

Ref. N°	Project title		Development of Farmer Investment School Training Concept					
Name of legal entity	Country	Overall project value (EUR)	Proportion carried out by legal entity (%)	No of staff provided	Name of client	Origin of funding	Dates (start/end)	Name of consortium members if any
AFC Agriculture and Finance Consultants	Benin, Zambia, Germany	199,712	45%	4	GIZ	BMZ	12.06.2017-31.07.2018	CEFE International, ADG
Detailed description of project					Type of services provided			
<p>Background:</p> <p>The German Federal Ministry for Economic Cooperation and Development (BMZ), as part of its special initiative „One world No Hunger“ (SEWOH), has allocated resources to develop and implement approaches and instruments to promote access to and better use of demand-driven financial services for agricultural farms and agri-businesses. Improved access to and utilization of financial services will boost much needed investments in agricultural innovations and thus a valuable contribution will be made to achieve SEWOH goals.</p> <p>The GIZ global project „Promotion of agricultural finance for agri-based enterprises in rural areas“ therefore aims to increase the provision of tailor made financial services to value chain actors in the partner countries. Additionally, the global project provides extensive advisory services and trainings to ensure an effective uptake and usage of products being offered. To enable value chain actors in assessing the economic viability of medium- to long-term investments, AFC has been contracted to develop a concept and material for a series of training measures (“Farmer Investment School” (FIS)).</p> <p>The FIS aims at training emergent farmers, farmer-based organizations (FBO)/cooperatives and rural agri-based MSMEs to improve their business skills and capacities to plan and execute profitable and productivity enhancing investments. Target groups of the training shall already have acquired a basic knowledge on short-term economic planning. The FIS concept therefore builds on existing training concepts (e.g. Farmer Business School, BUS, CEFE). The developed trainings will, to a lesser extent, also be used for the training and/or coaching of financial institutions (banks, microfinance institutions, savings and credit cooperatives, providers of digital payment services) to enable them to understand farm businesses and their investment behaviour.</p> <p>The project comprises the development of a training concept, training material and the implementation of pilot trainings in Benin and Zambia. Furthermore, the project develops a training of trainer (ToT) course, develops its material and conducts pilot ToTs. To ensure a sustainable roll-out, a strategy for a cost-effective training delivery and monitoring (including potential ICT measures), as well as a concept for a post-training coaching concept shall be developed.</p>					<ul style="list-style-type: none"> • Review of existing training material and training concepts • Assessment and prioritization of specific training needs in target countries • Development of an overall farmer investment school training program concept • Development of comprehensive training materials and didactical concept for pilot modules • Implementation of pilot trainings on training modules in the partner countries of Benin and Zambia • Development of a FIS ‘training of trainers’ (ToT) module and conduct one ToT each in Benin and Zambia • Implementation of pilot ToT • Supervision of ToT trained trainers • Formulation of an implementation and roll-out strategy to other countries 			