

# Cooperative Business School

## Sustainable Smallholder Agri-Business (SSAB)

### The opportunity

Since 2010, over 1 Million farmers have been trained in Farmer Business School (FBS). Several evaluations have revealed that FBS triggers the registration of producer organizations. Individual entrepreneurs achieve more market power and economies of scale if their producer organizations provide business services to them professionally. Following in these footsteps we have developed the Cooperative Business School (CBS) in 2016 to strengthen these efforts.

### The approach

CBS is a one-week training for management teams of smallholder farmer-based organizations (FBOs). It builds on the FBS training. CBS illustrates knowledge with practical examples about services. Technical and economic viability are premises for successful business services.

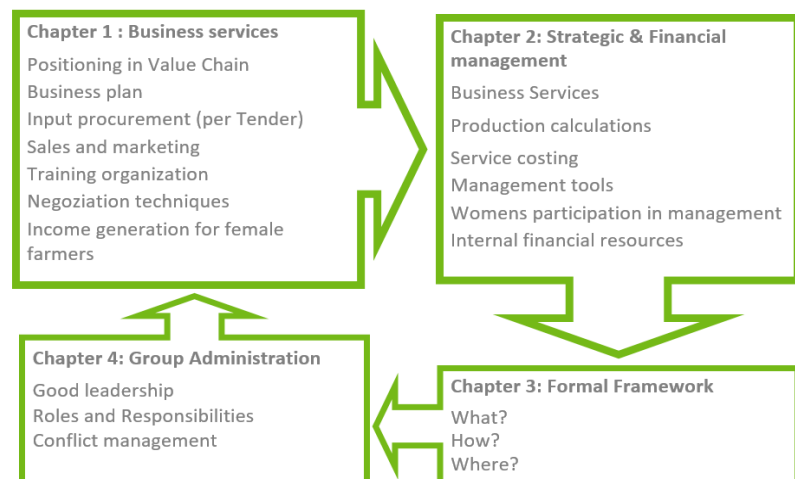
The comprehensive CBS training handbook covers:

- ➔ Market orientation and understanding of value chains
- ➔ Concepts of viable business services for members, their cost and benefits ;
- ➔ Strategic and financial management of producer organizations
- ➔ Institutional frameworks and group administration
- ➔ Toolkit and Excel toolkit for practical application

CBS can easily be adapted to different value chains and contexts of other countries. This makes the development affordable for every program/ organization that wants to strengthen farmer-based organizations and their service delivery.

Let's walk  
through CBS:

Form  
Follows  
Function!



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## Outreach

- ✓ 5 Curricula in 5 countries with emphasis on cocoa producing zones
- ✓ Over 3,000 manager and members from 613 producer organizations in Nigeria, Ghana, Cameroon, Côte d'Ivoire and Togo trained
- ✓ Adaptation to potato, maize and rice value chain in Nigeria
- ✓ Requests to introduce CBS in Madagascar, Ghana and Ethiopia

### CBS Success Factors

- ➔ Adult and discovery learning approach
- ➔ Focus on business services
- ➔ Handbook in simple language
- ➔ Tools to develop, plan and implement business and technical services
- ➔ Tool book with over 40 different instruments
- ➔ Reminder on good leadership and roles and responsibilities for POs
- ➔ Country specific formal frameworks

## Selected impacts

CBS is effective according to the first evaluation in 2018. Impacts reported by trained producer organizations comprise:

- More transparent management and administration
- Better negotiation techniques thanks to sector knowledge and viable business service models
- Increased viability and attractiveness of services they deliver to their members
- Members have improved their livelihoods through better access to services, markets and finance
- Group sales of cocoa have more than doubled
- Trained producer organization offer internal loans up to 90% (Nigeria)



**SOCOOP PROFICAN**, Cameroon has received Farmer Business School (2015) and Cooperative Business School (2018).training. Let's listen to Ndah Gladys Andu, the General Manager: "I have improved group management. Members are satisfied and proud of changes in their life due to the increased revenue: all members pay school fees, 56 members opened accounts, 26 renewed their houses, 68 bought phones and 16 motorcycles."

Further achievements of the cooperative:

- ✓ Group sales of 91 tons of cocoa worth 78,168,000 FCFA (2017)
- ✓ Developed an internal credit system with 22,000,000 FCFA in 2018 with the support of a buyer
- ✓ Adapted to OHADA the corporate law of francophone countries in West and Central Africa

### Sustainable Smallholder Agri-Business

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<b>Project region</b>	Nigeria, Cameroon, Côte d'Ivoire, Ghana, Togo
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If you are interested to implement CBS in your program, please contact us:

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