

Cooperation Framework to support

The « New Alliance for Food Security and Nutrition » in Senegal



NEW ALLIANCE
for Food Security & Nutrition

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LIST OF ACRONYMS AND ABBREVIATIONS

AU	African Union
CAADP	Comprehensive Africa Agriculture Development Program
DFS	Decentralized financial systems
DPES	Economic and Social Policy Document
ECOWAP	ECOWAS Common Agricultural Policy
ECOWAS	Economic Community of West African States
EU	European Union
FONGIP	Priority Investment Guarantee Fund
IP	Investment plan
LOASP	Agriculture, forestry and livestock act
LPSN	Nutrition Policy Brief
MDG	Millennium Development Goals
NAFSN	New Alliance for Food Security and Nutrition
NAIP	National Agricultural Investment Program
PAC	Common Agricultural Policy
RAI	Responsible agricultural investments
RBM	Results-based management
SNDES	National economic and social development strategy
SUN	Scaling Up Nutrition
TFP	Technical and financial partners
VAT	Value-added tax

INTRODUCTION

At the G8 summit held in L'Aquila, Italy, in July 2009, the international community recognized the importance of ensuring food security and nutrition for development, inclusive economic growth, and dignity of all people, both women and men.

African leaders have also shown ownership and leadership through their ambitious, collective, and comprehensive vision of agricultural reform to ensure food security for all through the Comprehensive Africa Agriculture Development Program (CAADP).

This program, adopted by the African Heads of State in 2003, is designed to help African countries achieve a higher level of economic growth through agriculture-based development in order to reduce poverty and achieve food security.

Recognizing the importance of agriculture in achieving food and nutrition security, Senegal has chosen to consider it the key driver of its economic and social development.

This choice is reflected in the actions of the government and the commitments in its various strategy documents, namely, the *Loi d'orientation agro-sylvo-pastoral* (LOASP) [agriculture, forestry and livestock act], the Accelerated Growth Strategy (SCA), the Nutrition Policy Brief and the *Stratégie nationale de développement économique et sociale* (SNDES) [national economic and social development strategy].

To honour its commitments and in keeping with the options endorsed under the CAADP and the Common Agricultural Policy of the Economic Community of West African States (ECOWAP), Senegal has developed its National Agricultural Investment Program (NAIP) covering the period from 2009 to 2020.

To monitor the gradual implementation of all commitments of the various stakeholders in the NAIP, ECOWAP/CAADP's national pact, an investment plan (IP) covering the period from 2011 to 2015 was developed.

The cost of the IP was estimated at 1 346 billion CFA francs with a commitment from the Government of 32% and from the other players of 18%, leaving a funding gap of 50%, to be met by mobilizing new partners.

The results achieved in 2012 in terms of the mobilization of financial resources in relation to their respective commitments are 62% for the Government and 40% for the other stakeholders. As for the funding gap, 71% has been acquired.

In addition to its agricultural commitments to improve food and nutrition security, as reflected in the NAIP, Senegal is implementing its Nutrition Policy to reduce malnutrition.

Given the multi-sectoral nature of malnutrition, the Policy sets directions for the health, water/sanitation, hygiene, and education sectors, and for sectors specifically related to nutrition and agriculture, so that each sector can help reduce malnutrition.

These directions are translated into action by implementing sectoral policies, including the Global Strategy for Infant and Young Child Feeding, and by reviewing codes, notably the International Code of Marketing of Breast-Milk Substitutes and the Codex Alimentarius.

The Nutrition Policy is also in line with Senegal's international commitments, such as the Scaling Up Nutrition (SUN) initiative.

Despite these actions, Senegal has not managed to ensure its food and nutrition security.

The Government of Senegal, the G8 members and other technical and financial partners and the private sector are thus committed to the New Alliance for Food Security and Nutrition (NAFSN), launched at the G8 summit in 2012 to strengthen the global commitment to food security and nutrition.

NAFSN's activities basically aim to attract and mobilize national and international private investment to stimulate and support sustainable development of the agricultural sector.

It is within this framework that the Government of Senegal, the G8 members and other technical and financial partners and the private sector have decided to work together, in a concerted and mutually beneficial fashion, toward greater mobilization of private investment in agricultural development and food and nutrition security in Senegal, and strong encouragement of innovation to obtain the desired sustainable results.

Food security and nutrition means improving access to sufficient quality food everywhere and at all times, as well as reducing poverty and eradicating hunger by meeting the commitments regarding gender equality, the environment, and access to productive resources for small holders, particularly women.

In this joint initiative by the Government of Senegal, G8 members, and the private sector, all partners are committed to the principles and activities outlined below.

I. SUPPORT FOR THE NATIONAL AGRICULTURAL INVESTMENT PROGRAM

In accordance with the commitments made at the L'Aquila Summit in Italy in July 2009, and with CAADP guidelines, G8 members reaffirm their intention to align their financial and technical support in the agricultural sector with the priorities of the NAIP, to accelerate achievement of food security and nutritional goals.

G8 members and other partners (see Appendix 2) thus recognize the importance of funding amounts, the disbursement schedule, and the duration of technical and financial support from donors, as outlined in their funding letters of intent.

Led by the Government of Canada, G8 members and other development partners intend to support the agricultural sector to accelerate NAIP implementation, to generate more private investment and to intensify innovation in the agricultural sector.

II. COMMITMENTS

II.1 Government's commitment

The Government of Senegal remains committed to promoting long-term economic and social development in order to reduce poverty and achieve food security, as defined in the LOASP and set out in the SNDES.

It regards the agriculture development policy documents as the framework for attaining the objectives related to the vision referred to below in the agricultural sector through private-sector development, supported by an active government, open discussion and ongoing macroeconomic stability.

The Government of Senegal will strive to effectively work toward implementing the NAIP agenda as its strategy for achieving and exceeding the CAADP's targeted growth rate of 6% by 2015.

In accordance with the decision that the Heads of State and Government of the African Union made in Maputo in July 2013, Senegal currently allocates more than 10 per cent of its budget to the agricultural sector, and is committed to continuing to work toward implementing this decision in order to reach the level of investments required to achieve NAIP results.

In this regard, it will strive to ensure that sector resources are used to maximum effectiveness, as demonstrated in the Economic and Social Policy Document (DPES-2011/2015) – which evolved into the National Economic and Social Development Strategy (SNDES-2013/2017) – and public spending reviews, in accordance with its public financial management options.

In accordance with its good governance policy, it is committed to dialogue, coordination, mutual review, and the reporting mechanisms and modalities specified in its policy of cooperation with development partners.

The Government of Senegal plans to implement the policy objectives outlined below.

This will build confidence by establishing a secure business environment that will motivate both the national and international private sectors to increase agricultural investment significantly.

The overall objective is to reduce poverty and eradicate hunger for the 46.7% of the population identified as poor.

Particular attention will be paid to investments through contract production involving producers (women and young people in particular) and processors, in addition to the development of community infrastructure to improve market access, storage, as well as crop, livestock and fishery production.

These investments complement current government initiatives on poverty reduction, particularly on the implementation of social safety nets such as family grants.

The Government of Senegal thus intends to improve and accelerate reforms to encourage the private sector to invest in the agricultural sector, especially by:

- (i) taking steps to facilitate access to land and its productive use by all,
- (ii) implementing national seed regulations that encourage greater private-sector involvement, and
- (iii) focusing on participation by all stakeholders in the development of policies (see Appendix 1).

As part of its support for the agricultural sector, the Government of Senegal reaffirms its intention to increase the share of financial loans set aside for agriculture by implementing the *Fonds de garantie pour les investissements prioritaires* (FONGIP) [priority investment guarantee fund], to increase the level of lease-financing of agricultural equipment, to adopt legislation on private financial information offices (credit bureaus) and to promote farm insurance.

The Government of Senegal is reaffirming its commitment to reduce the budgetary level of input subsidies from 0.5% to 0.3% of the gross domestic product (GDP) over three years, primarily by:

- (i) gradually reducing the budget allocations for subsidies,
- (ii) implementing a program to target subsidy recipients,
- (iii) promoting the tax incentive for investment and by raising awareness of the measure exempting agricultural equipment and food fortification inputs from value-added tax (VAT).

In addition, the Government of Senegal also reaffirms its commitment to include components aimed specifically at improving nutrition in development programs, such as health, education, and advancement of women, so they can contribute to reducing malnutrition.

The Government of Senegal is committed to promoting women's economic empowerment in the agricultural and rural sector, specifically through increased access to and control of production factors (land, seeds, fertilizers, loans/credit, equipment, ...), services, markets, and technical and management training, which would allow women to increase their income from agricultural activities.

Lastly, the Government is committed to respecting and ensuring respect for the environment, especially environmental assessment in accordance with existing legislation, specifically the Environmental Code and implementation decrees.

II.2 Technical and financial partner commitments

In accordance with the ECOWAP/CAADP national pact and the Paris Declaration, technical and financial partners (TFPs) specifically reaffirm their commitment:

- (i) to align assistance to the agricultural sector with the programs and priorities identified by Senegal in the NAIP, and to increase their contributions towards financing the programs identified;
- (ii) to indicate future assistance to the agricultural sector on a multi-year basis in order to allow better predictability, planning, budgeting and implementation.

II.3 Private-sector commitment

Representatives of the national and international private sectors, from various fields related to agricultural and food production, have indicated their intent to invest in Senegal's agricultural sector to support food and nutrition security.

This commitment is expressed in the signing of investment letters of intent and will continue throughout the NAFSN.

The private sector is committed to establishing internal consultation frameworks that will contribute to a greater ownership of NAFSN objectives, especially linking producers' groups, improving food and nutrition security, promoting responsible investment and mobilizing funding (banks and decentralized financial systems).

From this standpoint, the G8 countries and other technical and financial partners intend to provide advice and participate in comprehensive, inclusive, and sustainable consultation mechanisms between the private sector and the Government of Senegal.

II.4 Shared commitments

The Government of Senegal, private investors, and the technical and financial partners (TFP) have made a joint commitment to preserve the natural foundations of agricultural, forestry, livestock, and fishery production.

To this end, these parties confirm their intention to comply with national regulatory provisions and the international agreements signed by the Government of Senegal.

The Government of Senegal, G8 members and other technical and financial partners, and the national and international private sectors also confirm their intention to take into account the “Voluntary Guidelines” on the Responsible Governance of Tenure of Land, Fisheries and Forests in the Context of National Food Security adopted by the Committee on World Food Security (CFS) in May 2012, as well as the Principles for Responsible Agricultural Investment, which are currently undergoing a consultative process through the Committee on World Food Security.

Furthermore, they confirm that they will fulfil global commitments, particularly those relating to the International Code of Marketing of Breast-Milk Substitutes and the resolutions adopted by the World Health Assembly (WHA) on Infant and Young Child Nutrition, and regional commitments such as the Regional Nutritional Strategy developed by the African Union.

The Government of Senegal and G8 members and other technical and financial partners confirm their willingness to take stock of experiences carried out throughout the country in the areas of improved nutrition, promotion of rural youth employment, rural women’s economic empowerment and increased investments in smallholder farming, particularly for women.

The goal is to formulate national strategies in these various areas.

III. COORDINATION AND COLLABORATION

Based on a joint effort to accelerate the achievement of results set forth in the first Millennium Development Goal (MDG1), the first axis of the SNDES, the NAIP, and the Nutrition Policy, while recognizing the existing provisions for the division of tasks between the Government of Senegal and development partners, G8 members and other technical and financial partners intend to coordinate their efforts to strengthen the effectiveness of their activities in line with national priorities.

Canada has confirmed its intention to serve as the principal contact with Senegal, the national and international private sector, and other stakeholders.

Canada will provide leadership in this regard through consultative groups and existing national mechanisms. The G8 members and other technical and financial partners and the Government of Senegal encourage the participation of other technical and financial partners.

IV. EXPECTED RESULTS

In accordance with NASFN's objective of helping lift some 50 million people in Sub-Saharan Africa out of poverty by 2022, the stakeholders would like to see their combined activities in Senegal contribute to achieving the Government's objective of reducing poverty from the current 46.6% to 39.48% in 2016.

V. MUTUAL RESPONSIBILITY AND MONITORING/EVALUATION MECHANISMS

V.1 Mutual responsibility

The Government of Senegal, G8 members and other technical and financial partners, and the national and international private sectors intend to assess their performance as part of this document through an annual evaluation process conducted within the broader context of the CAADP Joint Sector Review of NAIP implementation.

The Government of Senegal is committed to finalizing and implementing the NAIP monitoring and evaluation system, and establishing a reliable agricultural information system – including Early Warning Systems – with the support of G8 members and other technical and financial partners and the cooperation of the national and international private sectors.

V.2 Monitoring/evaluation mechanisms

Partners that have made commitments under NAFSN intend to review progress in the following areas:

- Food security and nutrition
- Poverty reduction
- Improving the business environment
- Alignment with NAIP priorities
- The realization of investment letters of intent in the agricultural and nutrition sector

Evaluation of this progress will also consider shared responsibilities under the Voluntary Guidelines. Particular attention will be paid to promoting youth employment and women's economic empowerment, as well as environmental conservation.

In accordance with results-based management (RBM) principles, monitoring, evaluation and reporting activities related to the implementation of mutual commitments of signatories of this Cooperation and Reporting Framework will be ensured by NAIP steering mechanisms. All stakeholders will jointly select indicators, collect and analyze data, and conduct field missions. This should increase ownership of the process and results by stakeholders.

APPENDICES

Appendix 1: Key commitments of the Government of Senegal

Policy indicators		
<ul style="list-style-type: none"> ➤ Increased dollar value of new private-sector investments in the agricultural sector ➤ Number of land-related implementation decrees ➤ Rate of coverage of food needs ➤ Child malnutrition prevalence ➤ Reduce the gender gap in access and control over productive assets and resources 		
Objectives	Policy Activity Framework	Deadline
Create an incentive-based business environment in order to increase private investment in the agricultural sector (agriculture, livestock, fisheries, forestry) and nutrition	Increase the share of financial loans set aside for the agricultural sector from 3% to 8% by 2015.	December 2015
	Reduce the budgetary level of input subsidies from 0.5% to 0.3% of gross domestic product over three years and ensure better targeting of recipients (cooperatives, individuals, economic interest groups, smallholders, in particular women, etc.).	December 2015
	Implement tax incentives for agricultural investment.	December 2013
	Define and implement land reform measures for responsible agriculture.	December 2014

Objectives	Policy Activity Framework	Deadline
Improve supply chain productivity and competitiveness to ensure food security	Continue the implementation of agriculture modernization measures (structures, equipment, infrastructure, and so on).	December 2015
	Define and implement a policy for rebuilding seed stocks.	December 2014
	Implement the national livestock development plan.	December 2016
	Implement defined strategies to prevent and combat livestock theft, to ensure herds are more secure and to minimize the risks of investing in livestock.	December 2013
	Continue implementation of measures for the sustainable management of fishery resources as defined in the Sectorial Policy Brief on Fisheries and Aquaculture .	December 2016
	Improve the competitiveness of the artisianal and industrial fishery processing sector.	December 2016
	Continue the implementation of required infrastructure for developing aquaculture, inland fishery and fishery products.	December 2016
	Continue to implement the program to combat deforestation and soil degradation through sustainable and integrated management of forest stands and soil.	December 2015

Objectives	Policy Activity Framework	Deadline
Reduce the prevalence of stunting and wasting in children under the age of 5	Update the Nutrition Policy.	March 2014
	Implement the Nutrition Policy.	December 2016
	Update and implement the policy on infant and young child feeding.	December 2016
	Review and apply the Code of Marketing of Breast-Milk Substitutes and the Codex Alimentarius.	December 2015
	Apply the Code of Marketing of Breast-Milk Substitutes and the Codex Alimentarius.	December 2016

Appendix 2: Funding intents of G8 members and other technical and financial partners

G8 members and other technical and financial partners hereby express their intent¹ to provide flexible support for NAIP investment plans and the objectives of the New Alliance for Food Security and Nutrition.

1. UNITED STATES OF AMERICA

Funding for the Feed the Future (FtF) program and Nutrition:

2013: US\$ 20.75 million

2014: US\$ 21.50 million (subject to funding availability)

Millennium Challenge Corporation Compact, agriculture sector funding:

2013: US\$ 160 million

2014: US\$ 75 million

2015: US\$ 23 million

Subject to funding availability, additional investments will be determined later for the period 2015-2017.

FtF funding includes support for value chain development of rice, millet, maize and fishery products; policy reform; private-sector investment; training and research; and nutrition.

2. CANADA

2013 – 2014: C\$20 million (US\$19.84 million)

2014 – 2015: C\$20 million (US\$19.84 million) (subject to funding availability)

2015 – 2016: C\$20 million (US\$19.84 million) (subject to funding availability)

2016 – 2017: C\$20 million (US\$19.84 million) (subject to funding availability)

Investment in food security and nutrition totals C\$80 million (US\$79.36 million) for the next four fiscal years. (Canada's fiscal year extends from April 1 to March 31.)

Canadian initiatives will aim to support rural economic development, improved access to credit, increased production, agricultural product marketing and development, and nutrition. In particular, the initiatives will address the challenges and opportunities that women face in rural economies.

¹Funding intents in US dollars are calculated by using average exchange rates for the first quarter of 2013 (IMF source): <http://www.imf.org/external/np/fin/ert/GUI/Pages/CountryDataBase.aspx>

3. EUROPEAN UNION

The financial commitment to the sustainable agricultural development and food security sector is to be determined based on the total GDP envelope of approximately 350 million Euros (US\$462.07 million).

In its area of focus (sustainable agricultural development and food security), the EU will help to combat malnutrition, improve the food crisis management system, preserve/restore production factors, develop agricultural infrastructure, make remote areas more accessible, provide electric power to rural communities, develop promising sectors, and strengthen governance of the agricultural sector and agricultural product marketing.

4. FRANCE

Contributions to the agriculture, food security, rural development, and nutrition sector are subject to the availability of funding, requests by the governments and business concerned, and confirmation of commitments made by all stakeholders.

These contributions could total 75 millions Euros (US\$99.01 million) in 2014-2017.

French initiatives will seek to develop core infrastructure to improve conditions for cultivating and marketing agricultural products; to promote diversified, competitive, and sustainable irrigated agriculture (land restoration, inclusion of women and youth, marketing and processing); to build the ownership capacities of rural communities (natural and land resources management); to promote local economic development; and to sustainably improve the productivity of rain-fed agriculture (resilience of production systems).

5. JAPAN

Expected disbursements for supporting the agriculture and agricultural-related sectors over the period of the Japanese fiscal year 2013-2016 would total at least 1,647 million JPY [Japanese yen] (US\$17.82 million).

This amount includes support for the improvement of the rural economy (rice growing, agro-ecology), the promotion of sustainable fisheries, nutrition in connection with maternal and child health and, finally, the promotion of the private-sector (cottage industry).

6. SPAIN

The amount of funding will be determined following the development of Spain's programming framework for Senegal (target date: November 2013).

Initiatives funded will seek to increase production and improve agricultural productivity (marketing, research, production and storage infrastructure, animal health, seeds), as well as to develop surface and ground water for primary-sector activities.

These initiatives will be included in the joint programming document of the member states of the European Union for Senegal.

7. ITALY

Italy's current programming in the agricultural sector supports Senegal's NAIP by contributing to a sustainable increase in grain and market-garden production, through effective use of natural resources in central Senegal and Middle Casamance.

Planned programming aims to pursue this objective by improving management of production factors and by increasing marketing opportunities for small and medium farmers, especially women.

Financial commitment for 2013-2017:

- Current programming: 32.5 million Euros (US\$43.5 million)
- Planned programming: 18 million Euros (US\$24 million)
- Current and planned programming: 50.5 million Euros (US\$67.5 million)

8. ISRAEL

Israel-funded initiatives will help to build agricultural technical capacity and implement small scale irrigation systems.

9. SOUTH KOREA

South Korean initiatives will continue to support horticulture, rice growing, and market gardening.

10. CHINA

China-funded initiatives support agricultural technical training and the development of adapted seeds (rice and vegetables).

China remains prepared to receive and carefully consider any request from the Government of Senegal to improve the performance of the agricultural and nutrition sector.

11. AFRICAN DEVELOPMENT BANK

- Current programming (2014-2017) : 10.77 million UA (US\$16.39 million)
- Planned programming (2014-2017) : to be determined

AfDB initiatives will seek to increase production and productivity of agricultural, forestry, livestock and fishery products in a sustainable manner, by promoting agricultural and pastoral hydraulics (small-scale irrigation, development of surface water), the preservation and development of productive capital (water, land, forests) and integrated natural resources management, and capacity building of producers and public, private, and community-based rural development institutions. Initiatives will especially focus on reducing the vulnerability and strengthening the resilience of food and nutrition insecure households.

Initiatives will also seek to develop agricultural and livestock breeding supply chains and infrastructure (production, storage, processing, marketing) to give producers greater access to markets.

12. WORLD BANK

Investments are to be determined.

Funded initiatives will seek to increase the production and improve the productivity of high-value-added crops, to support the replenishment of the seed capital, and to support rice growing and livestock breeding in the Senegal and Anambé river valleys.

Appendix 3: Private-sector investment intents

As of October 25th 2013, 32 companies have prepared and signed “Letters of Intent” that describe their future investment projects in Senegal within the framework of the New Alliance on Food Security and Nutrition. Private-sector investment programs will support the Government of Senegal’s National Agricultural Investment Plan (NAIP).

Summary of private-sector letters of intent to date

A. Senegalese Companies

1. Agrophytex specializes in the distribution of treated nets and pesticides and production and distribution of agricultural inputs. It is the leader in inputs distribution on the Senegalese domestic market. Agrophytex is planning the following investments and projects:

- Construction of a semi-industrial processing plant for the production of fertilizers in the Diamniadio region (Dakar) (Total investment of US\$ 1.9M)
- Acquisition of a seed processing and packaging unit for a total investment of US\$ 500K
- Partnering with National Agency for Agricultural Insertion and Development (ANIDA) and National Fund for the Employment of Youth to fund the following investments:
 - Maize production and processing for a total of US\$ 320K
 - Technical materials (30K) and training sessions (300K)
- The investment will result in 1,000 jobs created for youth
- **Total Investment: US\$ 3.1M**

2. Agroseed, formerly known as Interface Credit, is a medium-sized agricultural input company founded in 1995. AgroSeed is present in five countries within the region, employs a staff of 17 people in Senegal, and earns about 1.2 billion FCFA annually. AgroSeed’s mission is to increase access to inputs, access to markets, training and knowledge of best practices for smallholder farmers. The company plans to make the following investments:

- US\$ 1.245M for the production of market product seeds on a 20 hectare surface in the Louga region
- US\$ 4.413M for the creation of a network of training and capacity building centers in partnership with ANIDA (pilot center in the Kaolack region)
- US\$ 1.081M for the installation of central supply nurseries for smallholder farmers to access fruit and vegetable plants in Mboro, Sebikatone, and Savoigne
- **Total Investment: US\$ 6.739M**

3. **CCMN** (Comptoir Commercial Mandiaye Ndiaye) is a rice import company importing 225,000 tons of rice annually (about 28% of total amount of rice imported to Senegal annually - 800,000 tons). CCMN is planning to make the following investments to develop local rice production:
- Construction at Ross Béthiou (Saint Louis region) between 2014 and 2019:
 - Rice processing facility (with capacity of 60 tons/day)
 - Livestock feed production unit (with capacity of 240 tons/day)
 - 5 storage facilities (each with capacity for 10,000 tons)
 - Projected Social Impacts:
 - Increase in land for cultivation
 - Increased revenue for smallholder farmers due to sourcing
 - Job creation for women (rice paddy collection)
 - Increase in available livestock feed
 - **Total investment: US\$ 8.2M**
4. **CODERIZ** is a new business unit within the **CCBM** group that was founded in 2008 after the launch of the President's GOANA initiative. CODERIZ has developed an integrated supply chain with activities including the production and processing of rice and livestock. CODERIZ is planning to make the following investments:
- Preparation of 800 hectares of land in the Saint Louis region and purchase of equipment
 - The expected social impact of this investment will be the creation of new jobs in the region
 - **Total investment: US\$ 1.2M**
5. **Coumba Nor Thiam (CNT)** is an agricultural company created in 1987 that specializes in rice and vegetable market products, with a focus on production and processing. CNT operates 7,000 ha each year with more than 6,400 ha rented to small farmers in the Senegal River Valley region. It earns about 1.5 billion FCFA in revenues per production season, with 2 production seasons per year. CNT is planning the following investments in the Senegal River Valley region over the next three years:
- Developing Ronkh rice cultivation with a pump station for irrigation: US\$ 0.4M
 - Storage facility: US\$ 0.2M and Cultivation and processing equipment: US\$ 1.2M
 - New transportation fleet (5 trucks): US\$ 0.1M
 - Projected Impact: Family revenues are increased and the artisanal sub-market is developed
 - **Total investment: US\$ 1.9M**

6. ETS Adiou SENE is a small, family-run production company with activities in Tambacounda, Djourbel, Kaolack and Fatick. Adiou Sene employs about 15 people during peak harvest season and earns about 70-80 million FCFA annually. Adiou Sene produces and sells maize, cowpeas, sesame, and peanuts. Adiou Sene plans the following investments in Tambacounda:

- Production mechanization:
 - Development of 100 ha of land for agricultural production (installation of a pipe, purchase of a tractor): US\$ 100K
 - Projected Social Impact: creation of 30 new jobs by 2015
- Portfolio Diversification:
 - Purchase of peanut processing equipment: US\$ 30K
- Projected Social Impact: increased revenue for smallholder farmers (purchase of their raw materials)
- **Total investment: US\$ 0.1M**

7. Générale Alimentaire Africaine (GAA), since its creation in 2008, has been active in developing the rice value chain via the installation of rice processing facilities in the Saint Louis region (3 are operational today). GAA is a very small company with only 20 employees and it has 1 billion FCFA in annual revenues. The company has the following investment plans:

- US\$ 6.1M for the increased processing and commercialization of rice by-products, specifically the installation of industrial complexes consisting of rice hulling stations, livestock feed production factory, and bio-carbon production facilities in several locations
- US\$ 1.4M for the installation of a poultry complex, equipped with various breeds and all the facilities needed for an integrated supply chain
- US\$ 1M for the installation of a facility for processing the vegetable products
- Planned investments will reinforce the existing partnerships GAA has with smallholder farmers, including female farmers, from whom they source raw materials by increasing revenues, access to value-added processing materials and services, market linkages and self-sufficiency
- **Total Investment: US\$ 8.5M**

8. Laiterie du Berger was founded in 2007. Its activities focus on milk and yogurt production. The company is the second largest dairy producer in the domestic market. Laiterie du Berger is planning to make the following investments:

- Double the production capacity of its Richard Toll milk factory with the objective to produce 4,000 tons of milk by 2016, as well as double its distribution network from 6,000 points of sale in 2012 to 11,000 points of sale in 2016: US\$ 860K
- Creation of a pilot farming program for milk production with local farmers, beginning with 300 cows in 2015 and quadrupling to 1,250 cows in 2025 (initiated with the PCE and the Compagnie Sucrière): US\$ 3M
- Two projects with GRET, a French NGO, related to hydraulic infrastructure (US\$ 2.6M) and livestock farming (US\$ 2.3M)
- Projected Social Impact: increase income of local producers to US\$ 200 a month, which is twice the minimum wage in Senegal, and to increase the number of local producers from 800 to 1,200 by 2016
- **Total investment: US\$ 8.8M**

9. La Pirogue Bleue, created in 1996, is a company that specializes in the processing, sale and exportation of frozen sea products. With revenues of US\$ 6M a year and more than 200 employees, La Pirogue Bleue has concentrated its exports in the last 6 years to Asia and North Africa. La Pirogue Bleue plans to make the following investments in Dakar:

- US\$ 120K to purchase new freezers
- US\$ 100K to purchase new storage facilities
- US\$ 100K to purchase a water purification system
- **Total investment: US\$ 0.32M**

10. Les Grands Moulins de Dakar (GMD), Senegal's leading milling group and historically part of the Mimran Group, is one of the biggest agribusiness companies in West Africa. GMD provides 65% of flour to the Senegalese market and have also diversified into livestock, poultry and aquaculture feed. They are committed to civic engagement, and have created the first baking training center in Senegal. They are planning the following investment:

- Expanding a facility and developing the animal feed production line in cereal production and animal feed
- Increasing storage capacity
- **Total investment: US\$ 2.5M**

11. Mamelles Jaboot is a family business which specializes in the production of yogurt and local cereals. Its founder is strongly committed to develop the agriculture sector as a means to reduce poverty, food insecurity, and malnutrition in rural areas. Mamelles Jaboot will be expanding operations in the following areas:

- Development of farmers' cooperatives of Wakh NGouna in the Kaolack region for the purchase of inputs for 600 hectares of farmland: US\$ 66K
- Establishment of an industrial facility to process corn, sorghum, and millet in the Thies region, with a focus on employing indigenous women: US\$ 162K
- Mamelles Jaboot encourages the State and donors to develop an infrastructure of 14 agri-food platforms in the 14 regions of Senegal and to handover the management to the private sector (estimated amount of 162,000 per platform)
- **Total investment: US\$ 0.228M**

12. Nouvelle Minoterie Africaine (NMA) is a key player in bakery flour, animal feed, poultry and pasta. 80% of its production is distributed on the local market, with the remainder going to neighboring countries. NMA plans the following investment to increase its production capacity:

- Development of 1,000 hectares of land for production of organic soy and peanut seeds in the Syer region (Guiers lake): US\$ 7.3M (US\$ 5.5 Euros)
- Partners: Sanders bank and the BOVIC Society
- Projected Social Impact: creation of 130-150 jobs
- **Total investment: US\$ 7.3M**

13. NEGODIS is a company that specializes in importing and selling farm equipment. NEGODIS has several lines of equipment for cultivation, seed processing and crop transport as well as installation of irrigation systems. With annual sales expected to total 700 million CFA francs in 2013, NEGODIS operates throughout the sub-region and is present in Guinea-Bissau, Guinea (Conakry), Burkina Faso and Congo. Negodis plans the following investments:

- Acquisition of a manufacturing facility for agricultural machinery
- Projected Social impact: Enhanced equipment availability and after-sales service
- **Total investment: US\$ 1M**

14. PATISEN is one of the largest producers and distributors of food products in Senegal and is the leader in the majority of its product categories. Founded in 1981, its ambition is to compete with global brands like Nestlé and Unilever regionally and develop activities throughout Africa. PATISEN plans the following investments in the Diamniado region:

- Acquisition of 100 to 200 hectares of land
- Construction of a processing facility dedicated to producing bouillon
- Projected Social Impact: sourcing from and providing technical support to smallholder farmers for higher quality products
- **Total investment: US\$ 80M**

15. SEDIMA is a company that specializes in poultry and the production and processing of animal feed. Created in 1976, SEDIMA is a leader in its main production activities, the production of animal feed (with 34% of the national market) and the production of poultry (with 39% of the national market). The company employs more than 200 people and has revenues of 17 billion FCFA in 2012. SEDIMA plans to make the following investments:

- A chicken slaughterhouse with a capacity of 2500 chickens/hour
- A wheat flour production factory with a capacity of 250 tons a day
- Development of 300 ha for maize production
- The planned investment will create a partnership with smallholder producers including women, men and youth who will be supplying 50% of the chickens for the slaughterhouse. A training program will also be put in place buy part of their production to supply the animal feed factory.
- **Total investments: US\$ 25M**

16. Sentenac Group was founded at the beginning of the 20th century. Its two subsidiaries, **Moulins Sentenac** and **Socas** are involved in cereal milling, as well as tomato and vegetable processing and canning. Socas produces juice concentrates, vegetable preserves, fresh green beans, onion seeds, aromatic plants, and dried tomatoes. Moulins Sentenac specializes in flour and livestock and poultry feed. The Sentenac Group is planning the following agricultural and fishing investments:

- Construction of a fish processing (canning) facility in Savoigne, in the River Valley: US\$ 1.5M
- Construction of a micro packaging facility: US\$ 2M in 2014-2015
- Implementing a micro-conditioning station in joint-venture with a European partner for a value of US\$ 2M in 2014-2015

- Projected Impact: creation of 50 daily jobs, 30 industrial jobs created, US\$ 1M in generated revenue for local fishers, and an additional 3 months of work for smallholder farmers
- **Total investment: US\$ 6M**

17. SHAM Senegal, an agro-industrial company created in 2010, specializes in the cultivation, processing and export of mangoes to Europe. SHAM exports almost 100% of its produce, earning 300 million FCFA in revenue. The company employs more than 325 small producers during the production season and 30 contractors. SHAM Senegal plans the following investments over the next two years:

- Increase production of fruit (to 14,500 tons/year), cereals (12,500 tons/year), livestock feed (200 tons/year)
- Establishment of a poultry, livestock and sheep farm on 59 hectares of land in Thies region, supported by production of livestock feed (total of 35,000 heads of cattle)
- Projected Social Impact: Planned investments will contribute to increased revenue and quality of life for farmers
- **Total Investment: US\$ 1.4M**

18. SODEFITEX is the only industrial-scale cotton producer in Senegal and is among the top five agro-industrial companies in the country. SODEFITEX employs 270-1,000 people depending on the season and has a contract with 35,000 smallholder farmers to source cotton. SODEFITEX is planning to make these following investments:

- Modernization:
 - Rehabilitation and modernization of five seed processing factories
 - Renewal of transportation fleet
 - Modernization and doubling the capacity of cotton seed production factory
 - Investments related to QSE certification
 - Improvement of storage facility
- Diversification:
 - Promotion of rice, maize, and sorghum processing for value-add products
- Projected Social Impact:
 - Increase revenue and improve the ability of over 25,000 smallholder family farms to cover nutritional costs, reduce women and infant mortality, and improve educational levels.
 - Regional economic impacts (create jobs in formal sector, increase revenues of contractors)
- **Total investment: US\$ 11.5M**

19. Société Générale d'Investissement et de Commerce (GIC) is a small production and commercial company based in the Kaolack region. The company cultivates, aggregates, sells and resells groundnuts, maize and local grains. GIC has a staff of 10 full-time employees and earns about 250 million FCFA annually, predominantly from its commercial activities. The company's investment plans are focused on enhancing its supply chain and adding value to its commercial products by acquiring processing capacity for local grains. GIC is planning the following investments:

- Purchase of necessary equipment for processing local cereals and enhancing local supply chain
- Projected Social Impact: The planned investment will create a minimum of 22 jobs and increased revenue for smallholder farmers
- **Total investment: US\$ 0.397M**

20. SOPASEN, created in 1985, specializes in the processing, sale and exportation of sea products. With revenues of 14 billion FCFA a year, more than 450 permanent employees and 250 contactors, SOPASEN produces more than 8500 tons of fish products and 4,000 tons of processed goods. SOPASEN plans the following investments:

- Purchase of five freezer tunnels with capacity of 10 tons/day and of one
- cold storage room with 500 ton capacity
- Purchase of five pole and line tuna vessels
- Projected Impact: Planned investments will increase the revenues of fishers and women heavily involved in fish and seafood processing and sales
- **Total Investment: US\$ 8.54M**

21. Suneor SA is the leading peanuts processor in Senegal and the world's leading export of crude oil and groundnut cake. The peanut industry (annual production: 200 000 tons) accounts for the majority of agricultural income in Senegal, and employs more than 4 million farmers. Suneor is planning to make the following investments:

- Production groundnuts on 20,000 hectares of land through an irrigation system
- Produced grains will be used for seeds by peanut farmers, and supply the factory outlets of Suneor to produce peanut oil, and other derived products
- Projected production after 5 years is 112 500 tons of shelled peanut seeds in shell and 100K tons in tops
- The project will help secure the future of the groundnut value chain in Senegal by providing seeds to producers to improve yields, maintaining and expanding industrial processing capacities of the oil industry, and creating new markets by production of animal feed
- **Total investment: US\$ 20M**

22. Teylium Group Sa is a global and diversified investment portfolio company. The Group's objective is to become one of the major investors in the African continent. Teylium portfolio currently consists of companies operating in the following sectors:

- Real Estate
- Development and property management for hotels
- Telecommunications and new information technologies
- Banking and financial services
- Agro-industry
- Air services

By way of its subsidiary **Continental Foods Company**, The Teylium Group intends to perform the following investments:

- Land development to cultivate cereals in the Ndiayene Pendao zone in the Senegal River Valley region
- Rice cultivation in double cropping with another variety through the irrigation pivots and gravity system
- Establishment of an industrial unit for cereals processing supplied by the company's own production fields, with contracting arrangements with small producers
- The project aims to aggregate small producers in the area of Ndiayene Pendao and provide technical assistance. The cooperation framework will involve land preparation, provision of inputs, training to supply outlet for the flow of production
- **Total investment: US\$ 5.5M**

23. TROPICASEM, created in 1984, specializes in R&D, production and distribution of inputs, specifically horticultural seeds. TROPICASEM has distribution centers across West Africa and throughout Senegal and earns over 3.1 billion FCFA in revenue each year. The company employs over 80 permanent staff and hundreds of day-laborers during production season. TROPICASEM also provides consulting and research services to smallholder farmers. The company plans the following investments in the next five years:

- Construction of two cold storage rooms for improved seed preservation
- Purchase of 50 hectares of land for a new research station in the land depression or river zones, including lab and production equipment, an irrigation system, storage facilities, etc.
- Creation of a phytopathology, in vitro, and molecular biology lab
- **Total Investment: US\$ 2.37M**

24. Vital Agro-Industries markets broken white rice and high quality white rice under the label "Rixel." The company has increased local, industrial production capacity to 100K tons of white rice, or 10% of national consumption. Vital Agro-Industries intends to pursue the following projects:

- Installing two new lines of production: US\$ 1M
- Implementation of a primary irrigation network over 6000 hectares: US\$ 9.6M
- Installation of a gate over 6000 hectares: US\$ 3M
- Purchase and install irrigation pivots over 6000 hectares: US\$ 35M
- Purchase of agricultural equipment: US\$ 7M
- Installing biomass plant of 18 megawatts: US\$ 14M
- Installing a cattle feed processing facility: US\$ 1M
- Vital plans to partner with producers, financial institutions, and will continue to pursue public-private partnerships
- The investment will support women employment and will result in positive social and environmental impact
- **Total investment: US\$ 70.6M**

25. Zena Exotic Fruits is a small business founded in Senegal 27 years ago, specializing in fruit and vegetable processing and the commercialization of products for local, regional and international markets (Europe and the U.S.). Zena produces jams, syrups, juices and other products. The company employs 20 to 60 staff depending on the season and earns about 500 million FCFA. Zena is a social enterprise in that it provides training for staff, supports education for children of employees, and hires people with disabilities. It sources raw materials from smallholder farmers via intermediaries. Zena plans to make the following investments :

- US\$ 71.4K to invest in food safety standards and certifications
- US\$ 432K to increase and restructure production capacity, including training of smallholder farmers, hiring of new staff, and outsourcing professional services
- US\$ 13.9K to create a line of organic products
- US\$ 67.4K to create a line of dried fruit products
- US\$ 650K to invest in the production of natural health drinks
- **Total investment: US\$ 1.184M**

B. International Companies:

26. AfricaGraines, the Senegalese subsidiary of the French group, Agreenoval, specializes in the production of plant seeds. The company concentrates on the production of non-GMO maize, sunflower, and sorghum seeds for export to Europe during the winter season. The company decided to invest in Senegal because of the country's political stability, climate, human capital, proximity to Europe, and agricultural potential. AfricaGraines plans the following investments:

- US\$ 750K for the development of a network of family farm (900 family gardens) plots in the Ziguinchor region
 - Land for crop pilots (100 ha)
 - Purchase of production equipment
 - Installation of drying, storage and cold storage facilities
 - Seed production
 - Projected impact: increased partnerships for local women's economic associations (GIE), providing training and technology transfers
- US\$ 2M for the production of rice, cowpea, green beans, maize, and guar bean seeds
 - Standardization of irrigation systems
 - Purchase of production equipment
 - Installation of drying, storage and cold storage facilities
 - Construction of a seed processing factory
 - Projected impact: job creation, employee training, and increased access to modern production techniques and materials
- **Total Investment: US\$ 2.75M US**

27. Compagnie de Filature et de Sacherie (COFISAC) is an industrial entity founded in 1995. It is a subsidiary of Filtisac and specializes in the manufacturing of woven polypropylene packaging for a variety of agro-food products (rice, corn, salt, sugar, animal feed, poultry, peanuts, flour, and fertilizers). COFISAC employs a staff of about 200 (50% full-time) and earned 4 billion FCFA in revenue from Senegal. COFISAC plans to make the following investments:

- US\$ 2.13M to increase extrusion line for annual production capacity of 30 million bags
- Projected Impact: The planned investment will create jobs, provide tools to small salt producers, and indirectly have a positive impact
- **Total investment: US\$ 2.13M US**

28. Export Trading Group (ETG) is a supply chain management company operating in over 30 African countries specializing in procurement, processing, distribution, merchandising and warehousing. Export Trading Group is planning to make the following investment in green field operations in Senegal:

- Establishing a rice, maize, and groundnut processing plant with a 5,000 tons/year capacity in next three to five years
- The project plans a transfer of technology and competencies towards small holders
- ETG is currently negotiating with local producers to limit imports
- **Total investment: US\$ 10M US**

29. Hortis (La Société Horticulture du Sénégal) is a new company, founded in 2006, with operations in Senegal, Burkina Faso and Mali. Hortis is a subsidiary of the American company, Green Seed. Hortis' main activity is the import of seed varieties. Hortis is planning to make the following investments:

- Creation of 5 commercial locations in Thiès, Saint Louis, Matam, Kaolack and Ziguinchor
- Projected Social Impact: easier access and faster supply of quality inputs, increased productivity in activities, increase in revenues through market access and an improvement in food quality and living conditions for smallholder farmers
- **Total investment: US\$ 0.05M**

30. Novel Group SA, created in 1999 is a company that specializes in the production and trading of soft commodities. With subsidiaries throughout Africa, Novel is specialized in the production of rice. Novel is planning the following investments:

- Training of rice producing SMEs for the production of 75,000 tons of paddy rice
- A paddy rice transformation unit with a capacity of 225,000 tons and the commercialization of 150,000 tons of rice
- Projected social impact: Creation of 9,000 jobs, improvement of technical capabilities of smallholder producers
- **Total investment: US\$ 50M US**

31. Copéol Senegal is a joint venture between two French companies: Sofiproteol (oilseed and protein crops) and Group Castel. Copéol is based in Kaolack and is focused on two main activities: the crushing of peanuts and the commercialization of raw oil and soymeal. Copéol plans the following investments in Senegal:

- Expansion of the capacity of industrial peanut crushing facility from 100,000 tons/year to 300,000 tons/year and installation of a new facility for solvent extraction of peanut hull (with capacity around 1000 tons/day): US\$ 32.5M
- Installation of an oilcake detoxification facility (with capacity around 300,000 tons/year) allowing for the recognition of oil or defatted meal within the EU: US\$ 6.5M
- Projected Social Impact: contractual agreements with 4,500 farmers to cultivate 3,500 hectares of land in 2013. If successful, this number will increase significantly in 2014 due to the increase in cultivation surface to 10,000 hectares
- **Total investment: US\$ 39M**

32. Soldive Senegal is part of the multinational Soldive group, leader of the melon market in Europe. Established in Senegal in 2006, the company is also active in Morocco, Spain, France and Guadeloupe. The company employs 30 permanent staff and more than 200 contractors. Soldive Senegal earns between 2 and 3 billion FCFA in revenue each year producing 2000 tons of melon on 80 hectares in Saint Louis. Soldive Senegal plans to make the following investments:

- 854K for the construction of a conditioning centre US\$ 1.3M for the purchase of land to expand production surface
- The planned investments will increase job and revenue opportunities for women, who make up 95% of Soldive Senegal's human capital, and will be accompanied by the construction of a school and provision of an ambulance
- **Total Investment: US\$ 2.145M**

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