



AGRA

Sustainably Growing
Africa's Food Systems

Improving the
Competitiveness
of Agro-Industries in
Mali



Mali Strategic Plan:
2023 – 2027

Country Context and Priorities



20,933,072

Population

Mali's population is estimated to be 20,933,072 people (World Bank, 2020) with an average annual demographic growth rate of 3.6%. The "golds" of Mali, Cotton and Gold are the main export products and contribute 80% of export revenue. Agriculture (including crops, livestock, and fisheries) is the cornerstone of Mali's economy and holds great potential for driving economic growth, contributing about 30% to it and employing around 60% of the working population in a nation where 65% of the population is under 25 years old. Agriculture accounts for about 30% of GDP, which was estimated to be \$19.144 billion, 21% of exports, and about 80% of the population is engaged in agricultural activities.

However, only the southern part of Mali is suitable for farming. The total arable land in the country is estimated to be 43.7 million ha, of which only 7% is being cultivated. Additionally, irrigation potential is 2.2 million ha, of which only 14% is being utilised (<https://www.usaid.gov/mali/agriculture-and-food-security>). Mali has a diverse river system that includes the Senegal River, the Niger River, the Bani, the Bafing, and the "Faleme". Of these, the Niger River is the most important as it covers significant portions of the country, starting from the South-West and flowing through the central plains and valleys to the North and Eastern regions.



43,700,000

Million ha



Over 12%

Budget Allocation

Mali's commitment to agriculture is evidenced by its consistently high (over 12%) budget allocation to the sector, well above the 10% Maputo commitment (source: Regional Strategic Analysis and Knowledge Support System-ReSAKSS). This allocation is mainly invested in agricultural input subsidy, irrigation, inspection/storage, and commercialisation and research/extension (FAO, MAFAP, Suivi des politiques agricoles et alimentaires au Mali 2022).

Achievements & Lessons Learnt in AGRA 2.0

\$30,000,000

Since its inception in 2006–2007, AGRA has disbursed over \$30 million in Mali, supporting the government's priorities, and a lot has been achieved with impacts at the farmer, systems, and national levels.



\$7,500,000

AGRA has invested \$7.5 million since 2017 and catalysed/leveraged a total of more than \$18 million from the government, donors, and the private sector to strengthen the agriculture sector in the following ways:



\$9 million

of donor investment leveraged to strengthen systems and selected value chains because of AGRA support.



\$0.6 million

of government investment leveraged to strengthen agriculture and selected value chains.



\$8.5 million

of loans leveraged value chains.

AGRA, during its strategy 2.0, using an integrated downstream delivery model, increased the productivity of major crops through:

- Improved extension service delivery through the CBA model (increased extension ratio from 1:4,702 to 1:500 farmers in AGRA intervention zones);
- Increased adoption of GAP and improved technologies;
- Improved agricultural products and reduced post-harvest losses (from 33% to 2%);
- Increased use of sustainable structured markets associated with input credit mechanism with reimbursement in grain;
- The activities undertaken contributed to an increase in agricultural productivity and enhancing technology for the promotion of climate-smart agricultural practises;
- Increase in agrodealership thanks to linkages with extension farmers in Koulikoro, Sikasso, and Segou.
- AGRA impacted over 1,000,000 smallholder farmers in Koulikoro, Sikasso, and Segou.

Strategy 3.0

Entry Point

Advancing Resilience and Productivity of Smallholder Farmers to improve their livelihood. Productivity is especially linked to inputs and farmer practises while resilience seeks to foster new mindset to adopt to climate changes.

Overall Goal

Enhance the capacities of food systems actors, assisting to increase export products, build resilience, improve productivity and market profitability.



Strategic Objectives



SO1:

*Improved productivity
and income of
smallholder farmers*



SO2:

*Improved resilience of
smallholder farming
systems*



SO3:

*Strengthened
institutional capacity
to build an enabling
environment*

Proposed Interventions

Business Line	Proposed Activities
Inclusive Markets & Trade 	• Extend the risk-sharing credit model to additional regions
Seed Systems 	• Build actor capacity to address identified weaknesses in the co-ordination of the seed sub-sector • Increase farmers' awareness of improved varieties and private seed companies' access to quality seeds • Contribute to enhancing the seed system in the production, supply, control, demand, and distribution of certified seed in the value chains of staple, and vegetable crops
Sustainable Farming 	• Support the integration of the network of CBAs in the official advisory system • Sustain and extend the VBA approach through systematisation and link VBAs with agro-dealers and financial institutions
Policy & State Capability 	• Establish a communication plan for the NAIP • Develop an Institutional Capacity Plan and improve the government's co-ordination capacity and accountability framework • Support the government in the annual rural development sectorial review • Improve the electronic input distribution system (IT distribution platform)
Cross-cutting interventions 	• Inclusivity: Promotion of agro-industry & rural entrepreneurship with women and youth SMEs • Nutrition: Linking farmers to school feeding programmes and other institutional markets • Climate change and resilience: Promote small-scale irrigation and mechanisation models, including designing a subsidy scheme for climate adaptative farm equipment

AGRA will deliver this strategy through:

1



Technical assistance and grants

2



Investments

3



Staff time

How we shall measure and communicate our results

To effectively measure the finalised AGRA country programme results, AGRA will seize and refer to productive mechanisms and tools to deliver. The following communication channels and tools are key to the strategy interventions:

- Development of Communications Plans,
- Strengthening of targeted capacity-building efforts while staying the course with results-oriented:



Following up and monitoring the Policy reforms: The NAIP/PNISA II implementation at the regional level with local governors to ensure the effective involvement of key players.



Strengthening of the systems delivery on the CBAs' business model and linkage with input and output market partners.



Development of advocacy programmes for civil society and SHFs (including SMEs) to help them fully engage in the research of solutions generated by the COVID-19 pandemic, and the new socio-economic environment (shortage of inputs, goods, food...) that affect the IAT.



- Privileged development of communication tools (posters, banners, insertion of topics in newspapers, key messages, and shows on TVs & radios), conferences, trade fairs, special fora & meetings
- Organisation of Open Days
- The Design of sound Key Performance Indicators (KPIs) Table and milestones

6. Conclusion



1) Seed systems (40%),

2) Policy and State Capability (30%),

3) Sustainable farming (15%), and

4) Inclusive Markets and Trade

AGRA's vision is to contribute to an Inclusive Agricultural Transformation, and ultimately reduce hunger, improve nutrition, and support farmers in adapting to climate change. The selected interventions in support of the government of Mali, in terms of delivery models, will be anchored on four business lines 1) Seed systems (40%), 2) Policy and State Capability (30%), 3) Sustainable farming (15%), and 4) Inclusive Markets and Trade (15%) to address the major challenges that SHFs still face and improve household incomes. The selected business lines are based on past achievements while learning from best practises and success stories.



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