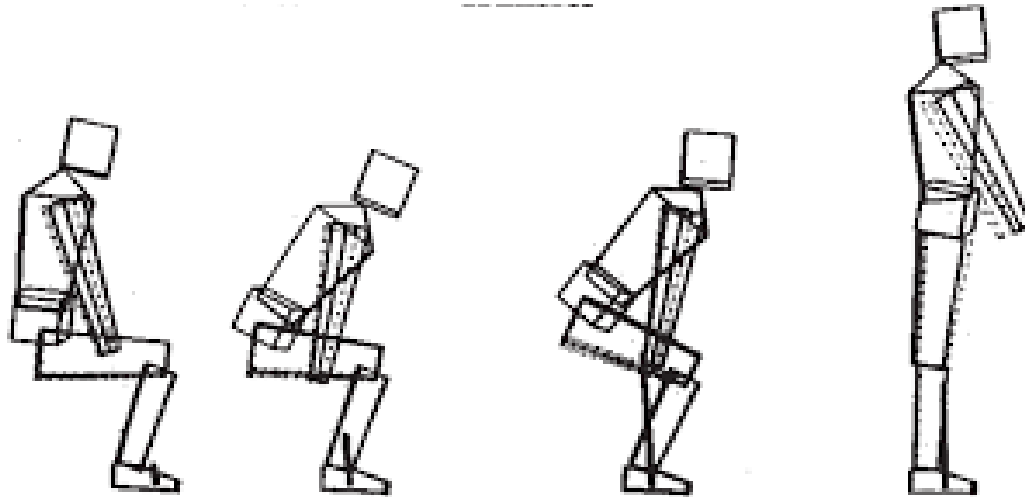




ANNUAL GLOBAL CONVENING – DAY ONE

October 2024

STAND UP.....SIT DOWN



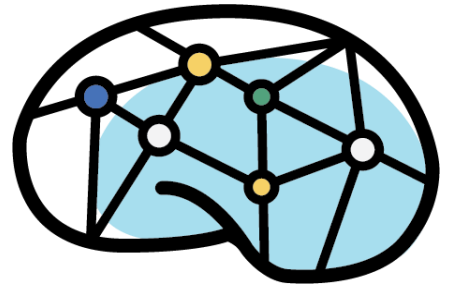
NETWORKING!

GROUPS OF 4



WHAT WE AIM TO ACHIEVE

- Networking
- Debate the latest trends and best practice
- Launch the Standard!
- Find opportunities for Local Network engagement
- Strategize on Learning and Influencing
- Strategize on Resource Development
- Commit to the next phase of work



GROUPS OF 4



HOW DO YOU THINK WE ARE DOING?

The Five C's Network Formation Process



- **Clarify Purpose**
- **Convene the People**
- **Cultivate Trust**
- **Coordinate Activities**
- **Collaborate for Systems Impact**



STRATEGY TO 2030

OUR VISION is where farmers are receiving a living income for fair working conditions that inspires the next generation to invest in sustainable farming as a business.

OUR MISSION is to transform the systems that support farmers organisations and agri-SMEs to create value for farmers and themselves.

OUR APPROACH is to provide a platform that enables stakeholders to learn, innovate and scale up the most effective ecosystem approaches for supporting farmers.

OUR EXPECTED OUTCOMES by 2030 are:

A SUPPORTIVE ECOSYSTEM

A vibrant network with 100 members and partners delivering collaborative system change strategies in 20 Local Networks

INCLUSIVE & SUSTAINABLE GROWTH

50 million farmers receiving improved, coordinated business development services which enables their Farmer Organizations and Agri-SMEs to create added value for them

2024 RESULTS/2025 PLAN



PRIORITY 1: ADOPTION AND ACTIVE USE OF AN INTERNATIONAL STANDARD ON PROFESSIONAL FARMER ORGANIZATIONS

2024

- 27 countries voted YES to the draft Standard
- International Standard published and launched
- NL was the first country to adopt the Standard (target was 2 countries by end of 2024).

2025

- National adoption in all 9 Local Networks
- Technical Working Groups developing use cases for the Standard in all 9 Local Networks (ideally led by Ministries of Agriculture or Ministries of Trade/Cooperatives)



PRIORITY 2: INSTITUTIONALIZATION OF AMEA APPROACHES – ROADMAPS

2024

- All Roadmaps progressed except Rwanda
- 5 of 10 targeted milestones achieved:
 - International standard published
 - Ethiopia BDS association strengthened. MOU pending.
 - Benin BDS Platform established and strengthened.
 - Benin – Coop/BDS provided database improved
 - Uganda – TWGs on Policy and Accreditation

2025: target of 15 milestones from the following opportunities

- National adoption of the International Standard in 9 countries
- Communities of Practice established/strengthened in 10 countries.
- BDS accreditation mechanisms established/improved in Uganda and Benin
- BDS platforms and registries established/improved in Ethiopia, Rwanda, Benin, Ivory Coast and Ghana.
- BDS Cost Share Facilities piloted in Uganda and Tanzania
- Government assessment tool improved in Benin

PRIORITY 2: INSTITUTIONALIZATION OF AMEA APPROACHES – TOOL USE

No more re-inventing the wheel

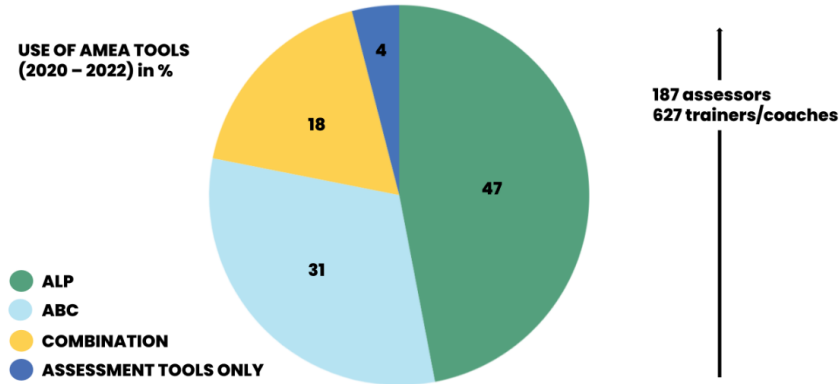


AMEA aims to transform the way in which farmers and their organizations are supported. In most countries this system does not exist. Instead hundreds of projects deliver services in a fragmented, expensive and unsustainable way.

TOOLBOX

BDS tools are hardly ever assessed for cost-effectiveness and many are not used beyond the life of a project or two. This is a costly reinvention of the wheel. Therefore, AMEA strives to curate a Toolbox, composed of members and partners approaches. We do so by supporting a peer review process, which assesses effectiveness and potential for scaling. To date, these best-in-class approaches have reached over 2.5 million farmers.

2.562 MILLION FARMERS REACHED





IMPROVED, COORDINATED BDS – WHY?

AMEA recognized that there are good tools/approaches which will never become part of AMEA toolbox

AND we should be promoting better practice and not just the AMEA Tools

AND this should be part of our Measure of our Success

This is why AMEA's 2030 Strategy has an expected outcome that 50 million farmers are receiving improved, coordinated business development services



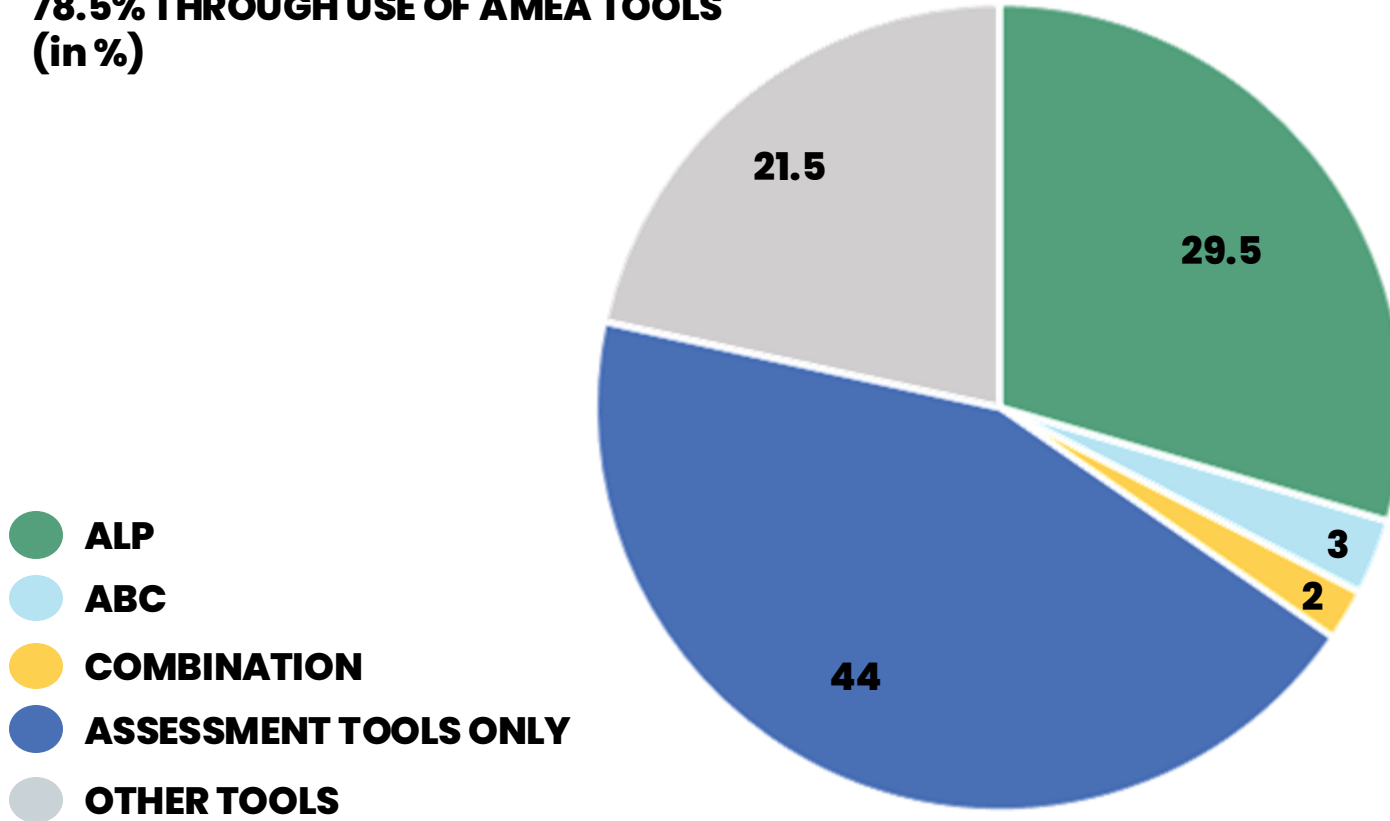
IMPROVED, COORDINATED BDS – HOW?

A Tool will be included if it exhibits the majority of the following:

1. A clear strategy to coordinate BDS with other interventions
2. Select agri-SMEs using segmented data and willingness to contribute to BDS costs.
3. Segmented data informs the BDS content and service delivery model.
4. BDS is delivered using tools and/or providers that have been recognized as delivering quality services.
5. Agri-SME development is measured at regular intervals
6. Agri-SME/FO reach and outcomes on low-income, marginalized groups is also measured
7. BDS cost is measured and there are plans to find efficiencies
8. BDS supports agri-SMEs develop an environmentally sustainable business.

1.36 MILLION FARMERS REACHED IN 2023

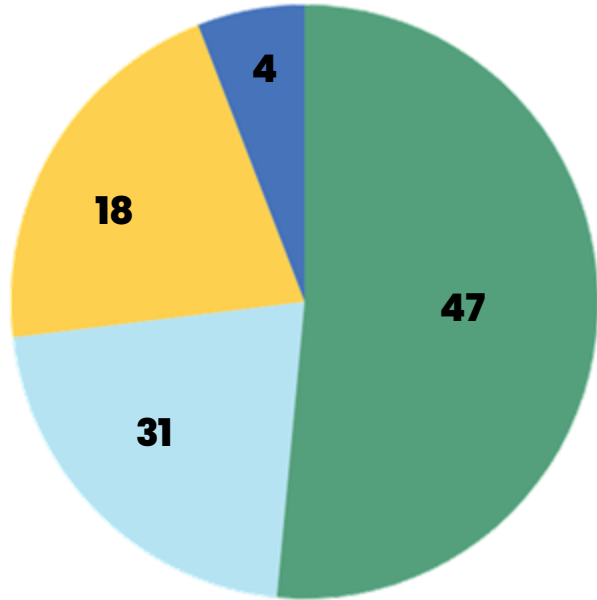
**78.5% THROUGH USE OF AMEA TOOLS
(in %)**



COMPARISON TO PREVIOUS REPORTING PERIODS

USE OF AMEA TOOLS (2020 – 2022) in %

2.562 MILLION FARMERS REACHED



ALP

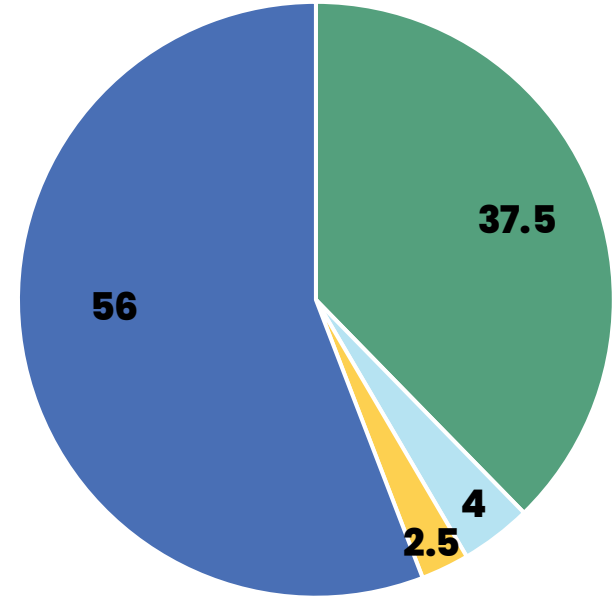
ABC

COMBINATION

ASSESSMENT TOOLS ONLY

USE OF AMEA TOOLS (2023) in %

1.06 MILLION FARMERS REACHED (78.5%)



PRIORITY 3: CONTINUOUS LEARNING AND IMPROVEMENT

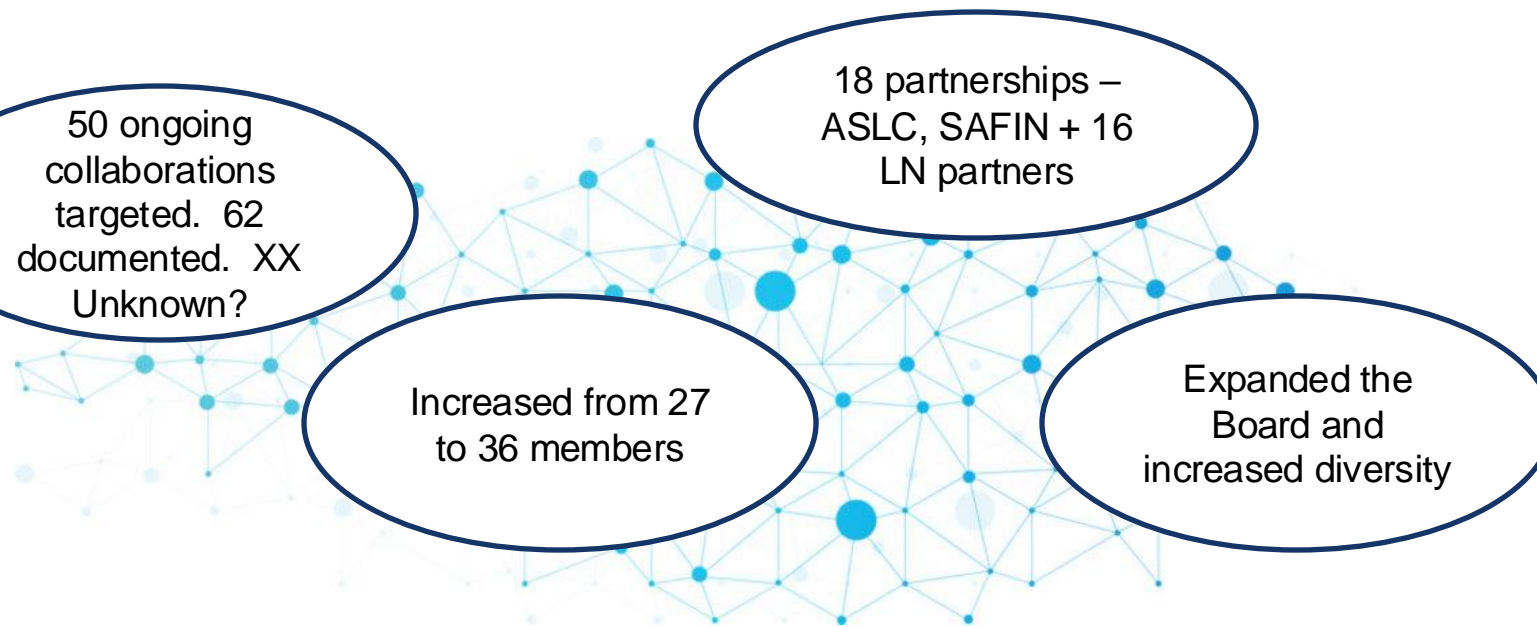
2024

- 6 case studies completed + 10 LiA case studies planned
- Annual Learning Event and Convening
- ASLC segmentation paper
- ALP Developers Conference
- AgTech Roadmap + webinars
- LN events e.g. field trips, Coop Days, webinars

2025

- 20 LiA mini case studies + 10 national dialogues
- Annual Learning Event and Convening
- ASLC next phase
- ALP Developers Conference
- AgTech webinars
- LN events e.g. field trips, Coop Days, webinars
- Youth/Environment ?????

PRIORITY 4: NETWORK MAINTENANCE AND GROWTH

A background network diagram consisting of a complex web of light blue lines connecting various sized blue circular nodes. The nodes are distributed across the central area of the slide, with some larger nodes acting as hubs.

50 ongoing collaborations targeted. 62 documented. XX Unknown?

18 partnerships –
ASLC, SAFIN + 16
LN partners

Increased from 27
to 36 members

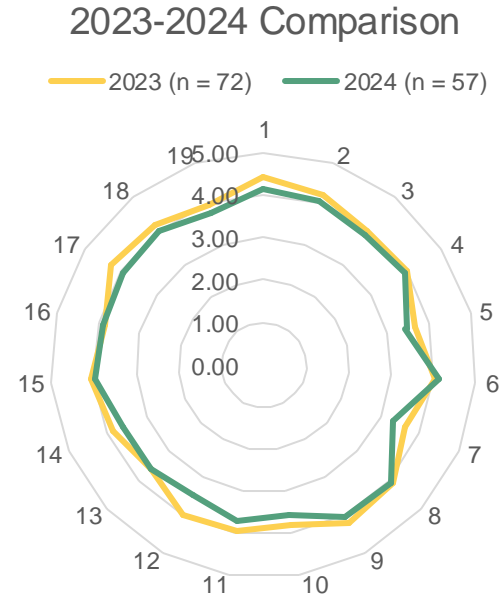
Expanded the
Board and
increased diversity

Network Health overall has remained good but decreased from 4.0 to 3.8

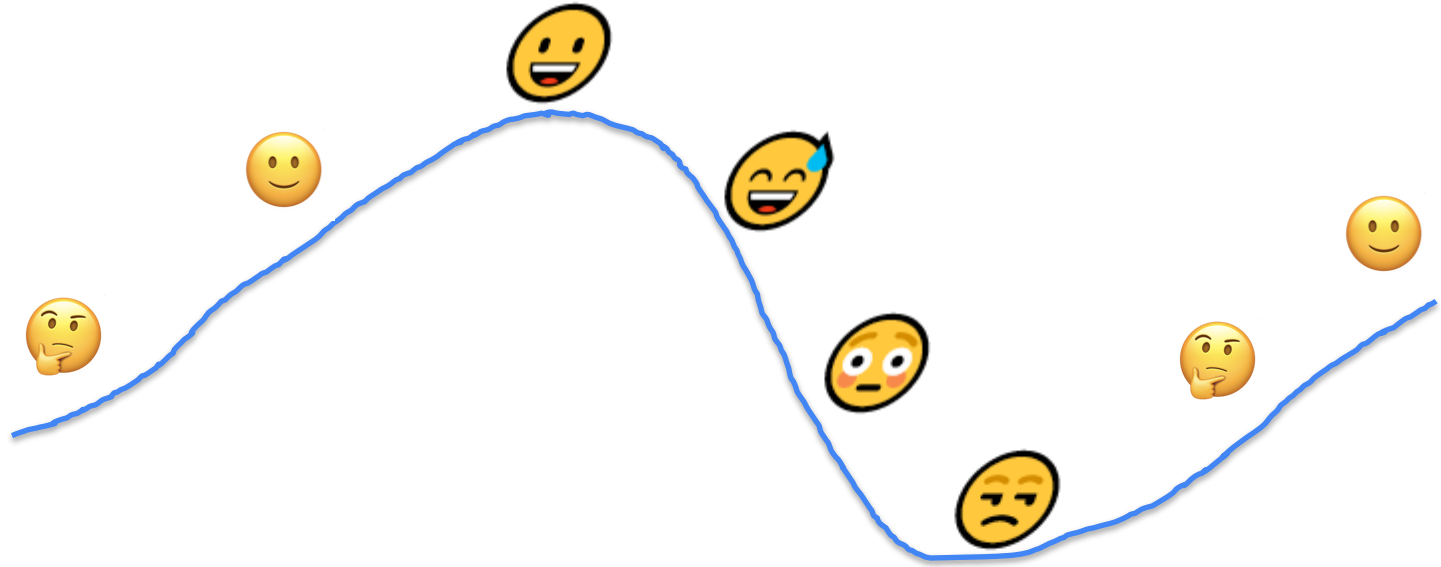
PRIORITY 4: NETWORK HEALTH SURVEY

Lower scores (<3.75) on:

- 5 – Honouring commitments
- 7 – Addressing controversial issues
- 10 – Self interest vs shared interest
- 11 – Knowing latest news/progress
- 12 – Using Network technology tools
- 13 – Able to make time to participate
- 14 – Aligned with organization priorities



Network Enthusiasm Curve







**DO YOU
BELIEVE**

Do you believe Trump will win the US election?

Future Thinking: Data!







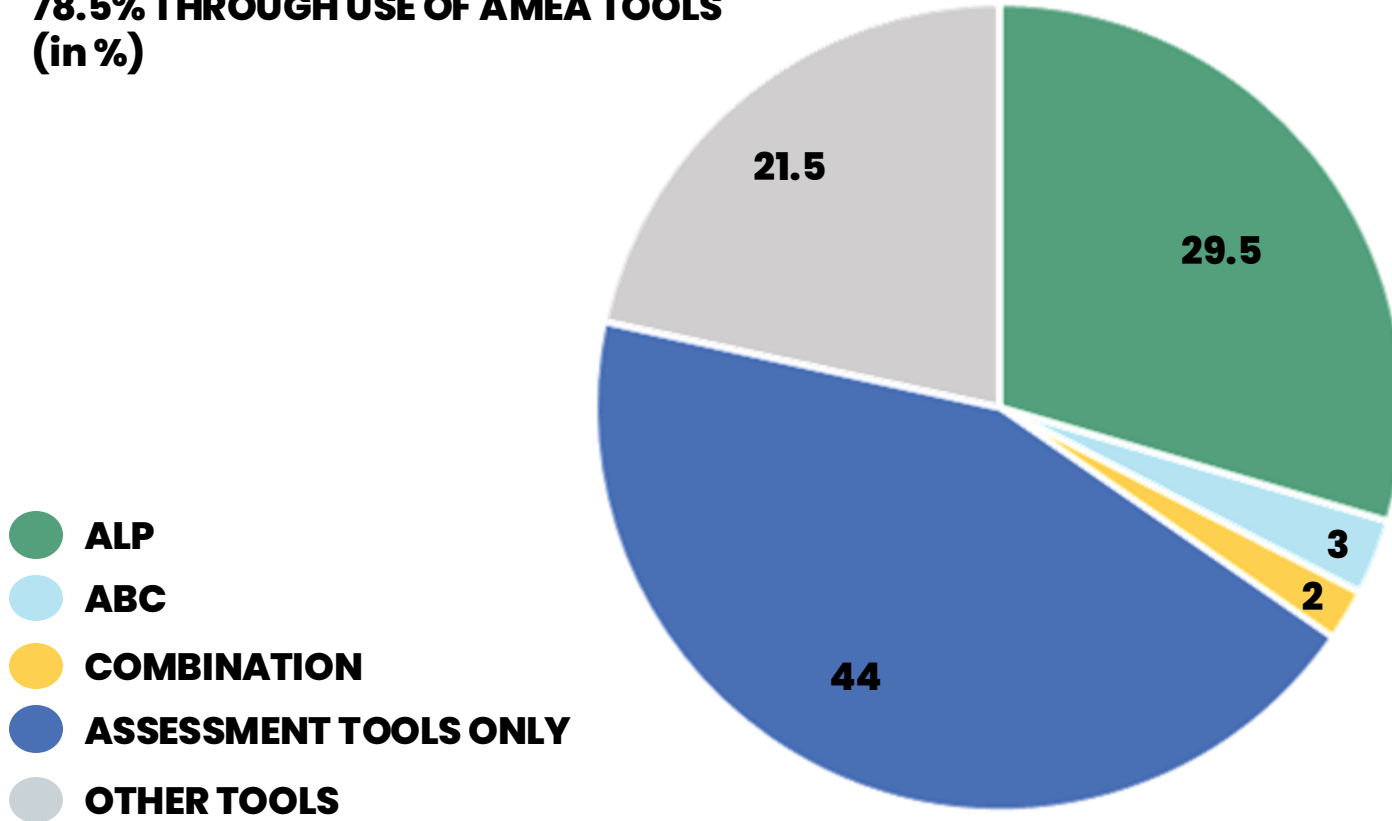
Future Thinking: Next Gen Tools!





1.36 MILLION FARMERS REACHED IN 2023

**78.5% THROUGH USE OF AMEA TOOLS
(in %)**



A GROWING TREND TO SYSTEMS WORK?





**DO YOU
BELIEVE**

Regulatory frameworks and government intervention are more critical for scaling BDS services than market demand.



**DO YOU
BELIEVE**

The demand for BDS services is largely project-driven. Without donor-funded initiatives, there is little genuine market demand, as the purchasing power of farmers alone is insufficient to sustain scaling efforts.



**DO YOU
BELIEVE**

Digital solutions are the only viable path to scaling BDS services for smallholder farmers and agri-SMEs in the next decade.



**DO YOU
BELIEVE**

AMEA's ambition should be nothing less than becoming the global standard for certifying BDS tools and services, making accreditation a prerequisite for any meaningful and scalable agri-SME development intervention.



BREAK

TIME



An International Standard on Professional Farmer Organizations

A Global Perspective



Uganda's journey



PRESENTATION OUTLINE

- Introduction
- IWA29 Development – Global process
- IWA29 Development and Adoption – Uganda
- Promoting active use of IWA29 in Uganda
- Embedding Standards in an Ag-BDS Roadmap
- Plans for 2025/26

DEVELOPMENT PROCESS OF ISO 18716

Nov 2018

- Consensus found by participants in the International Workshop Agreement

221 participants, from 51 countries provided inputs for the agreement.

2019

- In February, publication by ISO of the IWA 29 in French and Spanish

2020–2022

- Promotion of the IWA 29 by AMEA
- AMEA Local Networks and local NSBs publish local guidelines

Uganda, Peru and Honduras

2022

- Systematic Review of the IWA 29, led by ISO
- Start of the process of transition to an IS

28 countries voted positively for a transition to an International Standard, following ISO's request of review


2023–2024

- Establishment of a working group under ISO Technical Committee 34 Food Products
- 3 rounds of review and voting

27 countries voted for the approval against 0 votes against. The IS was published on 9th September 2024

IWA 29: 2019 DEVELOPMENT

- Uganda was one of the countries that held consultative meetings in May 2018,
- The highly successful meeting attracted over 50 participants from public and private institutions, UNBS was co-facilitator
- The consultation gave the new LN a huge boost and energy
- The Kampala workshop provided valuable input to cater for the Ugandan perspective in the IWA
- The Network facilitator represented in Delft in November for the international workshop



BDS ROADMAP including promotion of standardized approach

MAAIF GUIDELINES on the IWA29 under the Agricultural Extension Act

BDS STAKEHOLDER SURVEY

DIALOGUE on IFAD/GoU projects (NOPP and NOSP)

MTIC PILOTING of standard, data-based approach to support FOs (MTIC, Rikolto, NAAC, Agriterra)

Dialogue between MAAIF, MTIC and AMEA on a **COMMON STRATEGY** for improving BDS to FOs and Agricultural cooperatives

IWA29 – International Guidelines on Professional Farmer Organizations – process in Uganda

USE OF AG-BDS ROADMAP TO PROMOTE ACTIVE USE OF GLOBAL GUIDELINE

1.

IDENTIFY KEY PARTNERS
(UFAAS, FtF ISS Activity,
World Vision, AMI, etc)

2.

SUPPORT DEVELOPMENT OF
AG-EXTENSION BILL

3.

SUPPORT IMPLEMENTATION
OF AG-EXTENSION POLICY

4.

SUPPORT ADOPTION OF
DATA-BASED APPROACHES
TO SUPPORT FOS

5.

FACILITATE ADOPTION OF
ACCREDITATION OF AG-
BDSPs

6.

FACILITATE ESTABLISHMENT
OF COMMUNITY OF PRACTICE
FOR AG-BDSPs

7.

AG-BDS COST-SHARE
FACILITY TO REFER TO IS:18716

8.

AG-BDSP CAPACITY BUILDING
AND TOOL
BENCHMARKING AGAINST
IS:18716

9.

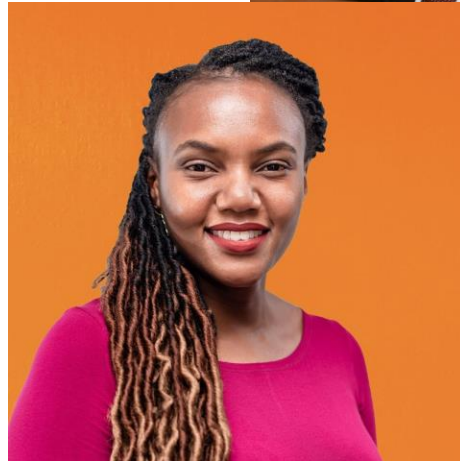
FACILITATE KNOWLEDGE
SHARING THROUGH CASE
STUDY EVENTS, DIALOGUES

The (Surprising) Case for BDS Standards in Uganda

- Through a collaborative and consultative approach, funded by MCF, AMI supported PSFU develop 2 core BDS standards.
- 217 BDS providers that reached 46,000 MSMEs initially trained
- Our work with AMEA will feed the standards and the accreditation into a learning journey which AMI will deliver to additional BDS providers (there is appetite for this)
- Registry for trained and accredited BDS providers seating with both ministry of trade and agriculture, AGRA and other funders (incentive)



Our Panel





Day 2

Day 1 Reflection

GROUPS OF 4





Advancing Local Network Agendas

***Building the Future through Lessons
from past and present experiences***

October 2024

Purpose and process

Purpose

Reflect on AMEA local networks evolution, progress, success factors, challenges and ways for building a more vibrant and sustainable network

Process

- ❑ General presentation + Q& A / 30 MIN
- ❑ Break Out group with 2 rotations of 20 min each
- ❑ Wrap up in plenary

Agenda outlook

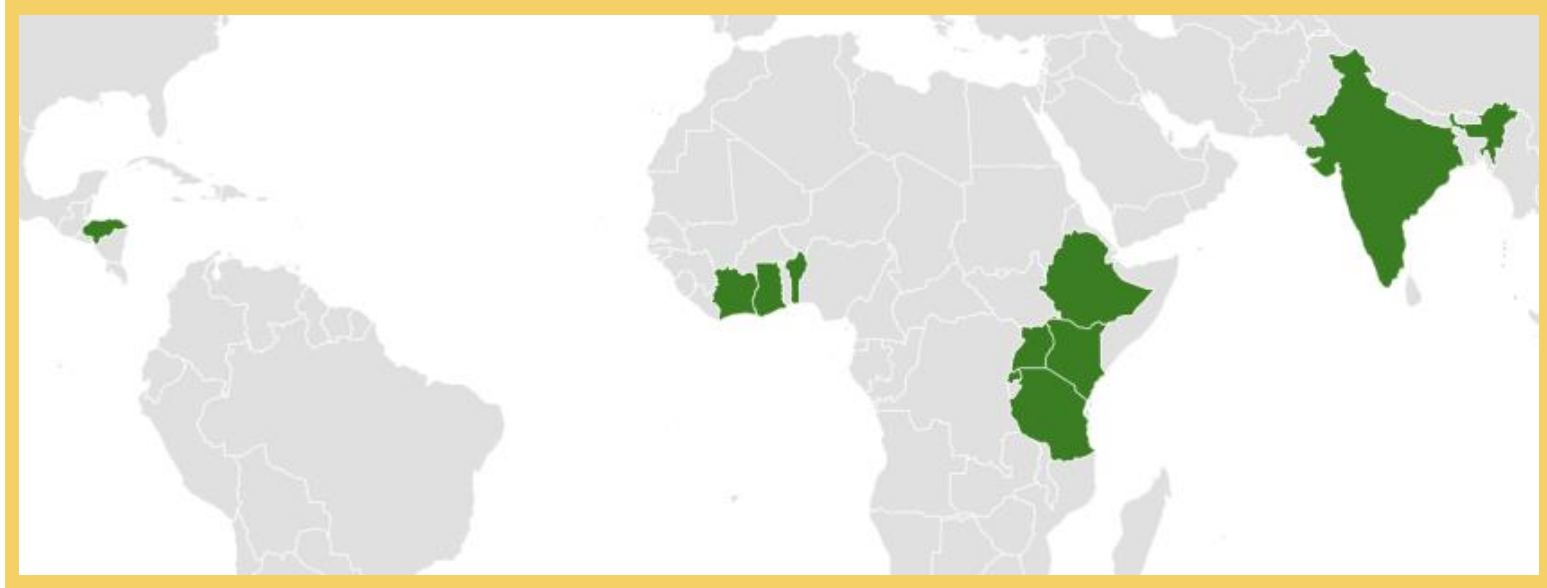
1. Overview of local networks
2. Local Network lead and facilitator roles & responsibility
3. Network Health
4. Sustainability of the Local Networks



1A-Overview of Network Facilitators and leads

1. Cote d'Ivoire with IDH
2. Ghana with the Chamber of Agribusiness
3. Benin with Rikolto
4. Uganda with Rikolto
5. Ethiopia with Cordaid
6. Kenya with Cordaid
7. Rwanda with RICEM
8. Tanzania with ANSAF
9. Honduras with FUNDER

1B – LOCAL NETWORK MAP



2A-Local Network Host roles

Roles as defined in MOU	Observation
Provide space, legal presence, assistance and facilities when required	Often Facilitators work remotely
Nominate the local Network lead	Not all the Hosts nominate the lead
Work collaboratively with the network facilitator	Depending on the level of comittment
Manage grants on behalf of AMEA	
Leadership and agenda setting	Sometimes a follower not a Lead

2B–Network facilitator roles

Rôle as included in JD	Observation
Member mapping including self interest and shared interest including priorities	
Promote collaboration between members	
Promote collaboration between local networks (West Africa, Uganda-Rwanda and before Peru-Honduras)	Shared network facilitator in WA
Support Local Network to develop annual plans and execute those plans including the organization of events	Limited member engagement on planning and taking lead on activities
Proposal development and fundraising	Limited time to scope out potential donors. Conflict of interest.

2C – DIFFERENT MODELS

1. MODEL 1 – LOCAL LEAD who also provides LOCAL FACILITATOR (TANZANIA, RWANDA)
2. MODEL 2 – INT. LEAD who works with a LOCAL FACILITATOR embedded in a member (UGANDA)
3. MODEL 3 – INT. LEAD who also provides INT. FACILITATOR (KENYA)
4. MODEL 4 – INT. LEAD who works with an INDEPENDENT LOCAL FACILITATOR (BENIN, IVORY COAST, ETHIOPIA)
5. MODEL 5 – LOCAL LEAD who works with an INDEPENDENT INT. FACILITATOR (GHANA, HONDURAS)

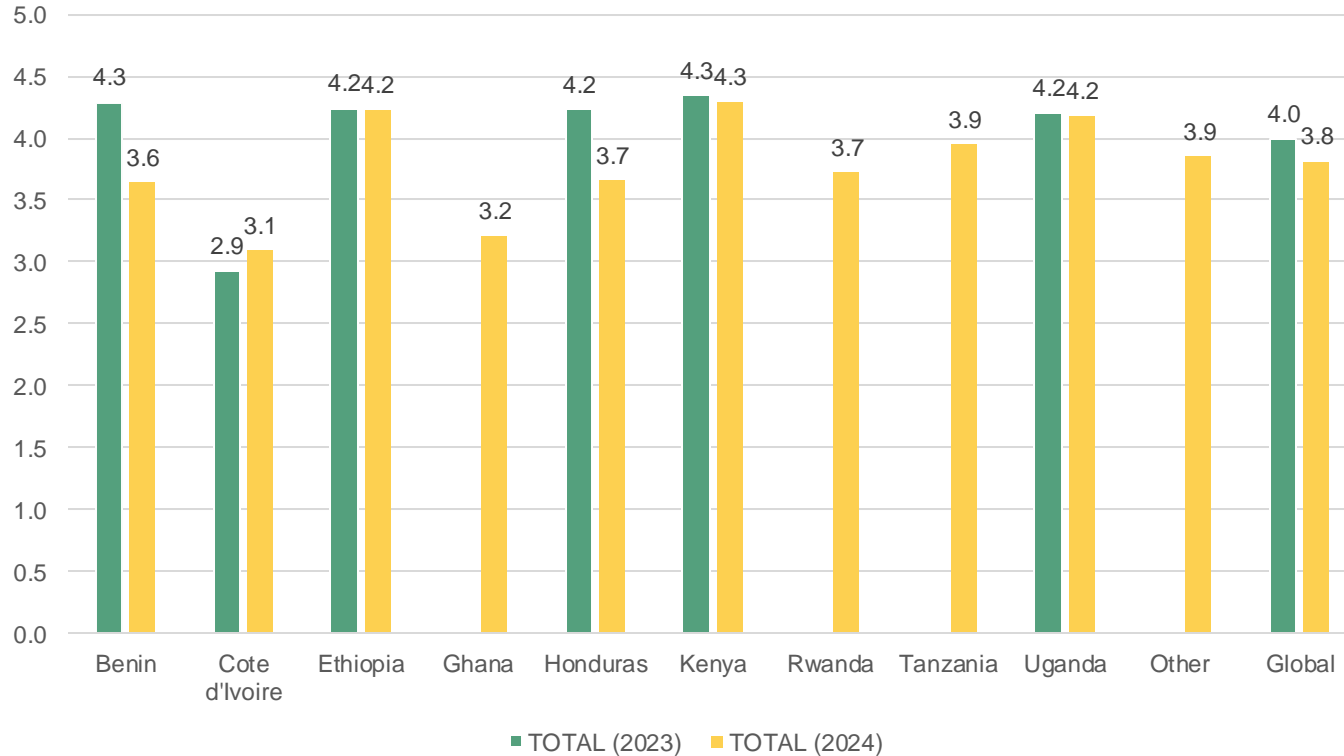
2C – WHY SO MANY MODELS??

1. Member driven
2. Lack of interest in the Local Lead role – time, language
3. Belief in the need to have Local Ownership
4. Embedding our work in local institutional environment
5. Starting to experiment with combining lead/facilitator roles

3A- Health Survey

1. How healthy are our networks this year

Total Score (cumulative 19 of questions)



3B- Member Health Survey

Lowest scores on the survey were:

- Participants honor their commitments to the network. (Rene)
- Participants address controversial issues. (Harrison)
- Participants account for shared interests when they take individual initiative; and my participation is integrated into my organizational priorities
- I feel comfortable using the network's technological tools.
- I am able to make time for my participation in the network. (Desta)

3C–Other Observations

1. Stronger engagement of partners and prospective members compared to local members. Challenge for some members to dedicate a specific focal point
2. Global engagement of some members stronger than local engagement – (IDH, ACIDI VOCA, CNFA)
3. Government organizations especially see the value (DLROPEA , DCAIFE in Benin, MAAIF in Uganda , NEEC in Tanzania, ATI in Ethiopia)

4-Reflecting on our local networks sustainability

1. Membership growth: categories and subscription revised; new members but still low
2. Fundraising challenging but some success on a focus area or on the entire program (Uganda and Benin)
3. Co-financing success in some countries (Uganda, Ethiopia, Tanzania)
4. Network partners growing fast with Learning into Action (including network prospect)
5. Process embedding into a national policy trajectory

East Africa



LAC



West Africa



Asia /
Rwanda



Group discussion/ rotation- Guiding points

ROUND ONE

- 1. What do you think should be the strategic focus of our work in Local Networks in 2025?**
- 2. What initiatives/opportunities do you have or do you know about that can contribute to Local Network work in 2025 and future years?**

Group discussion/ rotation- Guiding points

ROUND TWO

- 1. What do you think about the different models and which model would be the best one for our future?**
- 2. How do you think the Local Networks can become sustainable?**



BREAK

TIME



LEARNING INTO ACTION

BACKGROUND

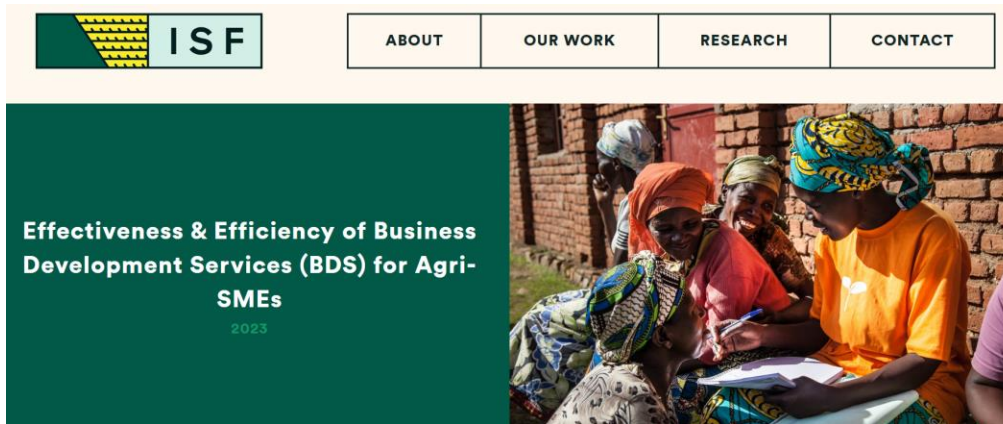


CASE STUDIES

- More than 15 AMEA case studies (since 2020)
- Focus on cost-effectiveness, scalability, sustainability of Business Development Services (BDS) approaches, as well as additional cross-cutting themes
- ISF research was a breakthrough in gathering data on cost-effectiveness
- Learning into Action (2024-2027) represents a new phase

CASE STUDIES FROM 2024 ONWARDS

- Funded by Small Foundation (2024-2027)
- Based on ISF Advisors study on Effectiveness and Efficiency of BDS approaches + other studies and learnings within the AMEA Network
- There will be changes in the quantitative and qualitative methodology



OUTCOMES

- Adoption of best practice
- Changes in institution/organization policies and strategies to promote the use of best practices
- Use of standards and/or accreditation systems to promote and/or procure BDS providers
- Feed into AMEA Network, Local Networks (Roadmaps), and Agri-SME learning collective led by CSAF

PROCESS

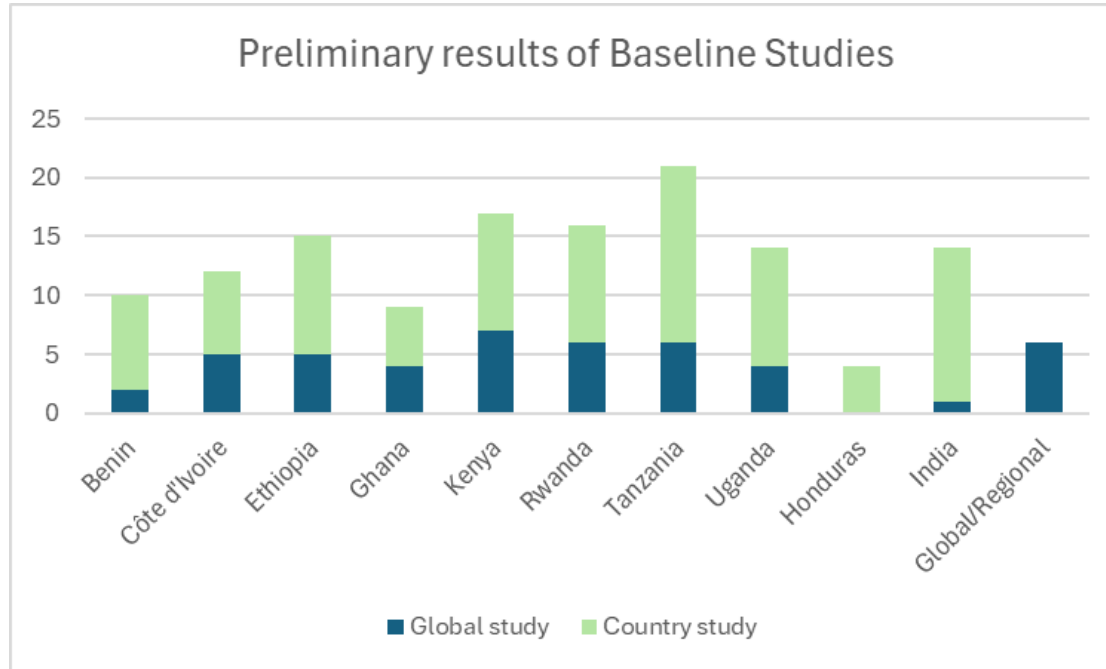
Phase 1 (2024)

- Coordination with other initiatives e.g. segmentation definition
- Anchoring the research locally (with National Partners)
- Preparing the team and tools (with ISF support)
- Baseline and shortlisting
- Selection of 10 case studies
- Data analysis and report production (individualized and general)
- Reflection and adaptation

Phase 2 (2025-2027)

- Production of 20 case studies p.a.
- National Dialogues (CoPs)
- Multi-country learning events

BASELINE STUDIES



- More than 130 programs/projects identified in 10 countries and regional landscape mapping
- Next step: shortlist with partner national institutions

Project/Program 1: Building Rural Income through Inclusive Dairy Business Growth in Ethiopia (BRIDGE+)

Profile		
Timeframe of Implementation	Nov. 1., 2023 – Dec. 30, 2028	
Implementer(s)	SNV/Netherlands Development Organization with Wageningen UR and Agriterra	
Donor	Embassy of the Kingdom of the Netherlands	
Geographic area of intervention	Amhara, Tigray, Oromiya, Addis Ababa, Diredawa, Harar, Sidama, West, South and Central Ethiopia	
Budget (of which 'amount' dedicated to BDS)	€ 54.7 million	
Reach (Total should be at least 30,000)		
Number of farmers 100,000 farmers directly 250,000 farmers copying 1000 service providers	Young Female:	Young Male:
	Other Female:	Other Male:
	Total Female:	Total Male:
Target Segment of Agri-SME		
BDS Model:	<input type="checkbox"/> Inclusive Business Model <input type="checkbox"/> Cluster development model <input type="checkbox"/> Impact Fund <input type="checkbox"/> Other: Which one?	
Costs covering:	<input type="checkbox"/> No cost-recovery; BDS fully financed by program <input type="checkbox"/> Cost-recovery elements for BDS <input type="checkbox"/> Unsure of model to cover costs	
Datasets Available	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Unsure	

RNF Comments:

Justification for program to be considered strategic/of interest for Learning into Action. E.g. strategic donor for the country; aligned with national interest, etc.

SNV is among the leading Civil Society Organizations in Ethiopia in implementing agricultural programs, and we have an interest in establishing a partnership with SNV and Agriterra to explore possibilities for strategic collaboration including making efforts to do joint resource mobilization from the Dutch Government. The funder of the project, the Embassy of the Kingdom of the Netherlands is a strategic donor for Ethiopia aligning its funding with national priorities.

Project/Program 2: Agriculture-focused Dignified Employment for Youth in Ethiopia (ADEY)

Profile		
Timeframe of Implementation	2024-2029	
Implementer(s)	Agriculture transformation Institute	
Donor	Mastercard Foundation	
Geographic area of intervention	Oromia, Amhara, Sidama,	
Budget (of which 'amount' dedicated to BDS)	74.5 M USD	
Reach (Total should be at least 30,000): 600,000		
Number of farmers:	Young Female:480,000	Young Male: 120,000
	Other Female:	Other Male:
	Total Female: 480,000	Total Male: 120,000
Target Segment of Agri-SME		
BDS Model:	<input type="checkbox"/> Inclusive Business Model <input type="checkbox"/> Cluster development model <input type="checkbox"/> Impact Fund <input type="checkbox"/> Other: Which one?	
Costs covering:	<input type="checkbox"/> No cost-recovery; BDS fully financed by program <input type="checkbox"/> Cost-recovery elements for BDS <input type="checkbox"/> Unsure of model to cover costs	
Datasets Available	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Unsure	

RNF Comments:

Justification for program to be considered strategic/of interest for Learning into Action. E.g. strategic donor for the country; aligned with national interest, etc.

MCF is a strategic funder for Ethiopia with a special focus on youth employment. ATI is also a strategic national partner of AMEA which helps in smoothening the case study process.

General comment: The project looks at different topics including; Agricultural inputs and outputs marketing, value addition and agro-processing, livestock, irrigation and mechanization services, availing affordable access to finance, and digital agriculture



SHORTLISTING IS DONE BY AMEA WITH THE NATIONAL PARTNER INSTITUTIONS

Key criteria observed:

- **Importance for the country:** projects are strategic in terms of investment for its implementation, actors involved, or relevance for the country
- **Potential for replication and scaling up:** projects represent potentially relevant cases for lessons generation and replication in the country
- **Diversity of projects and availability of data:** ideally, case studies will examine diverse projects which have collected enough data for analysis



PROJECTS WERE CLASSIFIED IN A FEW CATEGORIES

- **EXCLUDE/UNLIKELY TO INCLUDE:** Partners and AMEA agreed the projects do not meet the shortlisting criteria
- **INCLUDE, BUT LATER:** projects meet the relevance criteria but might not have the data yet. These projects should be considered for subsequent years
- **INCLUDE:** shortlisted projects. AMEA should reach out to project owners and check for availability and quality of data (w/ data collection tool)



SHORTLISTING RESULTS: EXAMPLE OF ETHIOPIA

Ethiopia	21	
Project/Program 1: Building Rural Income through Inclusive Dairy Business Growth in Ethiopia (BRIDGE+)	21	LATER
Project/Program 2: Agriculture-focused Dignified Employment for Youth in Ethiopia (ADEY)	22	EXCLUDE
Project/Program 3: Mass Youth Employment in Apiculture (MaYEA)	23	LATER
Project/Program 4: Realizing Aspiration Youth in Ethiopia through Employment (RAYEE)	24	EXCLUDE
Project/Program 5: Green Innovation Centres for the Agriculture and Food Sector in Ethiopia	25	INCLUDE
Project/Program 6: Ethiopians Motivating Enterprises to Rise in Trade and Agri-Business (EMERTA)	26	INCLUDE
Project/Program 7: Horticulture 4 Growth (H4G)	27	EXCLUDE
Project/Program 8: Value Chain Transformation Business Unit (NICFI- (Norwegian International Climate Fund Imitative).....	28	LATER
Project/Program 9: Resilience in Pastoral Areas (RIPA North program).....	29	INCLUDE
Project/Program 10: Highlands resilience Activity (HRA program)	30	EXCLUDE
Project/Program 11: 2SCALE.....	31	INCLUDE
Ghana	32	



PARTNERSHIPS WITH NATIONAL INSTITUTIONS

COUNTRY	NATIONAL INSTITUTION
Benin	African Center for Equitable Development (ACED)
Côte d'Ivoire	National Agency for Rural Development Support (ANADER)
Ethiopia	Agriculture Transformation Institute (ATI)
Ghana	Chamber of Agribusiness
Honduras	Consejo Hondureño de la Empresa Privada (COHEP)
India	National Association for Farmer Producer Organisations (NAFPO)
Kenya	Ministry of Cooperatives and Micro, Small and Medium Enterprises (MSMEs)
Rwanda	Ministry of Agriculture and Animal Resources (MINAGRI) / Rwanda Agricultural Board (RAB)
Tanzania	National Economic Empowerment Council (NEEC)
Uganda	Ministry of Agriculture, Animal Industry and Fisheries (MAAIF)

Future Thinking: Youth/Environment!



OVERVIEW OF WORKSTREAMS

Youth Empowerment:

- **5 meetings in 2024:** ACIDI/VOCA, Corus International, NAAC, NCBA CLUSA, Rikolto, SOCODEVI.
- **Objectives:** share knowledge and experience on youth empowerment approaches.
- **Plans for 2025:**
 - External/internal events
 - Landscape Mapping analysis
 - White Paper
 - Elevate gender discussion

Environmental Impact:

- **4 meetings in 2024:** ADC Uganda, Corus International, IDH, NAAC, NCBA CLUSA, Nuru, SOCODEVI, World Veg.
- **Objectives:** understand the challenges, opportunities, and role of Agri-SMEs on natural resources/landscapes management, and climate change.
- **Plans for 2025:**
 - External/internal events
 - Advance knowledge/practice on merging professionalization and environmental agendas.

RESOURCE DEVELOPMENT

How is your experience of fundraising in the last 12 months



It is getting worse

0

Still challenging, but the same

0

It is getting better



How do you see the prospects of fundraising in the next 2 years

0



It will get harder

0



No change

0



I am optimistic



OUTLINE OF PLAN

Targets

- 3-5 year financing.
- Euro 500k – 700k p.a. Allows for GCO (200k) + 3.5xRNFs (200k) + LN/TIF financing (100k – 300k).
- AMEA commits 25%+ co-financing from memberships and TIF grants.

Pitch

- Innovation – highlighting member initiatives and TIF.
- Leveraging – co-financing; network leading to partnerships.
- Scaling through system change. 50m farmers/20 countries.
- Highly efficient network approach – admin cost very low.
- Able to deliver well even in difficult conditions – IFAD 4/5 score.

RESOURCE DEVELOPMENT

Trends	Target	Funding
Food security	GAFSP	Member/Government projects
Regenerative Agriculture	IKEA	Member projects
Green Financing	IFAD	Member projects
Climate Change Adaptation	AGRA	Member projects
Localisation	FAO	???
Enterprise accelerators	World Bank	???
Impact funds	USAID	Member projects
Women in Business	Dutch	Combination of direct and member projects
Youth Entrepreneurship	Argidius	Direct core funding
	Small Foundation	Action research

RESULTS / PROSPECTS

- Euro 500k achieved in 2024
 - Small Foundation 2024-27
 - AGRA Uganda 2024-2026
 - Co-financing: GIZ Ethiopia, FtF Uganda, CRS/Corus Tanzania

- Unsuccessful with EKN Uganda (3 proposals); WEHUBIT

- Euro 770k targeted in 2025. Euro 200k unsecured

CRITICAL SUCCESS FACTORS

- ✓ Relationships with donors who value networks e.g. Argidius, Small Foundation
- ✓ A positive relationship with a key donor representative e.g. EKN Benin
- ✓ Committed member staff who can influence sub-granting e.g. AGRA
- ✓ Committed member staff who see the added value of including AMEA “activities” in proposals e.g. Cordaid EA
- ✓ Network Facilitator relationships that enable co-financing of AMEA activities e.g. Tanzania, Uganda, Ethiopia

Do you think you can raise funds for our Network in the next 2 years?

0

yes

0

no

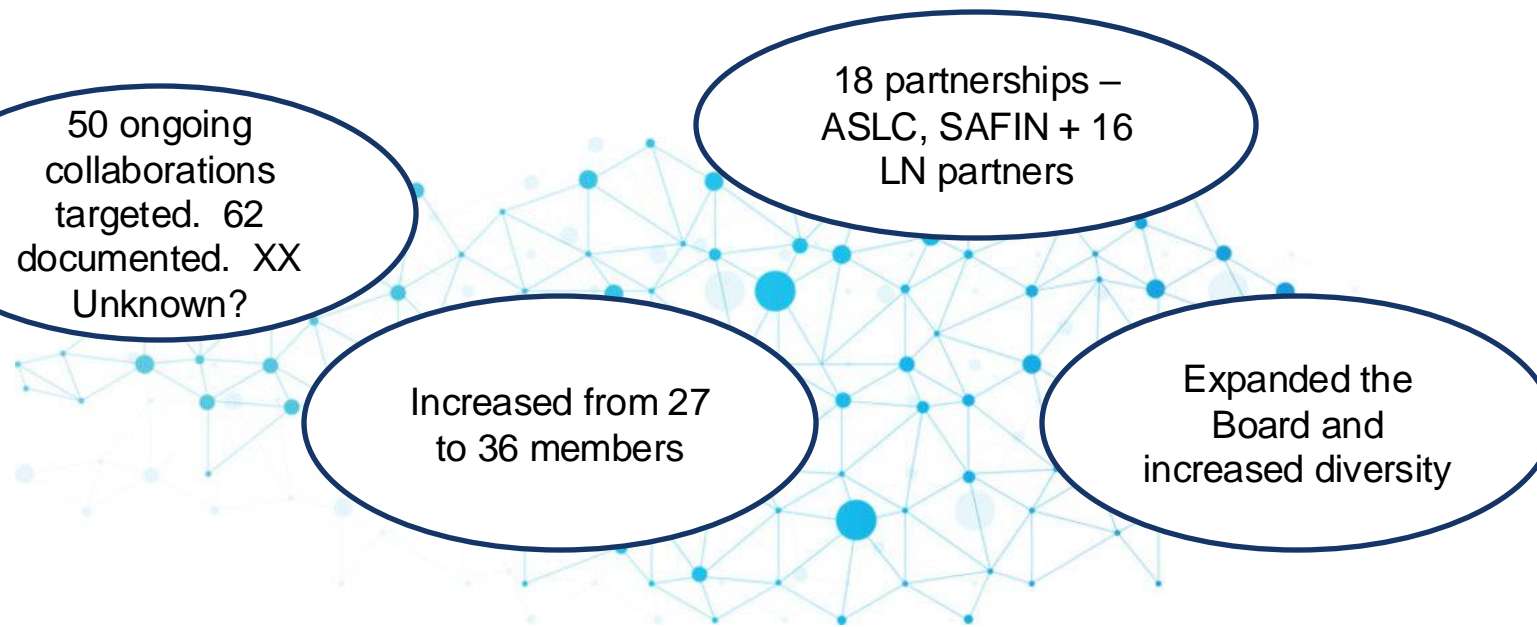
0

maybe



COMMITMENTS AND ACTION

PRIORITY 4: NETWORK MAINTENANCE AND GROWTH



50 ongoing collaborations targeted. 62 documented. XX Unknown?

18 partnerships –
ASLC, SAFIN + 16
LN partners

Increased from 27
to 36 members

Expanded the
Board and
increased diversity

Network Health overall has remained good but decreased from 4.0 to 3.8

EXAMPLES OF COLLABORATION

1. Contribute to a Local Network activity e.g. Roadmap process/TWG
2. Contribute to a Working group activity
3. Use AMEA tools or invest in an approach that has a scaling strategy
4. Test AMEA innovations with members e.g. WEILCOOP, Food Safety, Digital platforms
5. Enable AMEA to present to your key partners, including donors
6. Joint proposal development with AMEA/members

Join at menti.com | use code 4377 9244

What collaborations can you be part of in 2025? Please include your name in your answer

All responses to your question will be shown here

Each response can be up to 200 characters long

Turn on voting to let participants vote for their favorites



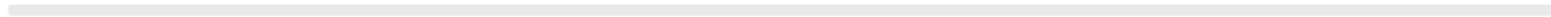
EVALUATION

How did we do?

Providing networking opportunities



Providing opportunities for your input



Creating an interesting and useful convening



Meeting your expectations



Not good

Excellent



