

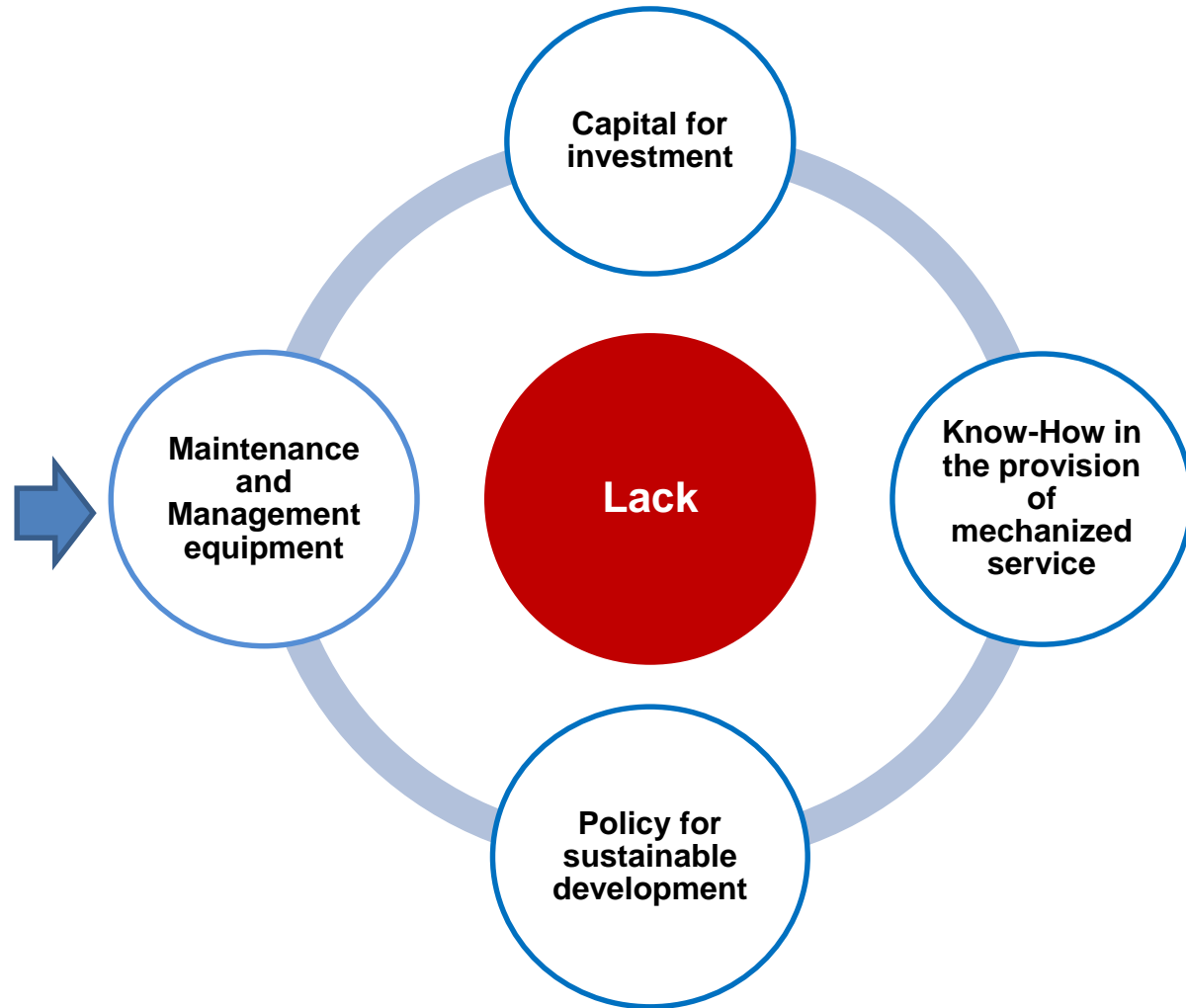
# Model of Mechanization Service Center

## CEMA Pont Gendarme Case

***Growing opportunities for smallholders  
in West Africa***

# Why supporting mechanization in this area?

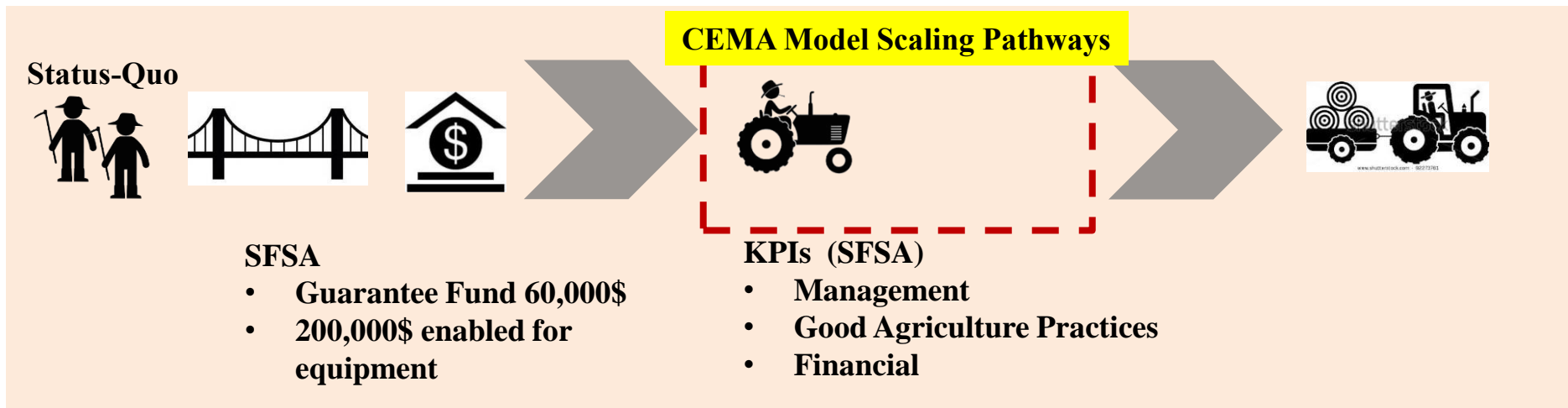
Historically, mechanization programs in West Africa have been implemented with poor results. Because of:



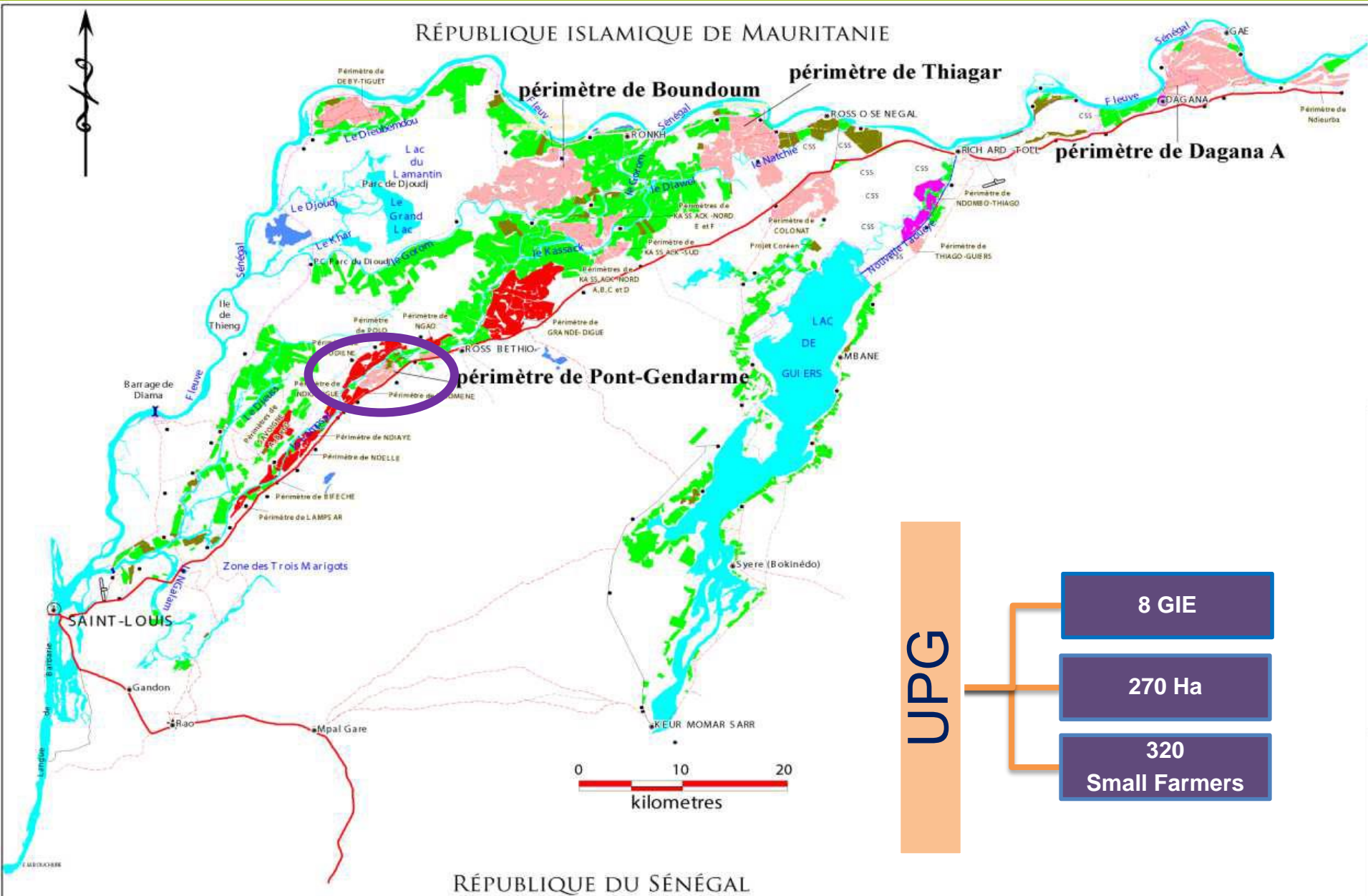
# Concept of Mechanization Service Center (CEMA)

The structure of CEMA consists in building a farmer autonomous enterprise for Financial et Technical Management to provide services for small scale farmers :

- Guarantee fund at National Bank of Agriculture (set up by SFSA), Fund permits the cooperative to take 200,000 USD to buy equipment
- Set up a small business farmer service own by the cooperative
- Strong partnership with SAED and other partner for scaling up the model of CEMA (MOU)
- To implement paid services adapted to the need of producers



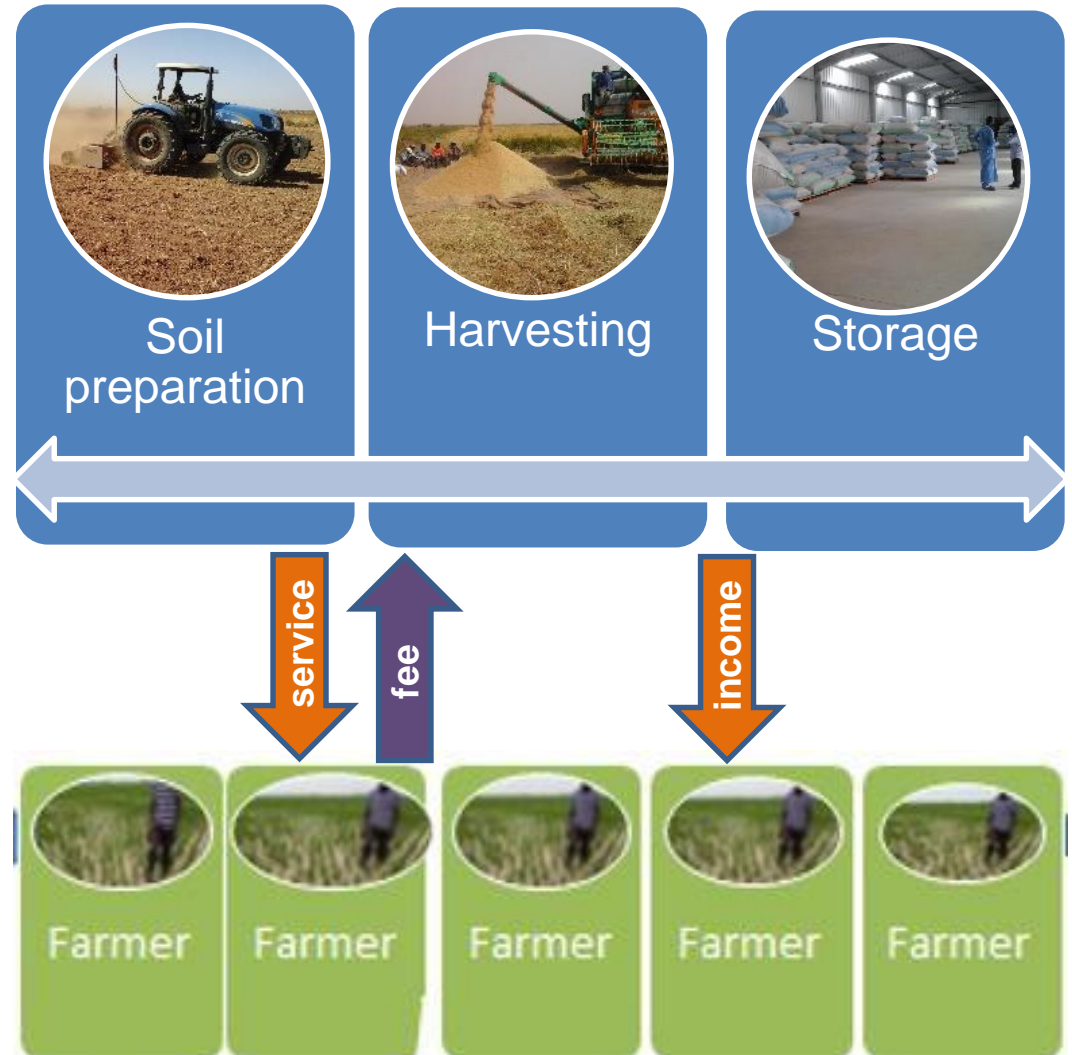
# About Union Pont Gendarme



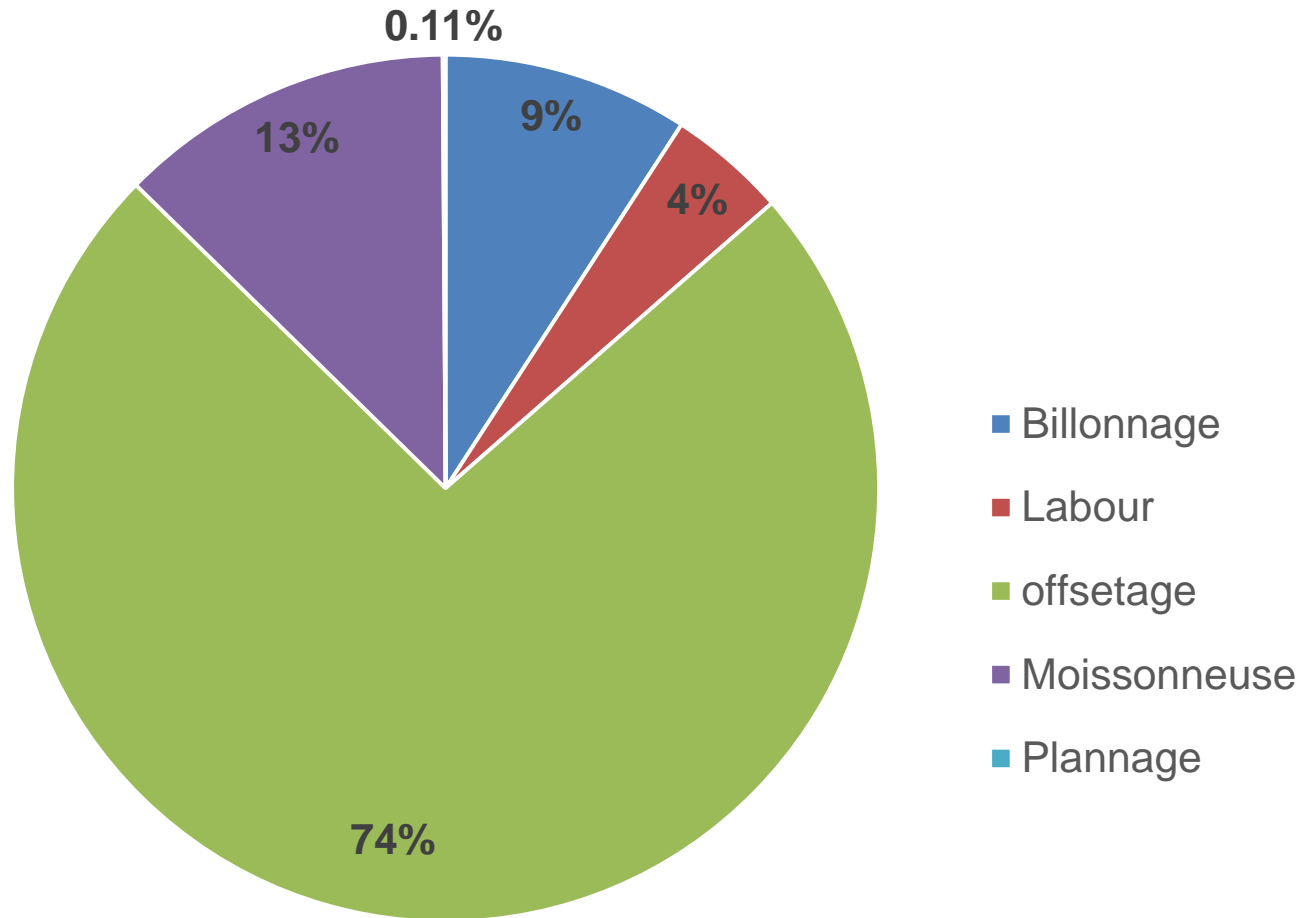
# CEMA UPG: Service Provision

CEMA (UPG) is offering the following services :

- **Preparing the soil:** offsetage; ploughing; leveling; ridging
- **Harvesting:** harvesting; threshing
- **Storage (1900 T):** storage paddy producers; paddy storage reimbursed for benefits; seed storage
- **Training and other services** (fertilizer advise with RiceAdvice ICT tools, seeding...)



# Services (ha) in 2016



**Total : 738 ha**





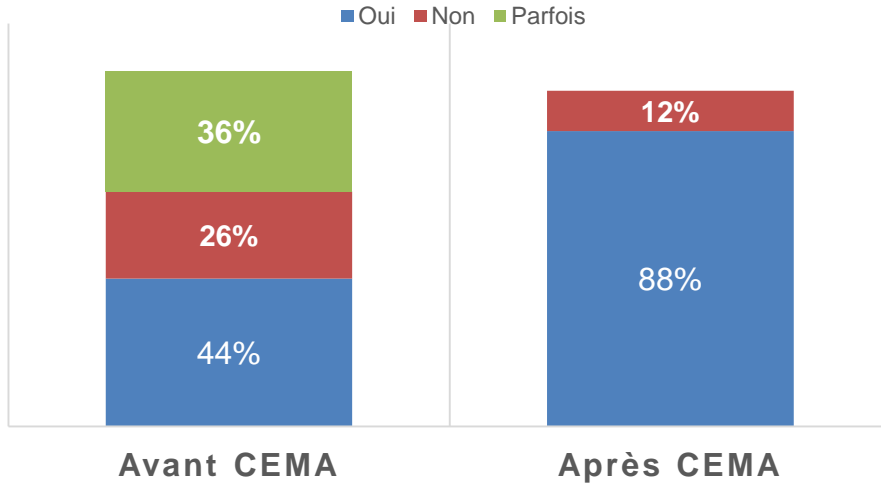
# Key Performance Indicator of CEMA

- 1436 bénéficiaires des services du CEMA en 18 mois
- 1136 ha réalisés
- 506 tonnes de Paddy Stocké
- 6 employments created (1 manager, 2 drivers, 1 pointeur, 1 Engine driver, 1 storeman)
- Total income 2016 : 53 000 €

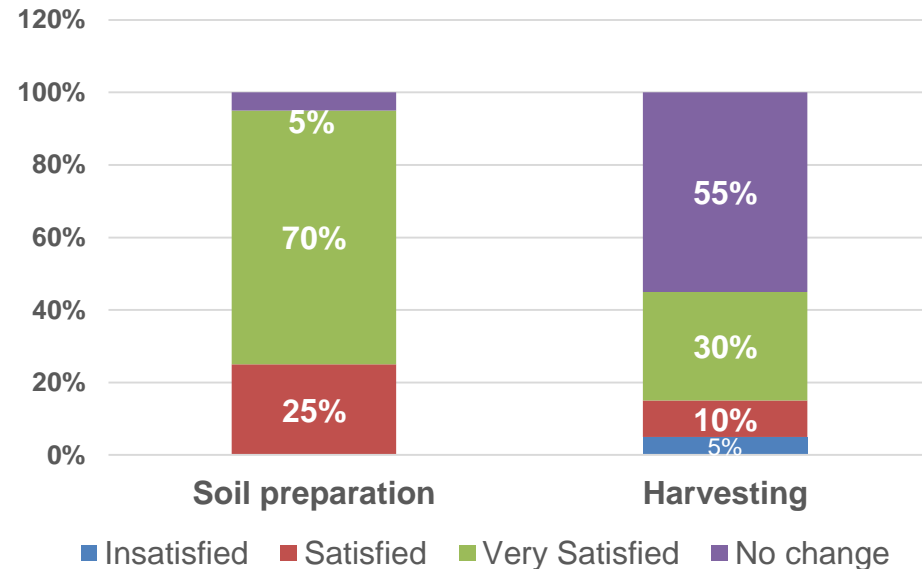


# Major changes with CEMA

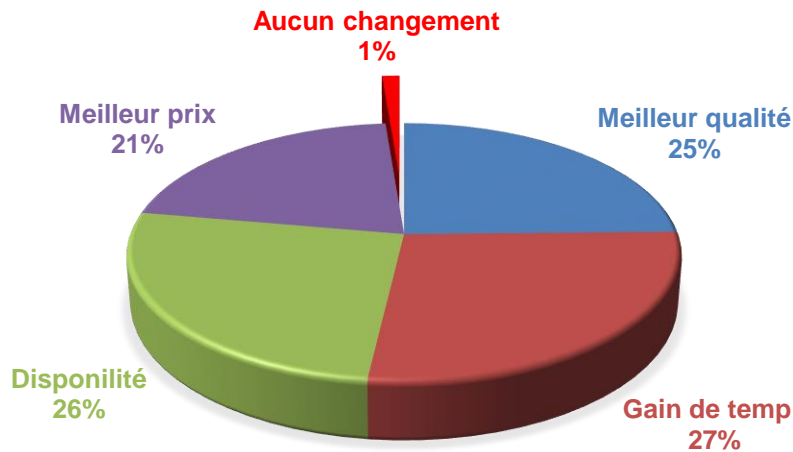
Application de la double culture

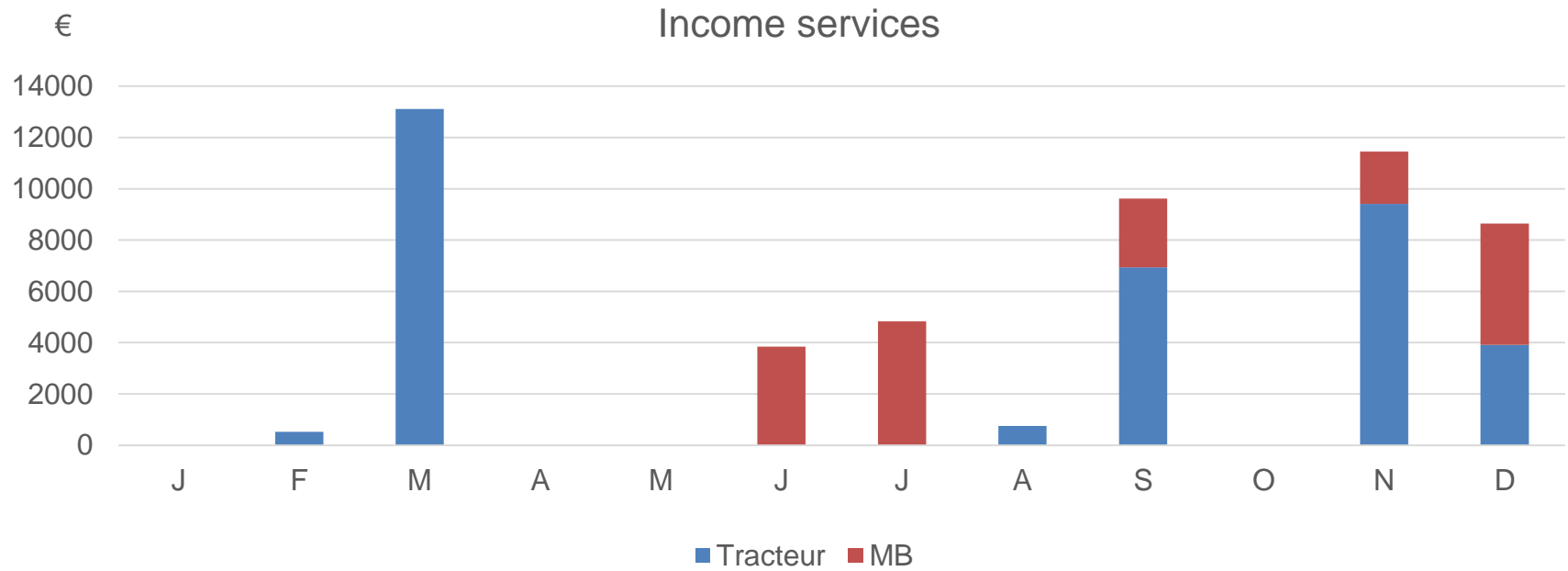


Niveau de satisfaction des producteurs pour la préparation du sol et la récolte

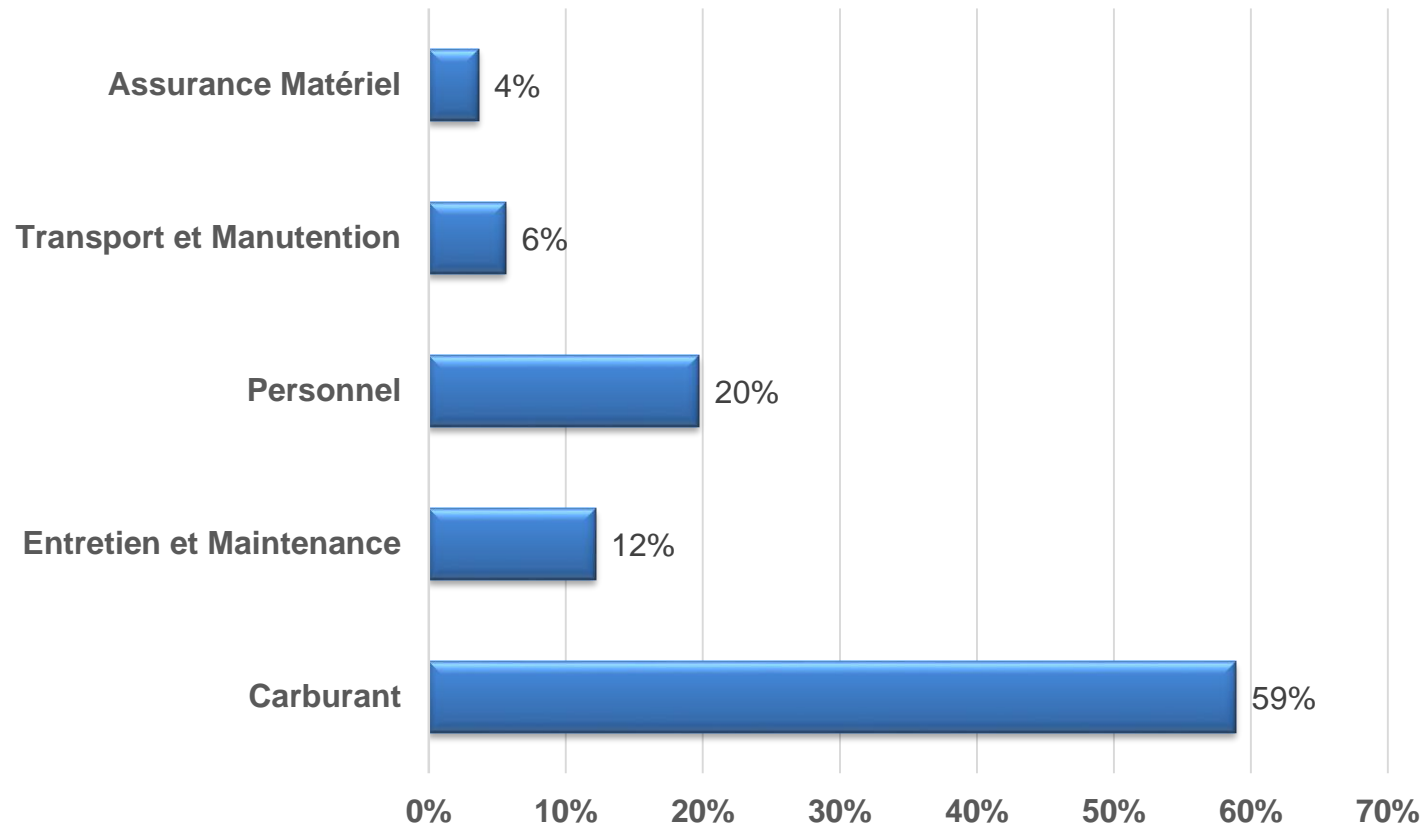


Effets induits sur le travail du sol selon les producteurs





## Structure of Expenses in 2016



- Access to Finance: Guarantee funds
  - facilitate access to credit for capital investment
  - increase loan volumes
- Management: Establishment of an independent enterprise with financial and administrative operating procedures
- Organization & Linkage to market:
  - joint planning with producer organizations
  - all year round servicing, demand-driven



- Replication of CEMA Model
- Setting up new services, tested by SFSA and Research
- Advocacy for the adoption of the CEMA model in national and regional policy development
- Transition from GIE to private company within Union
- Catalysing a market for equipment and maintenance provision

Opportunities of income – Job generation – Scaling up

# Thank you!

**syngenta** foundation  
for sustainable  
agriculture

SFSA aims to create value for smallholder farmers in developing countries through innovation in sustainable agriculture and the activation of value chains. The foundation supports smallholders to become more professional growers.