



# Farmer Business School Advisory Facility

## Sustainable Smallholder Agri-Business (SSAB)

### Background



The Farmer Business School (FBS) approach has been developed by GIZ in 2010 with partners and the support of the Federal Ministry for Economic Cooperation and Development and World Cocoa Foundation. FBS is a training approach for smallholder farmers to strengthen entrepreneurial skills for more income from diversified production. Sustainable Smallholder Agri-Business Programme and qualified trainers and supervisors from public and private partners have trained over 480,000 cocoa producers (29% women) in Côte d'Ivoire, Ghana, Cameroon, Nigeria and Togo. With support from SSAB, 22 development programs have adapted FBS for 34 production systems in 19 African countries since 2012. Over 55 curricula have been developed with the support of the SSAB program. **As at January 2019, more than 1,300,000 African smallholders have participated in FBS Training.**







Demand for advice on adaptation of FBS and its implementation is unceasing and further FBS introductions are in process. The FBS Advisory Facility, created in 2017, supports to interested rural development institutions, private companies or development programs.

### Our approach

The objective is to spread the FBS approach beyond the cocoa regions of West and Central Africa for other value chains in Africa.

### Our services

-  Exchange and networking among FBS practitioners and newcomers
-  Support interested institutions, companies or development programs to adapt FBS to production systems other than cocoa

-  Support actors to carry out FBS autonomously for new production systems in line with quality standards
-  Provide a Handbook for introduction and management of FBS
-  Organize qualification of new FBS Master Trainers
-  Advise on embedding FBS trainings in agricultural training programs and other service delivery models
-  Support the establishment of an international FBS association
-  Identify and build capacities of organizations to host and operate the FBS facility after 2019

#### About the Farmer Business School (FBS)

Male and female producers discover during five subsequent mornings how to become better entrepreneurs:

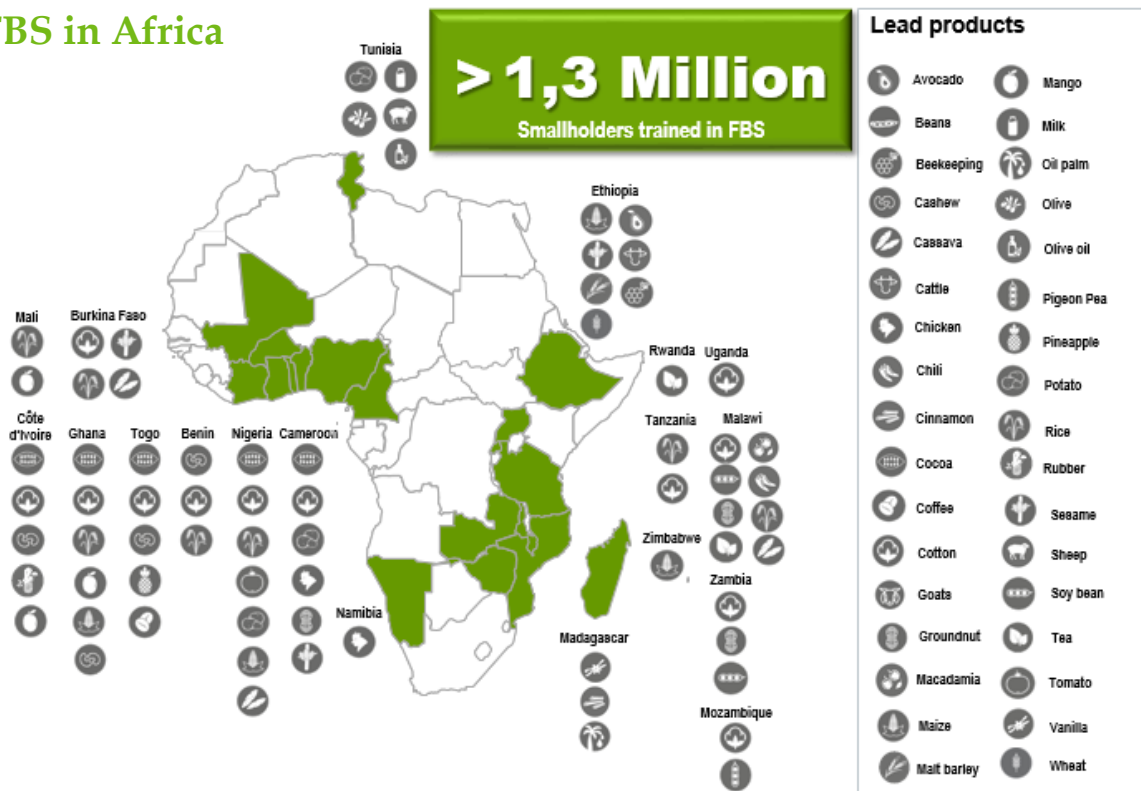
- Principles of farming as a business
- Basics of human nutrition and farm management for enough food and a balanced diet
- Economics of cocoa and food products
- Investment decisions and strategies based on cost and benefit analysis to diversify and increase incomes
- Financial management, savings and credit
- Benefits from good quality produce (e.g. cocoa)
- Benefits from membership in producer organizations
- Planning investments in replanting of crops (tree crops)

The Farmer Business School (FBS) complements agricultural extension and financial services for agriculture.



Left: FBS in action Enthusiasm  
Right: Use of calculator  
Photos: © Klaus Woblmann for GIZ (left)  
© Kwesi Asime for GIZ (right)

## FBS in Africa



## FBS success stories



*Ndzana Tona Bibiane Obala, Cameroon*

“After FBS in 2012, I do my cropping calendar and my operating account for my farms regularly. I apply the Good Agricultural Practice and plan my expenditure. I save and I am qualified for loans. I diversified production including groundnut. I increased my profit from 1,200 EUR from 4 hectares in 2013, to 7,900 EUR from 8.8 hectares in 2017. I pay my children's school fees easily now. My son will take over.”



*Peter Sipalo Lubinda, Zambia*

“Through FBS I learnt to think like a businessman so that I make money from my farming activities. Last season I was able to produce more than 1000 kg per hectare of cotton compared to my initial results of 450 to 600kg per hectare. I also diversify my production, and now I produce maize, groundnut, cows, goats, chicken and vegetables to improve my family's health and wellbeing. From the profit I have built a nice house for my family with roofing sheets. As lead farmer in my community, I help others by demonstrating the good agricultural practices.”

<b>Project name</b>	<b>Sustainable Smallholder Agri-Business</b>
<b>Funded by</b>	Federal Ministry for Economic Cooperation and Development (BMZ) European Union (New intra-ACP commodities Programme; Cocoa-Food Link Programme, FED/2014/349-955) NIRSAL, Central Bank of Nigeria (2013-15) Federal Ministry of Agriculture and Rural Development, Nigeria
<b>Project region</b>	Nigeria, Cameroon, Côte d'Ivoire, Ghana, Togo
<b>Lead executing agencies</b>	MINEPAT, Cameroon MINAGRI, Côte d'Ivoire Ghana Cocoa Board Federal Ministry for Budget and National Planning, Nigeria Ministère de l'Agriculture, de l'Élevage et de l'Hydraulique, Togo
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