

**SURVEY ON SOCIAL
ENTREPRENEURS WORKING IN
FOOD SECURITY IN BENIN**

FINAL REPORT





METHODOLOGY



The team have worked to carry out the mapping process:

- Collected data with the Ushahidi Tool and reached out to at least 50 SE's : 58 SE are already registered in Ushahidi;
- Selected 20 interesting SE's for In-depht interviews and Focus Group discussions : we have interviewed during two focus group discussions 30 SE at Cotonou and Porto-Novo ;
- Analyzed and presented the outcome of their mapping and the survey.
- SE are contacted through two ways: direct contact (some that we knew before) and the most of them through internet.

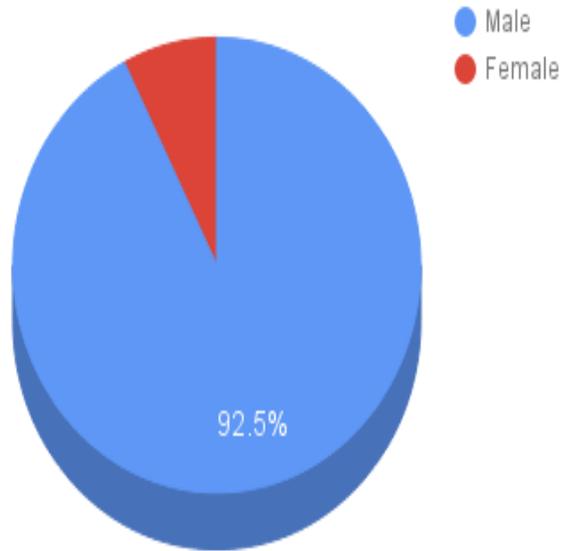


THE SOCIAL ENTREPRENEURS



SE SEX REPARTION

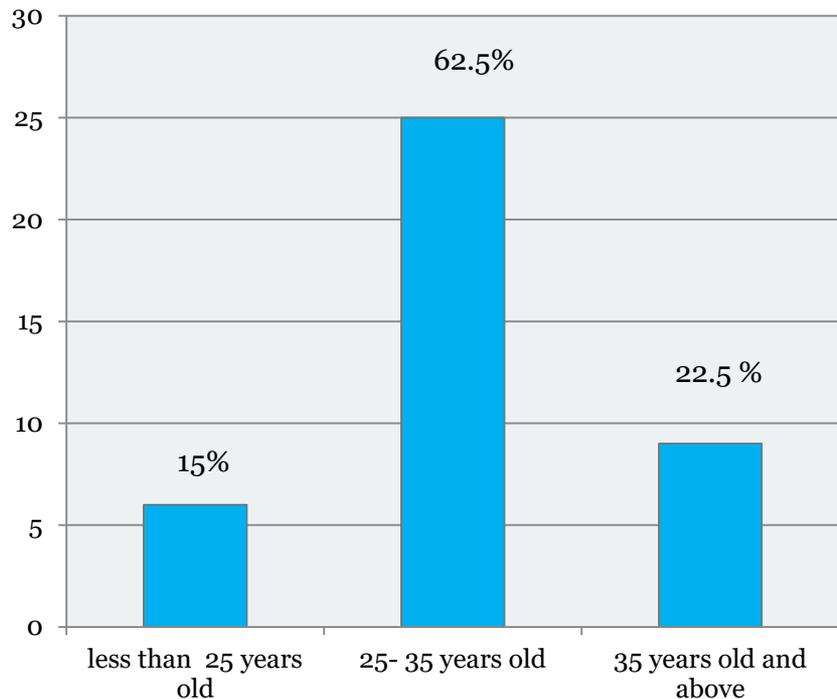
Nombre de What is your Gender?



40 social entrepreneurs :
92.5% of the social
entrepreneurs
are male and 7.5 % are
female



SE AGE REPARTITION



15 % of SE are less than 25 years old

62.5 % of them are aged between 25 and 35 years old

22.5 % of them are more than 35 years old ;

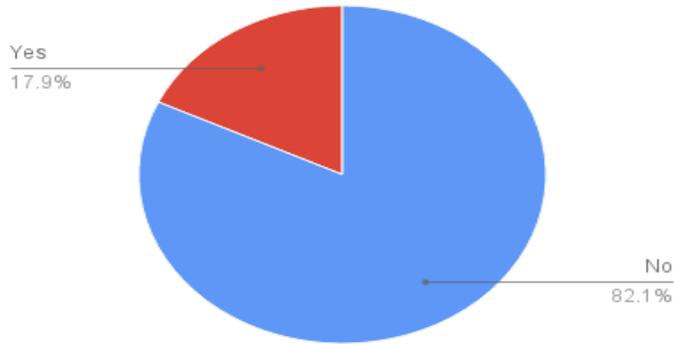
The youngest SE is 23 years old and the oldest is 69 years old.



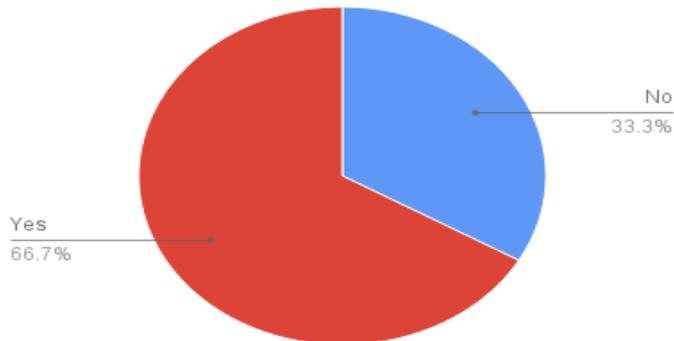
REGISTRATION



Number of SE with NGO accreditation



Number of SE registered as enterprises



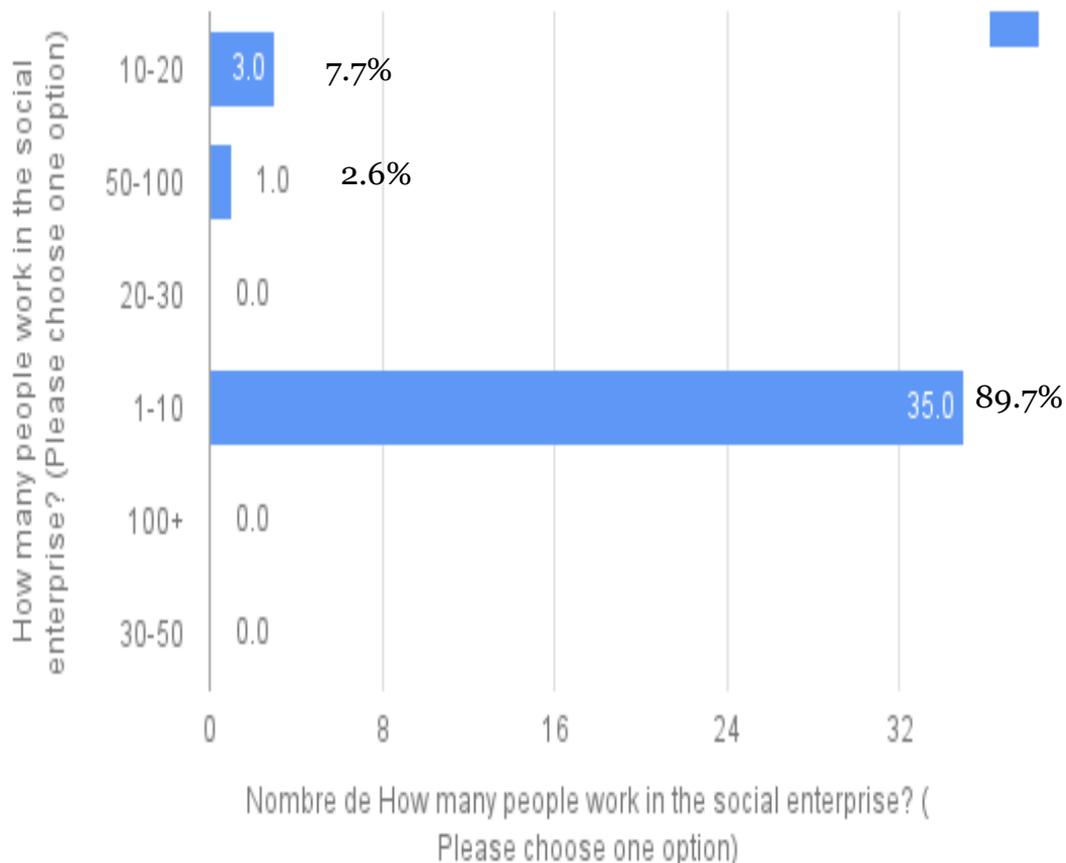
66.7 % of SE are registered and

17.9 % of them have NGO accreditation



HOW MANY PEOPLE ARE WORKING IN THE ENTERPRISE ?

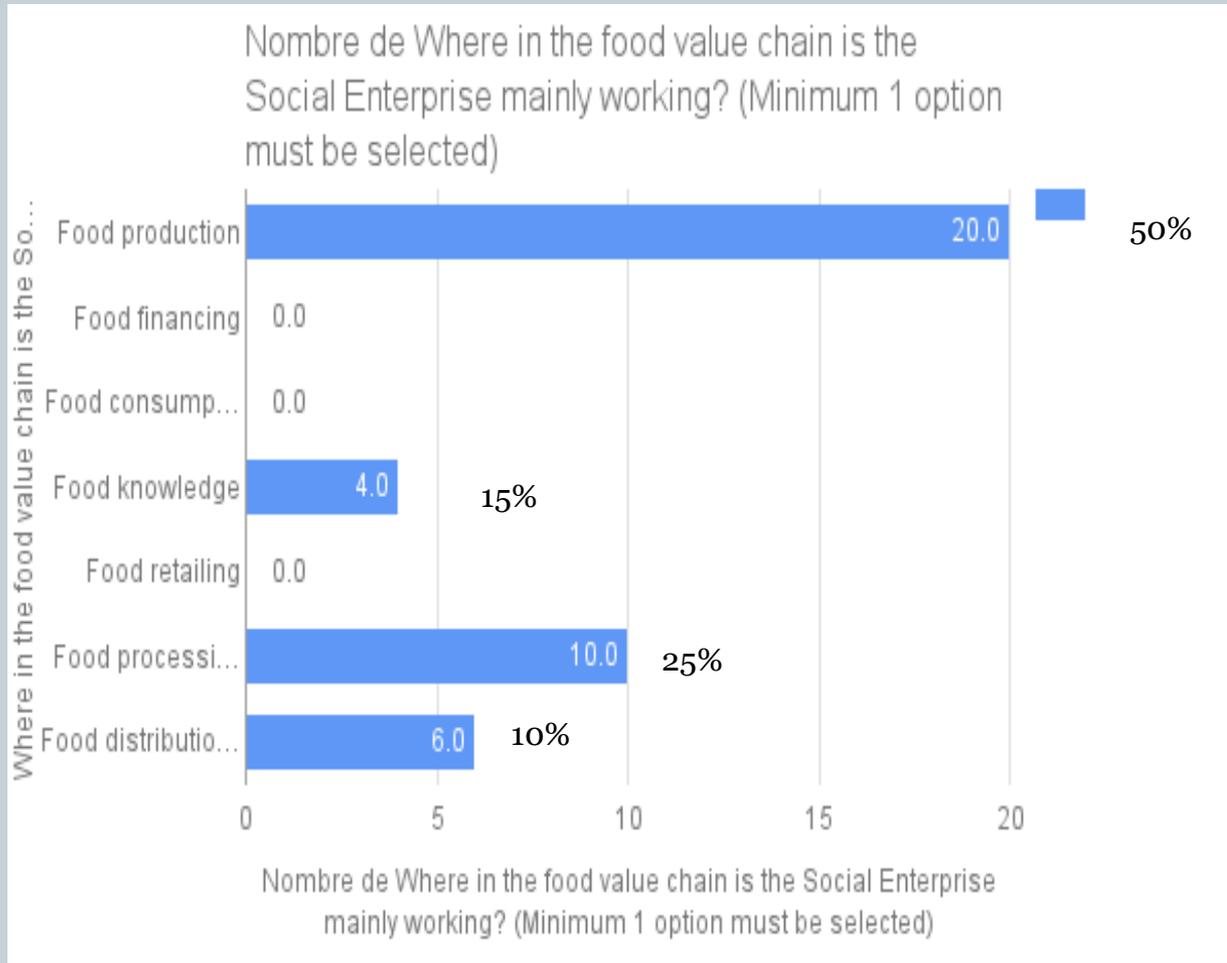
Nombre de How many people work in the social enterprise? (Please choose one option)



Majority of the SE (89.7%) are working with less than 10 people



IN WHICH VALUE CHAIN



50.0% of the SE are in the **Food production** value chain.

The remaining are divided as follow:

Food processing: 25 %

Food knowledge : 15 %

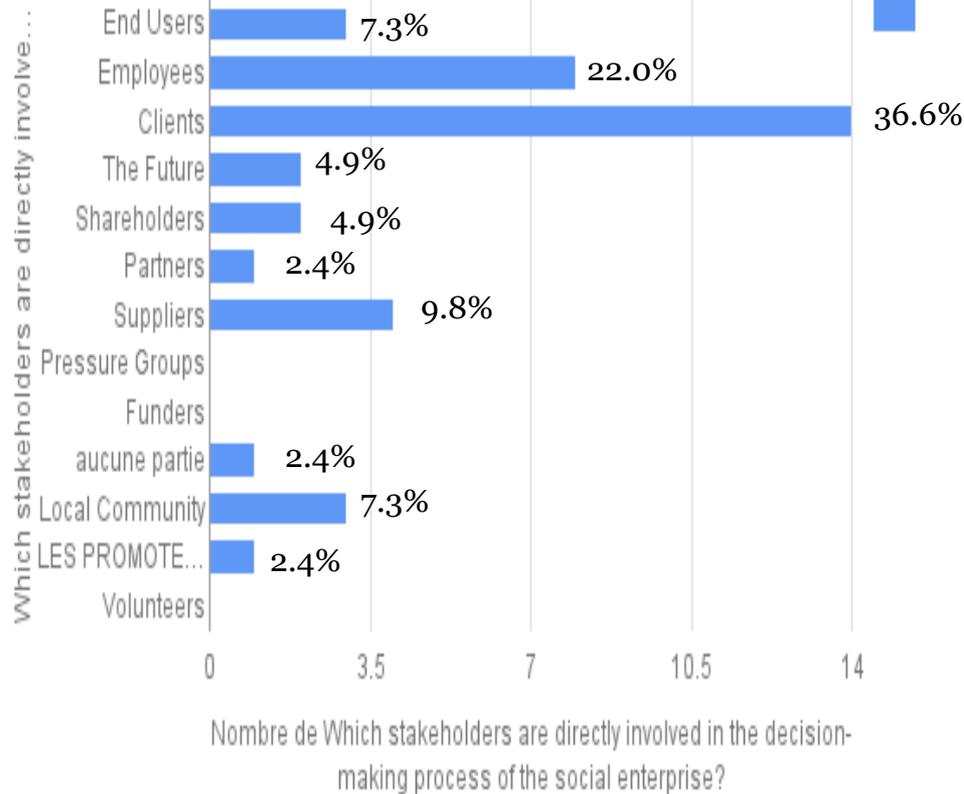
Food distribution: 10 %



STAKEHOLDERS INVOLVEMENT



Nombre de Which stakeholders are directly involved in the decision-making process of the social enterprise?



Clients are the most involved in the decision making process: 36.6 %

Then the employees: 22.0 %

Suppliers: 9.8 %

End user : 7.3 %

Local community: 7.3 %



MISSION



Many reasons motivate social entrepreneurs in Benin:

- Contribute to the food security ;
- Reduce the importation rate by the intensification of agriculture and increase the country Gross Domestic Product (GDP) ;
- Solve unemployment problems among the youth ;
- Contribute to the good health of the population by biological products ;
- Environment protection.



SE MOTIVATION



Social entrepreneurs in Bénin believe that :

- « We can be gaining money and at the same time be solving social problems such as food security, good health, youth unemployment, gender issues, environment protection etc. » ;
- « we can help more people to get practical training and invest in agriculture and its value chains »
- « Our agricultural activities *do not feed those who practice them*, the specialists of agricultural sciences have the responsibility to produce food for everybody in the country. We should produce during the 12 months of the year instead of only 5 months » said an agricultural engineer, social entrepreneur in Bénin during the focus group discussion.



SE CHALLENGES



- **Lack of adequate funding:** existing financing are not adapted to the agricultural sector or it is at very high rates ;
- **There is no agricultural bank**, and it is difficult for first-time applicants to obtain financial support because of the requirements of financial institutions ;

The example of Agri Conseil, a social entreprise who helps producers to sell their products shared during the focus group discussion an experience that they had with funding institutions. Indeed, they won a market of supply of reformed layers for the new year holidays. They have therefore sought from banks and other financing institutions a loan to use as guarantee. Unhappily, no institution could help them have the credit because of the risk they consider very high. As a result, Agri Conseil has purely lost the market, a great opportunity lost both for the social enterprise and the producers ;

- **There is a serious lack of infrastructures.**



S E CHALLENGES



- Lack of effective organization of the agricultural sector.
There are a few producer organizations with serious management and efficiency problems in terms of the involvement of members at all levels ;
- The high rate of importation of agricultural products ;
- The lack of subsidies ;
- Lack of promotion of local agricultural products.



HOW DO SE BUILD THEIR BUSINESS MODEL TO FACE THEIR CHALLENGES



- *To attenuate their challenges, social entrepreneurs choose to diversify their activities, reduce production objectives, and develop commercial strategies to sell their products through the use of social network, restaurants and group sale ;*
- *To solve the problem of financing, most SE resort to self-financing ;*
- **Lack of infrastructures** : they adapt their production objectives to the capacity of their infrastructures ;
- **Lack of organization** : despite the existence of an umbrella association of rabbit breeders, some entrepreneurs in this domain, feeling left to themselves, have regrouped themselves and created a network called "Forum des Cuniculteurs". This network brings together more than 200 actors involved in the value chain. They organize follow-ups of members and promote the exchange of experiences.



SE SUPPORT INDUSTRY



SUPPORT ORGANIZATIONS	NAMES
International Organizations	Techno Serve, Amercian Peace Corps (training and advicing),
National Organizations	CARDER, Agence National pour l'emploi, CCIB
NGOs and Foundation	Centre Songhaï, Nascita Agrifoods, Groupe Intercommunal des Collines, Foundation of the University of Abomey calavi (UACSTARTUP VALLEY), NGO ASPEL, GEL-SOUTH BENIN, ABS cabinet services, ONG CASAD
Microfinance Institution	CLCAM (Caisse Locale de Crédit Agricole Mutuel)
Association of producers:	Groupe Intercommunal des Collines, National federation of Benin fish farmers, SENS Bénin (société coopérative),
Training Center	Centre de Formation Agricole tropical "les goutes d'or"



SE SUPPORT INDUSTRY



- Apart from these institutions that support the sample surveyed, there are other institutions such as :
- EtriLabs, development program and projects.

There are also public and private initiatives to promote agricultural entrepreneurship such as:

- Business Promotion Center,
- Agro-Business Center,
- the AgriProPocus platform and
- other NGOs and institutions.

These supports organizations provide three kinds of supports: financial, technical and infrastructural



SE SUPPORT INDUSTRY CHALLENGES



Despite their high number, support institutions are unable to cover all support needs and, on the other hand, support is not effective especially for government institutions and not adapted for certain institutions such as Micro-finance institutions and Business Promotion Centers

The support institutions face different kinds of challenges:

- Non existence of a dialogue platform for the support organization so that the support is directed towards the same actors while others remain in need.
- the lack of human and financial resources, which limits their scope of action.



SE RECOMMENDATIONS



How could the ecosystem for SEs improve ?

Several actions can be taken to improve the ecosystem of the SE.

- ❖ *An equitable distribution of governmental and nongovernmental support in all regions of the country will provide better coverage for all social entrepreneurs.*
- ❖ *More funding of support organizations and improved skills of the staff of these support organizations will solve the problem of efficiency and improve the quality of their support.*
- ❖ *The professionalization of the actors and their networking will allow a better circulation of information a real development in the agricultural value chain and make more visible the results of the different supports.*
- ❖ *Different support (especially financial support) needs to be redefined in order to better adapt to the needs of the SE. The financial support is what SE lack the most.*



THANK YOU



Focus group discussion

