, wulf-hendrik.goretzky@giz.de and info@valuelinks.org.

Alternative Development & ValueLinks – How does it work together?

Alternative Development (AD) is a rural development approach for communities dependent on drug crop cultivation. Developed in the last five decades in South East Asia and Andean countries, the approach has run through an evolution from drug crop substitution to a more holistic, integrated rural development. AD seeks to tackle the root causes such as poverty, food insecurity, lack of access to arable land and to markets, as well as to legal income opportunities. It aims at reducing communities’ dependence on the illicit drug economy (cultivating coca, poppy or cannabis) via diversification of rural livelihoods. The United Nations and its member states recognize AD as an integral part of a balanced and comprehensive global drug policy.

Since 2011, GIZ collaborates with the EU regional drug policy program COPOLAD, implemented between the Community of Latin American and Caribbean States (CELAC) and the European Union (EU), in the sub-component Alternative Development. COPOLAD serves as a platform for regional exchange on best practices and lessons learned. GIZ engages in the implementation of a series of policy dialogues and capacity building workshops, helping to forge sustainable drug policies. In the first phase of the COPOLAD program, participants mainly from Bolivia, Colombia, Ecuador and Peru opted to profound their knowledge in value chain development, in order to tackle limited access to markets and improve income opportunities for small-scale farmers. Since 2015, eleven CELAC countries engage in the AD related activities of COPOLAD II.

In 2017, GIZ and COPOLAD implemented a series of three workshops using the methodology of *ValueLinks* for representatives of the national drug agencies and public entities of other related sectors (e.g. Ministries of Agriculture) as well as practitioners implementing AD, including farmers associations and cooperative. About 25 participants joined in May, in Quito/Ecuador, in September,



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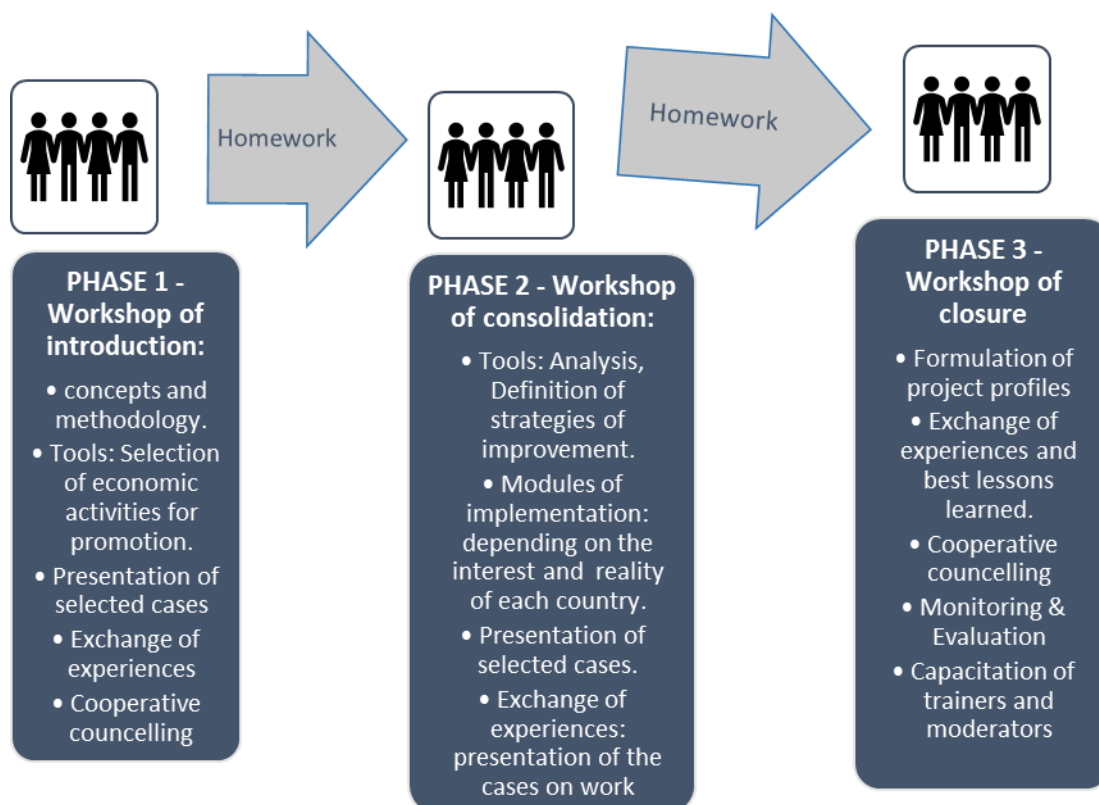
in Asuncion/Paraguay, and in October, in Mexico City, for a peer-to-peer learning on value chain development in the context of AD.

A *ValueLinks* trainer (Günter Viteri Schönberger) designed and moderated the workshop in collaboration with GIZ and COPOLAD. In the introductory workshop in Quito/Ecuador, participants learned about the concept and tools of *ValueLinks* and their application in project cycle management. They selected examples from their daily work to apply the methodology during the workshop process.

During the second workshop in Asuncion/Paraguay, participants worked on the analysis and definition of strategies for value chains. Participants from experienced AD-implementing countries such as Bolivia, Colombia and Peru engaged with newly interested countries in a discussion about the applicability of value chain development and the *ValueLinks* tools in a fragile rural environment.

During the third workshop, participants had the opportunity to present progress made in their own projects and to show how they used different tools in the context of their daily work. In-between the three workshops, participants have been attended in a chat room installed on the webpage of COPOLAD to expose their questions and problems while experimenting the tools in practice in their home country.

Fig1. Process of capacity building to design projects, measures, programs and activities for establishing value chains in the participating countries.



Since the first workshop, Peru for instance integrated different elements of *ValueLinks* in a study to identify new products of promising value chains in the province of Tocache, San Martín. By mapping the value chain of aromatic cacao with all key actors they identified the necessity to found a new organization (Central de Aroma) representing seven organizations. Guatemala presented the analysis of a value chain of honey production in opium poppy cultivating areas – identifying problems and possible solutions for about 10.000 honey producers organized in different small organizations,



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indicating the need for a network or umbrella organization. Ecuador analyzed the value chain of the small-scale fishermen in Jaramijo at the south west coast of Ecuador in order to find solutions for declining income. Many fishermen are in risk to be engaged by micro trafficking of drugs with their boats in order to earn additional money to sustain themselves.

During the course of the workshop series, Peru and Paraguay prepared a contract for South-South-cooperation between their respective national drug agencies DEVIDA and SENAD, testifying the utility and continuity of these capacity building measures in ValueLinks.

Contact: Sektorvorhaben Entwicklung Ländlicher Räume, G 520, GIZ, Renate.Holzer@giz.de or Klaas.Grimmelmann@giz.de, Günter Viteri Schönberger, IVLA member, consultant and ValueLinks trainer: gviteri2003@yahoo.es.

3. EVENTS, STUDIES, EXPERIENCE AND INFORMATION

Value Chains Learning Hub of the CGIAR Research Program on “Policies, Institutions, Markets”, Flagship program 3: “Inclusive Value Chains and Efficient Trade” - Workshop in Addis Ababa

The flagship program under the leadership of IFPRI, Washington, does not only conduct value chain research but explicitly engages in methodological support to VC projects and public VCD programs boosting its research impact. Therefore, the CRP actively seeks the collaboration with other UN agencies, bilateral donors and NGOs. Andreas Springer-Heinze represented GIZ and the *ValueLinks* Association in a 2-day workshop in Addis Abeba that had the objective “to review the tools, practices and methodologies for VC development and define a pathway for possible collaboration areas in the near and medium term, with a focus on scaling solutions that show potential”. Participants presented numerous tools including *ValueLinks 2.0*.

The workshop identified the following topics and areas of collaboration:

- „Bringing it all together“: How can we harmonize the understanding of VCD internationally?
- Quick and cost-efficient tools: How can we make the different tools more easily available and applicable under widely varying conditions of implementation?
- Data collection: How can we generate more quantitative VC data, unify and define the statistical parameters and compile the data internationally?
- Research agenda on value chain performance & impact.

The field is open to engage in any of these areas. So far, Andreas committed himself to contribute a series of video clips explaining ValueLinks tools as part of a wider initiative under the second bullet point above. The results of the workshop are available under the following link: <https://livelihoods-gender.ilri.org/2017/11/08/value-chains-learning-hubs-workshop-co-creating-solutions-for-eastern-and-southern-africa/>

Contact: Andreas Springer-Heinze, Andreas.Springer-Heinze@giz.de.

Value chain selection in Kosovo according to the GIZ/ILO Guidelines for VC selection

The EU Project “Increase of Competitiveness and Export Promotion-Kosovo” supports the Ministry of Industry in sector pre-selection according to the 8-step approach of GIZ/ILO. The first phase has been accomplished in October 2017, and two industrial sub-sectors and value chains in the wood and plastic production sectors have been selected as priority VC’s. In the second phase of the project, an in-depths value chain analysis of two sub-sector value chains in the wood sector will be implemented (furniture and building material). The strategic objective is geared toward export development. The



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project will be concluded in February 2018. Contact: IVLA member Wolfgang Wiegel (wwiegel@gmx.net).

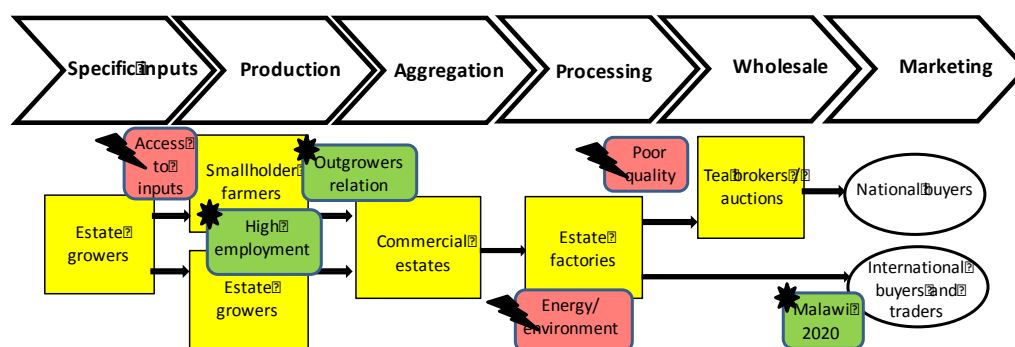
Value chain analysis and selection, Malawi

August 2017, Fair & Sustainable (F&S) was awarded a contract by GIZ in Malawi to do an in-depth value chain analysis for the selection of value chains and inclusive business models. F&S implemented the assignment together with Imani Consultants Limited in Malawi.

GIZ has been implementing the More Income and Employment in Rural Areas (MIERA) project since 2015, focussing on four agricultural value chains: cassava, groundnuts, soybean and sunflower. From 2017, MIERA will be scaled up through additional funds from the 11th European Development Fund (EDF) KULIMA project. For the scaling up of MIERA, Fair & Sustainable was asked to advise on the selection of 2-3 additional value chains out of six preselected value chains: paprika/chillies, macadamia, bamboo, rice, tea and beans.

During a mission in September 2017, primary data were collected through field visits to stakeholders in all (pre-)selected value chains in North, Central and South Malawi. A stakeholder workshop was held on 14 September 2017 at Bingu International Conference Centre in Lilongwe with over 60 participants from government, donor community, non-governmental organisations and private sector, linked to the ten value chains. Group work sessions were held to get stakeholders' inputs on (i) barriers and opportunities to inclusive agribusiness in Malawi and (ii) main challenges, opportunities, priorities in specific value chains.

As a result, there were (simplified) value chain maps developed, with main barriers (in red) and opportunities (in green) for development. For each value chain, positive and negative factors for inclusion in the project were identified and value chains were scored against project-specific criteria in five categories: (i) market demand & value addition, (ii) private sector, (iii) income, employment & inclusion, (iv) environment and (v) feasibility/additionality. Selection was further guided by the "Guidelines for Value Chain Selection", which was developed by Jochem Schneemann and Trude Vredevelde of F&S and published by GIZ in 2015. Below is an example of the simplified VC map for tea.



The assignment has not yet been concluded and selection of 2-3 new value chains is ongoing. Contact: IVLA member Paul Sijssens, paul.sijssens@fairandsustainable.nl.

MALAWI TEA 2020 - Progress towards Living Wage and Living Income

From October 11 to 12 the second Annual Progress Meeting of the Malawi Tea 2020 initiative was held in Blantyre, Malawi. About 120 participants of over 40 national Malawian and international tea companies, the Government of Malawi, civil society organizations and development partners, amongst them GIZ, came together to assess progress made by the initiative.

Through various activities during the last three years, wages and incomes of tea workers and tea smallholder farmers have improved to some degree, however, actual wages and incomes are still



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about 45% below a living wage and living income. In 2016 the first ever collective bargaining agreement (CBA) was concluded between the Tea Association of Malawi (TAML) and the Plantation and Agricultural Workers Union (PAWU) and was renewed in July 2017. Wages of tea workers are since then significantly above the Malawian minimum wage. Productivity of tea in tea smallholdings have increased by 6% for those farmers who have undergone trainings compared to farmers who have not. Trained farmers also produce a higher quality tea by 15 to 20% and finally benefit from a tea price increase on international level of about 8%.

A new sustainable procurement mechanism was presented by Oxfam and IDH that shall bring tea prices further up to cover a living wage. The model differentiates between different tea qualities and volumes and works out a mark-up against an international reference price at Mombasa tea auction. In principle, it foresees a price increase of about 12.5% over the current base price for tea of about 2 US \$ in three steps: in the first year by 7 cents (3.5%), second year by 15 cents (7.5%) and the third year by 25 cents (12.5%) to ultimately bridge the gap to a living wage.

On the day following the conference tea buying companies, amongst them Unilever and Tata Global Beverages, – the two top tea companies in the world –, and tea producers organized under TAML discussed the sustainable procurement model. In principle, both parties agreed to follow the model, however, no final agreement could be reached in which way the extra money that is generated could be channeled to workers. Here, two mechanisms were discussed, first a “vertical path” where extra money goes directly from buying company to estate producer and its workers and second, a “horizontal path” where funds go into a “living wage allowance fund” which is then evenly disbursed to workers within the tea sector. The advantage of the first mechanism is that it can better address efforts made by specific tea producers to produce good quality tea (and reward them for that) and was therefore favored by tea buyers, while the second mechanism mitigates against wage differentials in the sector with the possible consequence of labor unrest and was therefore favored by TAML. Although parties did not get to a final agreement yet, it was noted as a great success that buyers and producers organized under the Malawi 2020 agreed, in principle, on such a procurement practice. Negotiations will continue in order to work out the finer details.

Contact: IVLA member Dr. Eberhard Krain (Eberhard.Krain@giz.de)

1st African Conference on Farmer Business School, 10-12 October 2017, Abidjan

Farmer Business School (FBS) was designed for large-scale outreach in 2010 by GIZ, with support of the Bill & Melinda Gates Foundation (BMGF) and member companies of the World Cocoa Foundation. The objective of FBS trainings is to strengthen business skills of smallholder farmers to increase and to diversify incomes of their business. To this effect, FBS targets knowledge, skills and attitudes. FBS curricula cover one lead crop and two other food products with promising markets and sound technologies.

FBS has been adapted to other export commodities than cocoa and food crops in 16 African countries and implemented for over 900,000 smallholders by 20 different programmes. Over 40 curricula have been developed for 22 different agricultural production systems and value chains. FBS is part of the *ValueLinks* tool box. Eight years after the first introduction of the Farmer Business School (FBS) approach, the first African conference took place from 10 to 12 October 2017 in Abidjan, Côte d’Ivoire. The new FBS-Advisory Facility of the Sustainable Smallholder Agri-Business Programme organized the conference.



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The conference brought together 160 FBS practitioners and stakeholders from 19 African and 3 European countries. Experts of development programmes, policy makers, delegates of public and private partner institutions, producer organizations, development partners and investors exchanged on achievements and successes, how to foster sustainability of FBS, and how to scale-up the approach while building on achievements and aligning interventions for inclusive agribusiness models in Africa.

The Head of Cabinet of the Ministry for Agriculture and Rural Development of Côte d'Ivoire, Mr. Siaka Minayaha Coulibaly, opened the conference. He confirmed the relevance of the FBS approach and encouraged participants to further integrate smallholders in value chains by strengthening their entrepreneurial skills. During her keynote address, the Vice-President of African Development Bank, Dr. Jennifer Blanke, emphasized the important roles of Smallholders and of their entrepreneurial empowerment to achieve Sustainable Development Goals and Agricultural Transformation in Africa. Producer organizations witnessed the positive impacts of FBS on the livelihoods of their members and the evolution of their organizations.

Public and private implementers of FBS confirmed that combined with other services, FBS triggers smallholders' investments in better production techniques and to form organizations. This translates in stronger business relations, better product quality and turnover of companies. On the other side, this contributes to achieve goals of sector strategies.

The new *FBS Advisory Facility*, mandated to spread the FBS approach to other value chains, provided an overview on support services to FBS newcomers and on introduction processes in Malawi, Ghana, Cameroon, Côte d'Ivoire (achieved) and in Ethiopia, Uganda, Madagascar, Philippines, Congo and Zambia (work in progress). This was also the opportunity to launch the new FBS Guidelines that shall enhance successful introduction and management of FBS.

The information market was the place for exchange among participants. Projects presented innovations introduced to FBS (e.g. ICT), their settings of implementation, sustainable financing and institutionalization. To this effect they shared videos, training materials as well as impact studies. Concurrent Workshops were organized on the following topics:

- ➔ Information for FBS newcomers on requirements for conducive introduction and adaptation of FBS to new value chains and countries;





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- ➔ Creation of an international FBS association: Triggered by strong adherence to the idea, an Anglophone and a Francophone inception committee have been constituted during the last plenary session of the conference. The committees have started their consultations on the way forward.
- ➔ Cooperative Business School (CBS) as a new approach that strengthens provision of business services to members of producer organizations and consequently the position of organized smallholders in the framework of value chains.
- ➔ Fostering institutional anchorage and sustainable financing of FBS: Key results comprise the mainstreaming of FBS in national extension and financial inclusion strategies, National Agricultural Investment programmes but also financing of FBS trainings based on fees paid by producer and their organizations.

The Abidjan Declaration “Entrepreneurship powers Agricultural Development and Transformation” summarizes key outcomes of the conference and the commitments of participants.

The closing ceremony of the conference was honored by the representative of the Conseil Café-Cacao, Mr. Jean-Yves Couloud, and Dr. Sidiki Cissé, the Director General of Agence Nationale d’Appui au Développement Rural de la Côte d’Ivoire.

Contact: IVLA member Dr. Annemarie Matthess, annemarie.matthess@giz.de.



Le crédit warrantage au secours des chaînes de valeur agricoles à la périphérie du Parc National de Bouba Ndjidda

Le crédit warrantage est un financement rural qui consiste, pour des petits producteurs à travers leur organisation paysanne (OP), d’obtenir un prêt à court terme auprès d’un établissement de microfinance (EMF) en mettant en garantie un produit agricole non périssable et susceptible d’augmenter de valeur avec le temps. C’est ainsi que dans le souci de briser le cercle vicieux de la pauvreté en périphérie du Parc National de Bouba Ndjidda, le Projet GIZ d’Appui au BSB Yamoussa et le Centre Régional d’appui à la Professionnalisation Agropastorale (CRPA) ont facilité l’accès à ce crédit à quatre (04) Groupements d’Initiative Commune (GICs) dans les villages de Mbissiri, Telbé 2, Djablant et Djibao comme mesures pilotes pour leur développement socio-économique.

Pour cette campagne 2016-2017, 549 sacs de 100 kg de maïs, 33 sacs de 100 kg de mil et 24 sacs d’arachides ont été stockés dans quatre magasins pour une valeur estimative du stock à 5 263 000 Fcfa.

Une somme de 3 270 000 Fcfa de crédit a été accordée le 22/03/17, pour un taux d’intérêt mensuel de 1,5% par l’établissement de microfinance « Crédit du Sahel ». Le crédit obtenu représentait environ 62% de la valeur du stock au moment de la fermeture du magasin et a été répartie au prorata du nombre de sacs mobilisés par les 75 producteurs (29% de femmes) engagés dans l’activité. Le tableau suivant revient en détail sur les montants octroyés à chaque organisation.



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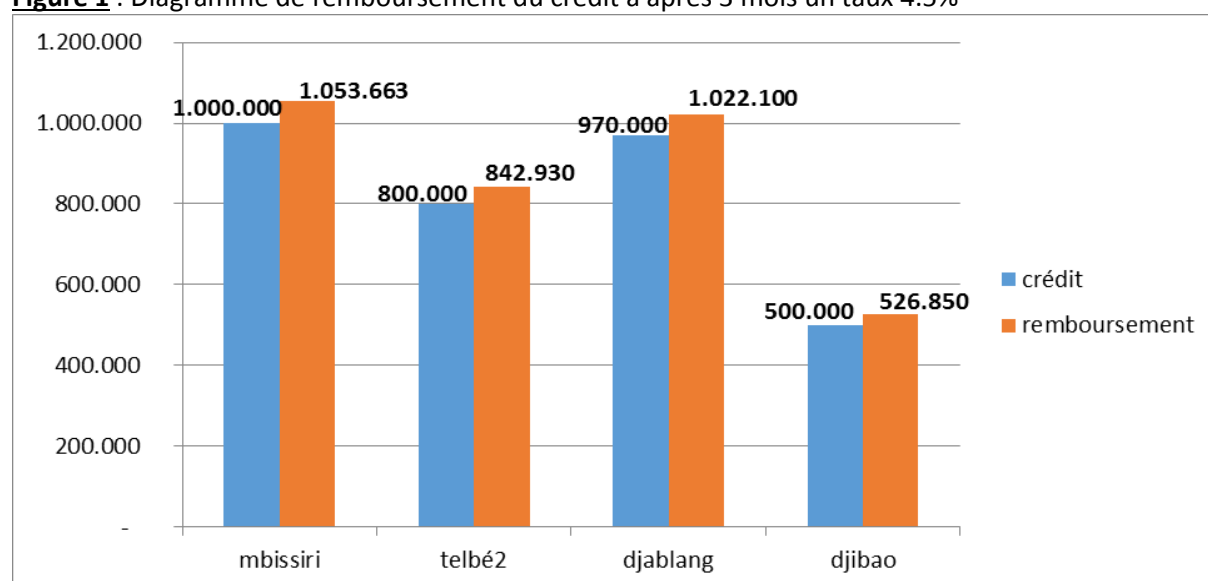
Tableau 1 : Taux de financement par le crédit du Sahel

Localité	Valeur du stock	Crédit	Pourcentage
Mbissiri	1 887 000	1 000 000	53%
Telbé 2	1 272 000	800 000	63%
Djablang	1 304 000	970 000	74%
Djibao	800 000	500 000	63%
Total	5 263 000	3 270 000	62%

Source : données de terrain

Pour la réussite de cette activité, les comités de gestion des différents GICs ont été mis en place et formés par le CRPA à l'aide d'un financement par le Projet GIZ d'Appui au BSB Yamoussa sur les techniques de répartition et de recouvrement du crédit. Le crédit warrantage est un crédit flexible, car il laisse la latitude aux producteurs de l'utiliser aussi bien pour des besoins sociaux (santé, habitat, habillement, etc.) ou bien des besoins commerciaux (achat d'équipement, augmentation du capital ou lancement d'AGR). Dans ce cas, les producteurs bénéficiaires ont été conseillés d'investir une partie de cet argent dans des activités génératrices de revenus (AGR). Pour la plupart, les bénéficiaires ont investi dans des AGR qu'ils menaient déjà : fabrication et commercialisation du bilbil (bière locale faite à base de mil), boutiques (vente des produits manufacturiers), embouche des petits ruminants, augmentation du cheptel bovin (bêtes de trait), vente de céréales, vente de nourriture, boucherie, etc. Les AGR ont permis aux GICs de Telbé 2, Djablang et Djibao de rembourser le crédit au mois de mai 2017 (un mois avant la fin de l'échéance) et de permettre à ceux-ci de profiter pleinement de leur produit.

Figure 1 : Diagramme de remboursement du crédit à après 3 mois un taux 4.5%



Source : données de terrain

Au moment du remboursement, trois mois après l'octroi du crédit, le prix par sac de maïs (produit stocké à 91%) avait significativement augmenté des localités les plus éloignées aux plus proches des centres urbains (Garoua) ou des grands marchés de collecte (Madingring et Ngong). L'augmentation



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du prix par sac était comprise entre 3000 Fcfa et 6000 Fcfa. L'aptitude d'une denrée à augmenter de la valeur sur le temps est le fondement même du crédit warrantage. Le tableau suivant fait une analyse de l'évolution des prix du maïs entre mars et juin 2017.

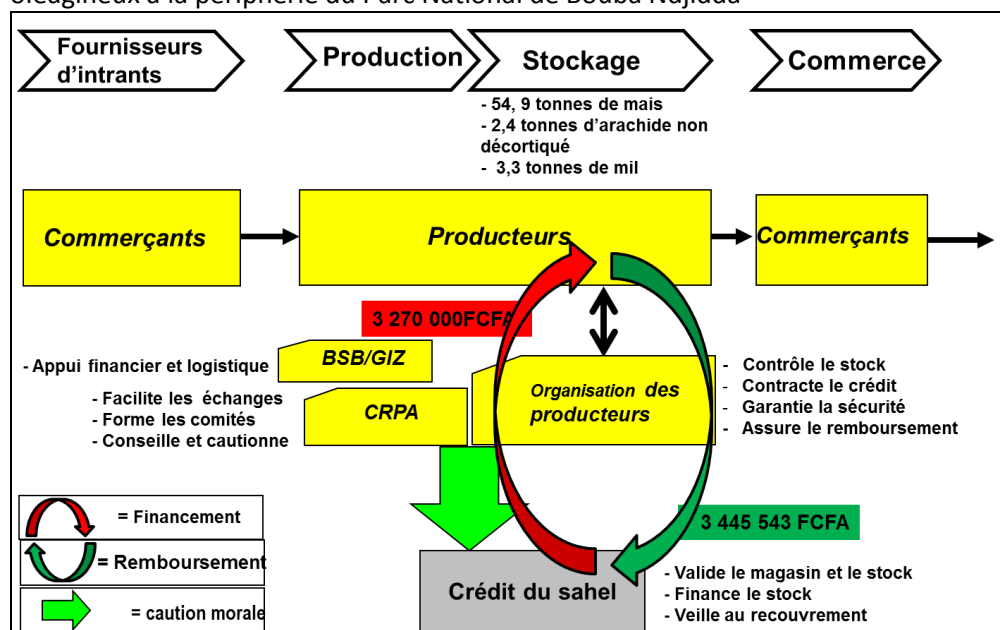
Tableau 2 : Evolution des prix de maïs durant la période de crédit

Localité	Maïs	PU avant Warrantage	PT avant Warrantage	PU après Warrantage	PT après Warrantage	Aug. valeur du stock	Aug. du prix	Ecart prix
Mbissiri	187	9 000	1 683 000	15 000	2 805 000	60%	60%	6 000
Telbé 2	99	8 000	792 000	11 000	1 089 000	73%	73%	3 000
Djablang	163	8 000	1 304 000	11 000	1 793 000	73%	73%	3 000
Djibao	100	8 000	800 000	11 000	1 100 000	73%	73%	3 000
total	549	/	4 579 000	/	6 787 000	67%	/	/

Source : données de terrain

Cette première expérience a été un succès et quant au stock « warranté », une partie des sacs étaient utilisés pour l'autoconsommation par les bénéficiaires lors de la soudure, une autre partie a été vendue. La clé de succès de ce type de financement réside sur la multiplication des fonds octroyés à travers les AGR et l'augmentation périodique des prix des produits stockés. Les défis qui attendent le projet sont de parvenir à augmenter la durée du crédit afin que les AGR menées puissent produire plus de bénéfices, d'impliquer davantage les femmes et les jeunes vulnérables de communautés bénéficiaires dans le souci de renforcer leur résilience socio-économique.

Figure 2 : Cartographie de l'appui du crédit warrantage à la chaîne de valeur des céréales et oléagineux à la périphérie du Parc National de Bouba Ndjidda



Source : données de terrain

Contact: IVLA member Nguivoum Théa Constantino, Expert National Agro-économiste/BSB Yamoussa, constantino.nguivoum@giz.de.



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Fonctionnement et rentabilité de la chaîne de valeur des PFNL, Région de l'Est Cameroun

L'agriculture et l'exploitation forestière constituent les piliers de l'économie camerounaise (Rapport OMD Cameroun, 2010). Cependant, il est de plus en plus établi que les produits forestiers non ligneux (PFNL), ont un rôle prépondérant dans la création d'activités génératrices de revenus au profit des communautés rurales et par conséquent, dans la gestion durable des écosystèmes forestiers. L'activité de collecte, qui consiste au ramassage des fruits tombés de l'arbre, concerne pour l'essentiel les femmes. Elles contribuent de ce fait à l'augmentation des revenus des ménages, et partant, à l'amélioration de leur niveau de vie. Ces PFNL collectés à l'état naturel et qui pour la plupart, n'étaient exploités par les ménages qu'à des fins de consommation locale de subsistance, font désormais l'objet d'un important commerce qui va des niveaux local et national, jusqu'aux niveaux régional et international. Paradoxalement, la région de l'Est-Cameroun, notamment la commune de Mbang dans le Département de la Kadey, reconnue comme un grand bassin de production des PFNL, souffre à cause du manque d'attention politique et de financement stratégique, en dépit de l'énorme potentiel du secteur. L'analyse du fonctionnement et de la rentabilité de la chaîne de valeur de 03 PFNL d'importance majeure de la localité de Mbang (*Ricinodendron heudelotii*, *Irvingia gabonensis* et *Afrostryax lepidophyllus*) montrent que leur chaîne de valeur est subdivisée en trois maillons essentiels : la production, la transformation et la commercialisation.

La production, est dominée à 81,17% par les femmes qui supportent les charges liées (matériel de collecte, nourriture, médicaments...). La transformation n'est pas poussée car la demande en produits bruts est accentuée. La commercialisation est dominée par les hommes à 71,42%. Pour ce qui est du taux de rentabilité, il est respectivement de 40,27% pour les producteurs primaires que sont les femmes ; entre 35 % et 56,66% pour la commercialisation nationale par les hommes et entre 42 et 51,66% pour la commercialisation par les Hommes sur le plan transfrontalier.

L'harmonisation des prix et la pratique des ventes groupées permettraient aux producteurs de générer des bénéfices plus importants. De plus, la transformation poussée permettrait de mieux conserver les produits et d'augmenter leur plus-value. Enfin des partenariats d'affaires permettraient aux commerçants transfrontaliers de diminuer les coûts liés au déplacement des produits et de générer des bénéfices plus importants.

Contact : IVLA member Essamba A Rim Lydie Flora ; lydie_flora@yahoo.fr, consultante indépendante.

4. THE VALUELINKS ASSOCIATION/CONTACT

How to become a member of the International ValueLinks Association

IVLA is a professional association of experts in the area of market development and value chain promotion. We welcome new members who are professionally active in this field, interested in sharing experience and in contributing to the advancement of the value chain approach to economic development, and the *ValueLinks* methodology in particular. The benefits of membership include privileged access to the latest methodological innovations, a platform for presenting own competences and achievements and contacts to colleagues all over the world.



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These are the fees for membership:

	<i>Entry fee</i>	<i>Annual fee</i>
<i>Fee for members with an OECD passport</i>	€40	€80
<i>Reduced fee for members with a non-OECD passport</i>	€20	€40

If you are interested in becoming a member, please ask for an application format by writing an email to info@valuelinks.org.

Membership development

As per November 2017, the association counts 120 members.

YOUR contribution to the next newsletter

A request and an offer to all members of the International *ValueLinks* Association: Please inform us about your activities so that they can be included in the next edition of this newsletter!

Contact/Imprint

International *ValueLinks* Association e.V., c/o Dr. Andreas Springer-Heinze, Deutsche Gesellschaft für Internationale Zusammenarbeit mbH, Postfach 5180, 65726 Eschborn, Germany. E-Mail: info@valuelinks.org. Register of associations: Amtsgericht Frankfurt, Vereinsregisternummer: VR14321.