

# ESSOR - SOLIDARITY ENTERPRISES FOR SERVICES TO RURAL COMMUNITIES

● Project launched

## KEY MESSAGES

**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

## LEVERS

SOILS

AGRICULTURAL WATER

RISK MANAGEMENT

FINANCING

## SCOPE



BENIN



1,000+ producers federated in 41 ESSORs

## THE ESSOR MODEL 4 MAIN PILLARS

## FUNCTIONING

Identify

Detect candidates with entrepreneurial capabilities

Finance

Subsidize the feasibility phase, start the working capital and facilitate access to commercial credit

Test

Spread adequate and profitable agro-ecological crops and systems

Train

Support the producers in their production and negotiation capabilities

## 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

## PLAYERS

Donors

FONDATION • AVRIL  
RECONNUE D'UTILITÉ PUBLIQUE



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Partners



Solidarités Entreprises Nord-Sud

## 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, artemise).