ESSOR - SOLIDARITY ENTERPRISES FOR SERVICES TO RURAL COMMUNITIES

**Description:** Since 2015, SENS supports companies of a new nature, the Entreprises Solidaires de Services aux Ruraux (ESSOR – Solidarity Enterprises for Services to Rural Communities). They enable the set up of a link between rural households and urban agrifood players concerning their supplies of raw materials.

**Specificity:** A concept based on relationships and engagements, the ESSOR entrepreneur is able to establish sustainable relationships, is concerned about the future of his/her village/community and wants to push forward the households he/she goes along with.

**Impact:** A network of 41 solidarity enterprises which facilitate access to urban markets for 1,000 rural producers.

**Scope:**
- Benin
- 1,000+ producers federated in 41 ESSORs

**Budget:** €600,000 in 2016

**IMPACTS**
- **Agricultural productivity:** Revaluing producer prices thanks to the development of short distribution channels preserving margins
- **Climate change:** Limiting climate hazard exposure thanks to crop diversification
- **Sustainable dev. goals:** « Making life in the village better »
  - Protection and improvement of the economic, social, and ecological environment

**Next Steps**
- Develop a network of 50 to 60 ESSORs, able to serve 5,000 associated households, i.e. at least 25,000 rural people reached
- Adapt and spread diversified agro-ecological production systems, combining subsistence crops, specialized high value-added crops, agroforestry and 8 to 10 strategic products / value chains (soy, neem, moringa, artemisie)

**Key Messages**
- Donors
- **Financing**
- **Test**
- **Finance**
- **Identify**

**Functioning**
- Detect candidates with entrepreneurial capabilities
- Subsidize the feasibility phase, start the working capital and facilitate access to commercial credit
- Spread adequate and profitable agro-ecological crops and systems
- Support the producers in their production and negotiation capabilities

**Levers**
- Soils
- Agricultural water
- Risk Management

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**Players**
- Donors
- Partners
- **giz**
- **SENS (Sociétaires Enterprises Nord-Sud)**

**Title:** ESSOR - SOLIDARITY ENTERPRISES FOR SERVICES TO RURAL COMMUNITIES

**Image:** Map of Benin with 41 ESSORs highlighted.

**Diagram:**
- 4 main pillars: Identify, Finance, Test, Train
- Agricultural productivity
- Climate change
- Sustainable dev. goals

**Project launched**