



Smallholder and
Agri-SME Finance and
Investment Network



Reshaping finance for businesses in agriculture: From shared knowledge to collective action

SUMMARY OF PROCEEDINGS

SAFIN ANNUAL PLENARY
MEETING 2023
30-31 OCTOBER | ROME, ITALY



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1 About the SAFIN Plenary Meeting 2023

The Smallholder and Agri-SME Finance and Investment Network (SAFIN) was launched by the International Fund for Agricultural Development (IFAD) in 2018 to close the multi-billion-dollar financing gap for small and medium enterprises (SMEs) in agriculture and small-scale farmers. SAFIN bridges the siloes between the providers, enablers and receivers of agricultural finance, by sharing market intelligence, informing investments targeting farmers and agricultural SMEs, and fostering multi-stakeholder collaboration in the sector.

SAFIN's diverse membership and guest participants convene every year at the network's Annual Plenary Meeting to share the latest emerging insights and nurture partnerships around their common goal of closing the capital gap in the sector. The 2023 meeting was held amid geopolitical upheaval, slowing economies, ongoing concerns about climate change and an urgent need to finance the transformation of food systems worldwide. On 30-31 October 2023, the SAFIN Secretariat hosted the event at the IFAD headquarters in Rome, Italy under the theme "From shared knowledge to collective action".

The event was designed to achieve four objectives. First, to strengthen existing synergies among SAFIN members and forge new relationships. Second, to reflect on the evolution of SAFIN and take stock of collective achievements that advance the smallholder and agri-SME finance agenda. Third, to deliberate and define the future direction of the network. Fourthly, to identify and facilitate practical initiatives underpinned by shared knowledge and support. Participants also explored various thematic areas: the broader agri-finance outlook; ways to channel more climate finance to agriculture; how SME investors in Africa are balancing the demand for capital with a difficult fiscal environment; and, financing mechanisms for farmer organizations. This report summarizes the key learnings from the discussion sessions of the two-day event.

2 Key takeaways

Mainstreaming systemic approaches

Agri-SME finance has historically been a niche segment of the agricultural finance sector, but in recent years, the role of SMEs has progressively moved into the mainstream of global policy forums, media coverage and investments by both public and private capital providers. While this hard-won progress should be celebrated, one sentiment was echoed throughout the event—investments into individual agri-SMEs alone cannot effectively influence the systemic issues faced in the sector. Greater coordination across the sector, peer-to-peer learning among institutions and joint initiatives that target the structural challenges that SMEs face in accessing finance are critical to close the glaring capital gap.

'What gets measured, gets financed'

Climate finance towards agriculture currently lags other sectors, in part due to the lingering lack of a shared definition and impact indicators. SAFIN members discussed what data and reporting are needed to bring more climate funds within the reach of agricultural enterprises, including farmer organizations. While the cost of collecting data is too high to rest on the shoulders of these enterprises, the emergence of tech solutions that capture the impact of climate-smart techniques offers an opportunity for providers, enablers and receivers of climate finance in agriculture to increase the flow of funds.

Building capacity at the grassroots level

Following an IFAD-SAFIN survey on the financing needs of farmer organizations, IFAD is currently in the pre-design phase of an initiative to address some of the main obstacles these organizations face in accessing adequate financing. SAFIN members offered inputs to inform the development of this platform, including a push to focus on key challenges across organizations in various regions, such as recruiting and retaining qualified staff and digitization of service delivery. However, a representative of farmer organizations cautioned that technical assistance accompanying such funds should aim to build their capacity, first to access and manage finance, and then to independently monitor impact using indicators that reflect that reflect the daily reality of small-scale farmers.

Future-proofing finance in a time of crisis

In a session uncovering the responses of financial institutions, agricultural enterprises and governments in Africa to the global 'polycrisis', sector experts traded views on a 'Crisis Response Toolbox' for various players to ensure the unfettered flow of capital during future crises. Potential areas of focus can include local incentives for loan structuring, capital injection grants for specific commodities or inputs like fertilizer, and returnable grants for key value chain actors. However, the role of governments in enacting timely policy changes and incentives for other actors during the onset of crises was emphasized as a critical piece for effective responses across the sector.



3 Session highlights

a. State of the sector: Towards a seismic shift in the agri-finance ecosystem

To make finance more inclusive and sustainable in the agriculture sector, complex challenges have to be overcome and today's investment practices and structural norms overhauled. In this session, SAFIN members discussed the state of the agricultural finance sector, debated the current challenges, and explored solutions to help key players better address the financing needs of SMEs and farmers.

SESSION LEADS



Sanne Steemers, President Rest of Africa, AFEX



Nicholas Colloff, Executive Director, Argidius Foundation



Romy Calderón, Chief Economist, Latin American Association of Development Financing Institutions (ALIDE)

Session takeaways

I. Financial inclusion for agri-SMEs and farmers is within reach

Access to agricultural finance can make or break food security, rural livelihoods, and economic growth, but lenders and borrowers currently face contrasting realities. Repaying loans is increasingly difficult for SMEs and farmers due to inflation and volatile exchange rates, while agricultural lenders face high risks, costs, and a market with little available collateral and

longer time horizons than other sectors. Steemers made two suggestions to overcome this mismatch—the use of commodities as collateral and the use of blended finance to reduce the cost of capital. However, scaling these mechanisms by 2030 will not be easy. Warehouse receipt systems have yet to win wide acceptance from farmers and banks, while the deployment of blended instruments in agriculture has yet to reach its full potential in terms of scale.

“Closing the financing gap for agribusinesses is largely a question of allocation, not lack of funds. The estimated 200-billion-dollar shortfall in their financial needs amounts to only 5% of assets under management by pension funds in the United Kingdom alone.”

*Sanne Steemers,
President Rest of Africa, AFEX*

2. Designing viable business models for local lending

Nicholas Colloff asserted that focusing excessively on the funding shortfall and blended finance models distracts attention from market failures. To overcome currency risk, most financing for agricultural enterprises needs to be local. Colloff shared the example of Kenya Commercial Bank (KCB), which was lending to almost 1 million SME customers, without appropriately segmenting them from other retail customers. With support from Women's World Banking and Argidius Foundation, KCB now designs cash flow and relationship-based lending products tailored for women-led SMEs, which have proven to be profitable. The real challenge, he argued, is to use public and philanthropic funds to develop commercially viable business models and products that can be replicated by domestic private financial institutions. The agri-SME finance sector can also learn from microfinance models, which have shown how to channel large pension funds into smaller-sized inclusive loans.

“Public and philanthropic funds should focus on designing financial products and business models for SME lending that are viable enough to be replicated at scale by the private sector.”

*Nicholas Colloff,
Executive Director, Argidius Foundation*

3. Managing transaction costs and increasing agricultural productivity

Romy Calderón argued that in practice, the cost of delivering capital is often too high for the objectives it aims to achieve in the agri-SME finance space. This is particularly true for climate finance, where the time and transaction cost to deploy to agricultural SMEs and farmers rarely matches the environmental impacts. In Latin America, digitalisation has helped to reduce the operational costs of SME lending by public development banks, but achieving greater financial inclusion is not easy, because it still entails additional upfront costs. Stakeholders should work together to reduce the transaction costs for SME finance and increase climate-smart agricultural productivity to feed the growing global population while protecting the environment.

“The focus of various stakeholders in the sector should be on addressing the high cost of delivering capital to agricultural SMEs and on ensuring that their access to finance results in higher agricultural productivity.”

*Romy Calderón,
Chief Economist, ALIDE*

To tease out the tensions, session participants were divided into groups representing farmer organizations, SMEs, policymakers and financial institutions, and each group was tasked with identifying what they needed from other stakeholders. SMEs and farmer associations clamoured for offtake agreements with other value chain players; lenders sought well-run, credit-worthy SME clients; while policymakers requested for better quality data and greater coordination within the sector.

Next steps

The SAFIN Secretariat will conduct a system analysis and mapping exercise of the ecosystem for financing SMEs and smallholders, creating an impact matrix that highlights opportunities for SAFIN members and other key stakeholders to collaborate on targeted interventions to achieve systems-level change. Such interventions will be guided by members' experience, existing work and ongoing thematic priorities.



b. Climate finance for agriculture

During this session, SAFIN members looked at ways to direct larger flows of climate finance to agri-SMEs, and the importance of measuring the performance and impact of such funds. Which tools and skills are needed to collect good quality metrics and data on the impact of climate finance, and who should pay for them? How can this information best be used to leverage additional capital for the sector? These are some of the questions this session sought to unpack.

SESSION LEADS



Hans Muzoora, Agriculture Market Systems Officer, U.S. Agency for International Development (USAID)



Lany Rebagay, Programme Manager, Asia Farmers Association for Sustainable Development (AFA)



Amanda Fernandez, Executive Director/Chief of Party of CATALYZE, Palladium

Session takeaways

1. Anchoring climate finance for agriculture in transparency

Hans Muzoora opened the discussion with a donor perspective, stressing that only things that have a measurable benefit are likely to get financed. Public disclosure and transparency on the use and impact of climate finance in agriculture is vital to attract funds to help farmers and SMEs adapt to climate change. He cited the need for aligned definitions and taxonomies for climate finance across donors and other stakeholders, as this forms the basis for environmental impact indicators that do not pose an excessive reporting burden on SMEs and farmers.

“In climate finance for agriculture, and agricultural finance more broadly, what gets measured, gets financed.”

*Hans Muzoora,
Agriculture Market Systems Officer, USAID*

2. Building capacity and channelling finance at the grassroots level

Lany Rebagay reminded participants that multilateral institutions often find it complex and slow to channel climate adaptation and mitigation funding to farmers and SMEs. She said that these farmer organizations should have sufficient channels for direct climate financing. She added that

this should be complemented by capacity building for them to institutionalize the processes and systems required to access, manage and independently monitor the impact of such funds. She also highlighted that any related indicators should be anchored in the daily realities of small-scale farming, since these farms are more often engaged in adaptation than mitigation.

For many farmers, impact measurement is a secondary challenge when it comes to climate finance. The first challenge is access.”

*Lany Rebagay,
Programme Manager, AFA*

3. Emerging technology solutions to bridge the data and reporting gaps in climate finance

The difficulty of assessing the impact of adaptation and mitigation efforts on myriad small farms is the main reason donors and other financiers face challenges in channelling climate funding to them, explained Amanda Fernandez. The challenge is to develop viable business models to gather the data required to structure and deliver financing at the scale needed to align with the Paris Agreement. While the burden on donors to pay for these tracing systems is high, it is simply out of reach for farmers and small businesses who already face high costs to access climate capital. Innovative technology solutions that gather data about carbon dioxide emissions, sequestration and other key metrics are one potential solution to this challenge, and this data can be used to qualify farmers and businesses for loans.

“There is a major data gap between what happens on the farm and the (food supply) collection centres. What happens in between, nobody knows. It is still very difficult to prove sustainable production.”

*Amanda Fernandez,
Chief of Party of USAID CATALYZE, Palladium*

Next steps

Participants identified several areas of common interest, specifically around climate adaptation. An ongoing climate finance introductory series will continue to build momentum in Asia, while in Latin America, members are beginning to converge around biodiversity and climate as a thematic priority. To support these efforts, SAFIN plans to develop a set of Best Practices for the design, deployment and measurement of climate finance solutions targeting agri-SMEs.

c. Agri-SME finance in multiple crises: Challenges and opportunities in sub-Saharan Africa

The war in Ukraine since February 2022 has had economic consequences across the world, just as economies were recovering from dramatic disruption caused by the COVID-19 pandemic. SAFIN collaborated with the United Nations Food and Agriculture Organization (FAO) and ISF Advisors to study how this market volatility has affected agri-SME lending portfolios in sub-Saharan Africa. This session presented some of the key findings of this study, as well as a complementary study by AGRA on the impacts of the ‘polycrisis’ on agricultural enterprises in the region.

Session leads



Alexandre Kaufmann, Agribusiness Investment Specialist, FAO



Atisha Kumar, Economist, Investment Centre, FAO



Hayden Aldredge, Manager, ISF Advisors



Mumbi Maina, Agribusiness Deal Room Lead, AGRA

Session takeaways

I. Flexible financial products and resilient lending portfolios

Alexandre Kaufmann and Atisha Kumar opened the discussion by sharing the experience of FAO over the past 18 months, citing an increase in Africa-based enterprises seeking credit lines while the responses of lenders were often slow and inflexible. FAO sought to understand how the fallout of multiple crises was affecting the agricultural finance sector, resulting in an inquiry

that consulted 14 impact investors active in sub-Saharan Africa. Despite increased costs for agri-SMEs arising from supply chain disruptions, investor portfolios have proven relatively resilient overall in 2022, with 80% of them performing better or in line with performance in 2021. One key recommendation emerged, for lenders to introduce flexible financial products and structure investments to include a small pool of “buffer”

“The big picture is that from an investment perspective, lending portfolios remained relatively resilient to short-term shocks. But investors are well aware that climate change is an ongoing crisis they will need to address.”

*Hayden Aldredge,
Manager, ISF Advisors*

capital to provide additional financing lines to SMEs during crises. They also emphasized the need for lenders to provide portfolio companies with operational and strategic support during crises. Donors are also advised to fund such technical assistance provided by financial investors, incentivize lending in local currencies and support the uptake of climate finance mechanisms by agricultural SMEs.

2. Liquidity shortages: A domino effect along agricultural value chains

Mumbi Maina shared insights from AGRA's complementary study on the impact of recent crises on enterprises, focusing on Nigeria, Tanzania and Zambia. It found that many agripreneurs addressed liquidity shortfalls by reducing personnel and injecting more of their own capital into their businesses to

“Over 30 to 40 per cent of SMEs surveyed were providing loans to farmers downstream. Any limitations on them means that their client farmers have less access to finance.”

*Mumbi Maina,
Agribusiness Deal Room Lead, AGRA*

avoid paying high costs to access additional loans. Another valuable insight demonstrated how fast a liquidity shortage can spread along a value chain, with grave consequences. The study found that 40 per cent of SMEs were providing loans to farmers, implying negative knock-on effects on farmers' access to capital. Without these loans, farmers experience constraints in their access to inputs, causing a fall in their yields. Moreover, although governments responded quickly to protect farmers and consumers during the crisis, they subsequently raised taxes, pushing up SME operational costs. Enterprises in the study also shared the concern of impact investors about the rising costs and challenges related to the climate crisis.

3. Damage lasts, but so do lessons for lenders, donors and businesses

Participants shared their varied experiences over recent years. One impact investor highlighted that during the pandemic, 70-80 per cent of their investees had restructured their debt. Three years later, the effects remained visible in their balance sheets. In 2023, accrued interest charges are still undermining the growth of these firms. The discussants agreed that technical assistance for SMEs to improve their financial management and performance while markets are relatively stable can help companies cope with future crises. The session participants exchanged views on the need for a 'Crisis Response Toolkit' for the sector, covering various measures that impact investors, donors, enterprises and policymakers can deploy during future crises. They also highlighted an area for further research- the government policy responses across the continent, and in other regions, and which responses can be replicated to ensure that financial ecosystems continue to function during unforeseen crises.

d. **Next Steps**

Building on the findings from the reports published by FAO and AGRA, the SAFIN Secretariat will engage members in forming a thematic working group to explore potential opportunities for the collaborative development of concrete tools or solutions that could help build resilience to future crises within agriculture finance systems.

Idea Mining Session: Making finance work for farmer organizations

Building on the SAFIN Investment Prospectus and Design Clinics, this session introduced the new SAFIN Peer Designed Venture (PDV) framework to the network's membership. The PDV offers a systematic process to operationalize findings and recommendations originating from SAFIN's knowledge agenda. This PDV kick-off session focused on a financing platform targeting farmer organizations, which builds on the main findings of a related multi-country survey by SAFIN and IFAD conducted in 2021.

SESSION LEAD



Frank Rubio, Senior Investment Advisor, Private Sector Advisory and Implementation Unit, IFAD

Session takeaways

1. Leveraging existing mechanisms for long-term results

Frank Rubio opened the discussion by describing the effective role farmer organizations play in channelling finance to small-scale farmers, enhancing agricultural productivity and generating economies of scale. The financing platform, currently in its pre-design phase, aims to enable these organizations to become attractive business opportunities for investors with different risk appetites using blended finance instruments. Technical assistance shall also be offered to farmer organizations to improve their business practices and financial literacy, as well as to local financial service providers to tailor their products to the seasonal nature of agriculture. Session participants advised that the investment platform should leverage existing mechanisms to engage with

“Farmer organizations are a logical and effective partner to funnel finance to farmers. They play an important role in achieving economies of scale, fostering inclusion and enhancing productivity.”

Frank Rubio, Senior Investment Advisor, IFAD

farmer organizations. For instance, the Farmers' Organizations for Africa, Caribbean and Pacific programme (FO4ACP) can be an entry point to build the capacity of smaller, less formal organizations and usher them into bankability, while SCOPEinsight tools can be used to standardize business development support and professionalize recipient organizations. A representative of farmer organizations cautioned that technical assistance should aim to institutionalize the skills needed by recipients to develop viable business models in the long term, rather than provide short-lived external support.

“Demonstrating that farmer organizations are a viable investment opportunity for commercial banks is key to scaling and sustaining their access to capital. In today’s fiscal environment, concessional lending cannot be sustained for long periods.”

*Dr. Prasun Kumar Das,
Secretary General, Asia-Pacific Rural and
Agricultural Credit Association (APRACA)*

2. Addressing common challenges and transitioning towards private sector-led investment

Experts at the session also recalled two main challenges that are common among farmer organizations- recruiting and retaining qualified staff, and digitalizing their business processes. A focus on addressing these two challenges, targeting farmer organizations in countries with adequate digital infrastructure and relevantly stable economies would enable the platform to demonstrate a proof of concept during its initial stages. One participant insisted that the key to success is in the potential for recipients to maintain access to finance and thrive beyond the life of the investment platform. Public funds can be used to support this in two ways: to address market failures, so that farmer organizations can access viable markets to sell into; and to incentivise the engagement of local financial service providers in the long term.

Next steps

Feedback shared by SAFIN members on the proposed FO Finance platform design will be integrated in the next phase of design and development, and will seek further contributions from expert members within the network.

e. Charting a new collective path for inclusive access to finance

As the mid-way point of SAFIN 2.0 (2021-2025), the Plenary Meeting 2023 presented a timely opportunity for SAFIN members to discuss the network's progress towards its goals. Through two dedicated sessions at the event, participants took stock of what the network has achieved since its launch in 2018, considered areas of improvement, and identified network priorities for 2024 and beyond.

SESSION LEADS



Hernan Manson, Head of Inclusive Agribusiness Systems, International Trade Centre



Thouraya Triki, Director, Sustainable Production, Markets and Institutions Division, IFAD



Liz Wilson, Deputy CEO, Small Foundation



Patricia Richter, Senior Technical Officer, Social Finance Programme, International Labour Organization (ILO)



Andrea Zinn, Director, Council on Smallholder Agricultural Finance (CSAF)



Nadia Martinez, Senior Coordinator, SAFIN

Key Takeaways

1. Capitalizing on shared knowledge and standards for joint action on the ground

Hernan Manson opened discussions by highlighting SAFIN's key achievements. These include technical inputs provided for over US\$ 250 million in financing for agri-SMEs, 9 joint initiatives facilitated among member institutions, up to US\$35 million of pledged or actual investments mobilized through the SAFIN Investment Prospectus process, over 4,000 sector practitioners trained, 43 original research publications, and 60% growth in new relationships

"Our Foundation has benefited from the cutting edge learning and experiences from across the SAFIN network. We have also built partnerships with two Africa-based institutions, both of which came out of the convening power and trust SAFIN has nurtured over the years."

*Liz Wilson,
Deputy CEO, Small Foundation*

in the network. During the deliberations, the membership agreed that SAFIN has provided valuable access to expertise, knowledge and opportunities for partnerships. However, there is a need to strengthen the link between these activities and increased financing for agricultural enterprises and farmers on the ground. In addition, two proposals were tabled – to explore developing voluntary guidelines for the sector and to increase member ownership of SAFIN activities, particularly those covered by the IFAD-hosted Secretariat. The latter would also bring SAFIN activities closer to sub-Saharan Africa, Asia and Pacific, and Latin America and the Caribbean where most targeted enterprises are based.

2. Priorities for 2024: Greater collaboration and climate finance at scale

As participants agreed on SAFIN priorities for the year ahead, the need to strengthen activities to facilitate collaboration and scaling-up of climate finance emerged as two main points. Several members have previously conducted sector mapping exercises, which can be fed into a global ecosystem map for SAFIN

“SAFIN should help its members and external partners answer the following questions: What has failed in agri-SME finance? Why did it fail? And how can we avoid it?”



Andrea Zinn, Director, CSAF



to better identify gaps and entry points to radically improve the existing system for financing agri-SMEs. Members also cited the need to enhance how the network engages with sector players and policymakers at global, regional and national levels, while ensuring the flow of knowledge and partnerships across all three levels. Participants also emphasized that SAFIN should continue its work to generate and disseminate new evidence, particularly around climate finance for agribusinesses, but should anchor any evidence-building in practical recommendations for policymakers, investors and local financial institutions. Participants also considered refining the network’s membership as a priority for next year, aiming to find the appropriate balance between existing and new stakeholder groups including international financial institutions, impact investors, corporates and agri-SME associations.



Next steps

The SAFIN Secretariat will develop a detailed workplan for 2024 focused on improving the way it tracks value added by the network to its members, including through connections, collaborations and new initiatives launched. Efforts will also be made to stimulate collaborative efforts through the implementation of the peer-designed ventures framework, which will be guided by regional and thematic working groups.


Annex – Member Pitches



MEMBER	SCOPEinsight	
PRESENTER	Marise Blom, Chief Operating Officer	
PROJECT NAME	AgriGRADE	
PROJECT DESCRIPTION	AgriGRADE helps cooperatives and their members professionalise their work, and develop record-keeping optimised to enhance their creditworthiness.	
WHERE	Ethiopia, Kenya and Tanzania.	
SEEKING	Donors, local institutions, and financiers to collaborate on pilot projects in Vietnam and elsewhere.	
WEBSITE	https://agrigrade.org/	

MEMBER	International Labour Organisation	
PRESENTER	Patricia Richter, Senior Technical Officer	
PROJECT NAME	Impact Bond to reduce child labour in Côte d'Ivoire	
PROJECT DESCRIPTION	The bond aims to strengthen the resilience of smallholder farmers and reduce child labour in the cocoa value chain by upgrading school canteens to provide meals year-round and increasing school attendance.	
WHERE	Côte d'Ivoire	
SEEKING	Donors and partners	
WEBSITE	https://www.ilo.org/global/topics/employment-promotion/social-finance/sustainable-investing/WCMS_870828	




MEMBER	Acumen	
PRESENTER	Magdalena Banasiak	
PROJECT NAME	Trellis Initiative	
PROJECT DESCRIPTION	A five-year project to deliver US\$30 million in early-stage capital for agri-SMEs, accompanied by technical assistance, which measures impact and uses data to gain sector insights. It has invested sums of US\$50,000-US\$5 million in more than 20 companies that develop market access for smallholders.	
WHERE	East and West Africa, India and Latin America.	
SEEKING	Partners for technical assistance and venture building, climate resilience and gender.	
WEBSITE	https://thework.acumen.org/trellis	

MEMBER	Fundación Capital	
PRESENTER	Robert Haudry de Soucy, Chief Climate Action Officer	
PROJECT NAME	Oro Verde	
PROJECT DESCRIPTION	Oro Verde is an eight-year multi-stakeholder project launched in April 2023 to find ways to remunerate farmers for producing biomass, whilst simultaneously improving value chains and biodiversity in the cocoa and banana value chains.	
WHERE	Colombia	

SEEKING	Technical partners with expertise in measuring decarbonization and biomass, and developing appropriate business models.	
WEBSITE	https://www.fundacioncapital.org/home	

MEMBER	AFEX	
PRESENTER	Sanne Steemers, President, Rest of Africa	
PROJECT NAME	Scaling Warehouse Receipt Systems (WRS) in Africa	
PROJECT DESCRIPTION	Established in 2014, AFEX has underpinned its work to help Africa feed itself in warehouse receipt systems that increase farmer incomes, reduce food loss and contamination, stabilise prices and overall improve food security. AFEX now seeks to mainstream the use of WRS across Africa.	
WHERE	sub-Saharan Africa	
SEEKING	Several partners for main objectives: to provide first loss guarantees to local banks accepting receipts as loan collateral; to provide local currency capital for cash advances by receipt operators; to train farmers for wider adoption of WRS; and to implement commodity derivatives and forward pricing to reduce market risk.	
WEBSITE	https://africaexchange.com/	

MEMBER	International Trade Center	
PRESENTER	Hernan Manson, Head of Inclusive Agribusiness Systems	
PROJECT NAME	The Coffee Sustainability Initiatives Map	
PROJECT DESCRIPTION	Coffee is an internationally traded commodity often produced by small-scale farmers as a cash crop. There is a well-developed market for sustainable and 'fair trade' coffee, but buyers struggle to connect with small-scale producers and cooperatives. ICO and ITC have developed an interactive tool to link buyers and producers for sustainability strategy development, partnerships, knowledge sharing. ITC and ICO aim to replicate this for other cash crops such as cocoa and sugar.	
WHERE	Global	
SEEKING	Partner organizations to support the rollout of the coffee platform and extension to other commodities.	
WEBSITE	https://intracen.org/	

MEMBER	NORAD + USAID	 
PRESENTER	Anders Aabo, Senior Adviser, Private Sector Development,	
PROJECT NAME	The Financing for Agricultural Small-and-Medium Enterprises in Africa (FASA) Fund	
PROJECT DESCRIPTION	This multi-donor first loss facility seeks to improve the flow of finance agri-SMEs in Africa. With initial funding of US\$70 million, FASA will operate as a fund of investment funds that provide capital to enterprises in the region. USAID and NORAD plan to scale it up to US\$200 million with additional donor contributions.	
WHERE	sub-Saharan Africa	
SEEKING	Partners that want to use the facility to increase their lending to agri-SMEs. Donors interested in contributing to the fund.	
WEBSITE	https://www.usaid.gov/fasa-fund	



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