



Ministry of Foreign Affairs

# Report on Youth Employment in Agricultural Value-Chain: Burkina Faso Catalystas

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## RVO Scoping Mission Report on Youth Employment in Agricultural Value-Chain: Burkina Faso

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**Introduction:** This report was written by Catalystas Consulting, a consulting firm focused on international development through an intersectional feminist lens, to provide an overview of the employment situation of youth (aged 18 to 35) and opportunities, activities, actors, and areas for improvement in terms of job creation in Burkina Faso. This report is based on a two-week fieldwork mission conducted by Catalystas in June 2019 as part of a larger mission to provide an overview of youth employment and entrepreneurship needs and opportunities in Niger, Mali, and Burkina Faso. The purpose of this mission and report is to provide avenues for the Dutch government to support the development of existing structures and/or initiatives that have already been put in place by other local or international actors. A full overview of our research methodology pertaining to this report is available as Appendix G: Methodologies for Job Creation Research and Reports.

In this report, we focus in particular on young women involved in business or the agricultural sector, with a special focus on a number of high potential value chains. By performing this country analysis on the opportunities for employment of young people, we aim to highlight programs and initiatives that could be extended in the secondary cities of Banfora, Ouahigouya, and Dori, three target cities in Burkina Faso for the Netherlands in the framework of the recently updated Dutch policy agenda. The following report is just under 30 pages in length, and includes an additional four appendices that, in our opinion, sufficiently inform readers about the different obstacles and opportunities ahead. In addition, this report is a first step in informing policymakers and diplomatic staff of the many obstacles and opportunities that need to be addressed for effective intervention in the context of Youth Employment and Job Creation in Burkina Faso.

This report was researched, developed, and compiled by Catalystas Consulting. The project team consisted of Field Researchers: Ms. Aurelie Viard-Cretat and Ms. Sandra Galbusera, Research Coordinator Ms. Beatrice Maneshi, Technical Advisor Ms. Aviva Stein, and Local Consulting Team Members: Mr. Aboubacar Mafa Diarra, Ms. Virginie Coulibaly, Mr. Titiana Stéphane, and Ouma Kaltoume Issoufou.

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# 1. Introduction to the global analysis of youth employment

## A. Economic overview

Specialization in cotton cultivation, imposed during the colonial era, made Burkina Faso the world's largest cotton producer for a long time, up until 2008. Nevertheless, the country remained one of the poorest in the world and scored 183 out of 189 in the Human Development Index (HDI) in 2017, with a constantly decreasing rank. Despite its success, cotton cultivation has not offered well-paid employment and has been conducted mostly at the expense of other food crops, which has played an important role in the country's recent food crisis. Burkina Faso's other main sector, the mining industry, although greatly enriching a minority of the population, is environmentally harmful and detrimental to food crops as well.

Burkina Faso has a young and dynamic population, and despite being landlocked, the country has resources which can be exploited to create decent, sustainable, and environmentally friendly jobs.

At first glance, the country's unemployment rates are not extremely high. The overall unemployment rate was estimated at 5.6% in 2014, and especially affects, as in many other countries, young people (8.6% among 15 to 24-year-olds, according to a multi-sector survey published in January 2016), and women (8.8% of women in 2018, according to an ILOSTAT estimate of the ILO, with 11.5% of women aged 25 to 34, and 4% of men of the same age group). These numbers have to be put in perspective, however, because a very large majority of jobs are informal and insecure. Unemployment affects women and young people in particular, even if it is difficult to obtain reliable figures to measure the extent of the phenomenon. It can nevertheless be noted that the country ranks 133 out of 136 in the Gender-Related Development Index (GDI), taking into account gender inequalities.

Gross domestic product (USD)	Gross domestic product per capita (USD)	GDP growth
12.12 billion dollars <sup>1</sup>	640 dollars	5.9 % <sup>2</sup>

The agro-silvo-pastoral sector is essential in Burkina Faso, considered a "country with an agricultural vocation". It mainly produces cotton (main cash crop), cereals (including sorghum, millet, maize, rice, fonio)<sup>3</sup>, market garden crops (onions occupy 44% of areas dedicated to market gardening, tomatoes 23%, cabbage 8%, with eggplant, green beans, carrots, garlic, strawberries, and potatoes following respectively), vegetables (such as cowpeas and ground peas), oilseeds (shea, soy, peanut, sesame, and cashew), and fruits (mango, banana, papaya, lianas, and citrus fruits). The second pillar of the Burkinabe agricultural economy is livestock, it being abundant and varied (including cattle, sheep, goats, pigs, camels, insects, and horses). The sector employs a significant part of the country's working population (according to various sources, about 85% of the population, adding up to 91.5% in rural areas) in - most often - seasonal jobs (for example, only about 3% of the agricultural workforce would be mobilized out of season). Employment in this sector is one of the worst paid due to the primary sector having little added value.

The sector represents only 33% of the country's GDP because of barriers at all value chain levels: lack of technical means and mechanization; the seasonal nature of activities; extensive breeding practice; under-use of certified seeds

<sup>1</sup> World Bank, 2016

<sup>2</sup> IMF, 2016

<sup>3</sup> In 2018/2019, cereal production was estimated at 5,180,702 tons

(due to high costs, access difficulties, and socio-cultural factors); lack of conservation techniques and means, which makes it necessary to dispose of fresh products without being able to preserve and wait for a more favorable period for sales; lack of business in the formal private sector; unattractive marketing/packaging of local products compared to imported alternatives.

Women play an important role in traditional cultivation and gardening alongside men. They are key players in certain fields (such as domestic breeding, peanut growing, certain gardens etc.), even if their contribution is poorly recognized, and rarely translates into financial gains.

The industry itself accounts for 22% and its services for 45% of GDP (World Bank, 2016).

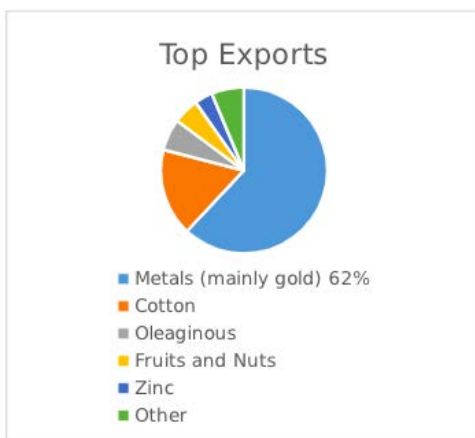
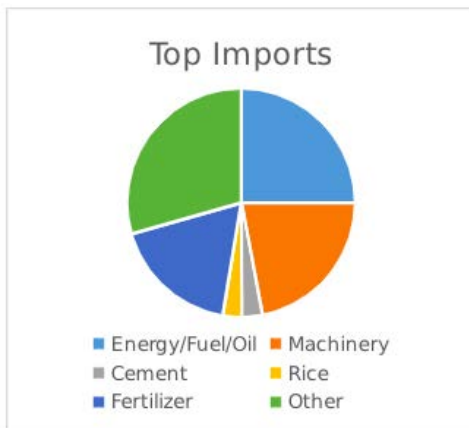
## B. International Trade

Gold is the country's leading export product, with an impressive 64.5% of the total exports in 2017. At the agricultural level, some products are more traditionally destined for export; cotton being the apparent example. Serving as the country's principal cash crop, cotton cultivation was made compulsory by colonial administration in the 1920s. Between the role of Françafrique, the scourge of GMO Monsanto cotton until 2018, and currently the SOFITEX quasi-monopoly which strictly manages cotton cultivation, the sector is controversial and fragile. The development of cotton production has certainly made it possible to decelerate the rural exodus and to fight poverty, but this process was to the detriment of food crops and, in turn, food security.

Other export products are oilseeds such as cashew nuts (the first exported agri-food) and sesame, sold mainly in Asia (unprocessed, where it is processed and re-exported), and in Europe and the United States (processed). Cereals, fruits and vegetables, cowpeas, and livestock products are mainly exported to West Africa. The latter is the third largest export product in the country with 25% of the country's export earnings. Due to difficulties in preserving the meat, the trade is based on live animals which are transported (under often inappropriate conditions) by road or train towards coastal countries like the Ivory Coast, Ghana, and Benin.

Despite the above-mentioned exports, the country's trade balance remains negative, with a trade deficit of 3.5%, and a dependence on resources such as energy (oil and electricity), which accounts for a quarter of total imports, and rice, the largest imported food product (2.7%).

Exports	Imports
<p><b>Main partners:</b> Switzerland (59%, mainly gold), Singapore 9%, Ivory Coast 4.2%, France 2.6 %, South Africa 3.6%, Ghana 2.3%.</p> <p><b>Exported products:</b> Metals (of which gold) 62%, cotton 17%, oleaginous 6.2%, fruits, and nuts 5.0%, zinc 3.5%.</p>	<p><b>Main partners:</b> Ivory Coast, United States, Japan, China, France, Belgium and Germany.</p> <p><b>Imported products:</b> energy/fuel/oil (25%); machinery, cement, rice, fertilizer.</p>



Fortunately, recent years have witnessed a revaluation of "local consumption", which is slowly returning to fashion, supported by the Burkinabe government and various local and international actors who intend to reduce the dependence on imports. This trend is reflected in the organization of events like fairs (such as the Market Day in Ouahigouya, or the Day of the Peasant in Ouagadougou), trade shows (such as the Agricultural Fair of Ouagadougou), sales exhibitions, and agricultural scholarships as well as various communication campaigns at local, national, or sub-regional levels (see box below). Additionally, public procurement measures are being taken to stimulate the sale of local products. Nevertheless, some products are still beyond the reach of nationals and/or local populations, with imports remaining cheaper, and benefitting from a clear lead in terms of packaging and marketing.

The regional market is also an opportunity for the country, which has a common border with seven countries. Burkina Faso is a member of:

- UEMOA (West African Economic and Monetary Union), which adopted a common agricultural policy in 2001, the PAU (Agricultural Policy of the Union); and
- ECOWAS (Economic Community of West African States), which adopted a regional agricultural policy in 2005, the ECOWAP/CAADP (Economic Community of West Africa Agricultural Policy), drawn from the Comprehensive Development Program of African Agriculture (CAADP) of New Partnership for Africa's Development (NEPAD).

## C. Current labor market needs (in agriculture)

Although the labor market offers vast opportunities, the sector is still underdeveloped, poorly mechanized and with significant uncultivated arable land, thus resulting in essential needs being felt outside production itself.

First and foremost, it is important to mention opportunities in the processing sector, in the value chain environment. Employees (mainly unskilled) are currently engaged in production activities, and sale of raw products (at small-scale, such as street stalls and markets). Notwithstanding, given the low rate of product transformation, this sector could create many jobs.

Besides the afore-mentioned high-potential processing activities, opportunities can also be noticed in services to farmers and processing industries. Currently, unable to acquire modern machinery due to lack of funding, farmers use traditional and low-production techniques. Machines are rarely available locally, and when they are, prices are prohibitive and spare parts are lacking. The Banfora Women's Munyu Association, for instance, has been stuck for several months with a fonio sorting machine that has a broken piece, and the women's group is forced to do the triage manually, which is very time-consuming. **The sale, or even better, the rental of agricultural equipment for the production, collection, and processing** of products appears to be a very promising opportunity.

Closely linked to sale or rental of agricultural equipment is the distinguished and explicit need **for trained technicians to repair and install** such equipment, which offers daily work but also the opportunity to intervene in case of problems. The company Sotria-B mentioned, for example, the lack of qualified workers to operate and to manage the maintenance of cashew shell crushing machines. There is also a need for activities such as the **collection, transportation, and conservation** of products, essential activities that must be developed to avoid losses, still significant in the sector, especially for milk and vegetables. At the end of value chains, there is still ample room for developing jobs in product **packaging, marketing, and distribution** (including import/export). It should be noted that 'green' businesses (linked to organic farming, renewable energies, etc.) are expected to grow in the coming years; the integration of the notion of sustainability should therefore be an important criterion in all promising sectors.

Finally, the business leaders in question deplored the poor level of literacy of their employees, which makes their training difficult, as well as the general lack of "life skills", quite poorly integrated with training as a result of the weak involvement of the private sector in vocational training.

## D. Risks of unemployed youth

Unanimously recognized by all interviewed stakeholders, the lack of opportunity for youth in the country is the main cause of migration, and an important - if not the main - factor in the rise of extremism, particularly in remote areas. The 2015 UNDP report, "The rise of cross-border insecurity. What 800 Sahelians say", confirms this state of affairs: respondents list poverty (75%), unemployment (72%), and marginalized youth (15%) as the main risk factors for the country. In a population with a majority living below the poverty line, young people are the most affected by unemployment, and their future prospects are often limited, especially if they have not had the chance to follow an education. This is especially true in the countryside and remote areas of the country, where both government and international programs are poorly relayed. Extremism is perceived by the population, and probably rightly, as an external phenomenon, often motivated by material needs and not by religious beliefs. Indeed, jihadists find the potential of recruiting "easy" sympathizers among young people without prospects. Due to rising insecurity, many development actors have slowed down their activities in sensitive areas of the country, fueling the vicious circle of lack of opportunity, poverty, and the rise of extremism.

***"Women play an important role in conflict resolution and present themselves as leading actors to detect and correct the first signs of radicalization and extremism in their lives, and to understand the factors which influence the choices of their children."***

Laurence Marchal, Minister of Women's Affairs

Migration is internal as well as external. An important characteristic of the country is the imbalance of agricultural potential between different regions, which generates significant internal migration; this is also the case in the mining sector, which attracts many young people, including children, who leave school to work in mines, often in dangerous and extremely difficult conditions. Since the 2000s, Burkina Faso has also witnessed the phenomenon of "autonomous" migration of single women to urban centers as a result of economic need.

The main destination for emigration used to be the Ivory Coast. In 1998, Burkinabe people accounted for nearly 56% of the Ivory Coast's four million foreigners; this trend has slowed down and even reversed with many returns during the Ivorian crisis. Emigrants are now headed to Europe, the United States, and other Gulf countries. This international migration is overwhelmingly male, although the numbers are increasing for women (they accounted for 16.9% in 2006<sup>4</sup>).

There are few reliable and recent statistics to measure the extent of these phenomena. However, the importance of migrant cash transfers to Burkina Faso, which represents three times the amount of foreign direct investment and 10% of official development assistance (according to OECD and INSD estimates), should be noted.

## E. Barriers to youth employment (in agriculture)

### 1) Access to land

With only 59% of its nine million hectares of arable land being farmed, 30% of the 233,500 ha of irrigable land being farmed, and 500,000 ha of lowlands relatively easy to develop, the potential for agricultural production is still vast. However, because of the generally patrilineal descent system, the lands are passed on only through men, with the eldest sons inheriting their father's lands.

Women are generally granted precarious tenure rights on land which does not belong to them (free of charge if the land belongs to their family, or by paying rent in money or part of the harvest), often available in limited areas and with degraded soils. Although 32% of women have access to land, only 8.2% own land.<sup>5</sup> They can lose their rights to rented land overnight, also losing their investments (financial, material, and time-wise). The same problem is met to some extent by young people who have not benefited from land from their father or their lineage. It is undoubtedly important for all actors and the government to work for better access to land for women and young people, and to enforce laws, without opposing customary law. This is a process for the long haul, however; thus, shorter-term solutions are required to create employment and develop entrepreneurship outside of agricultural production.

*EWOH2, a project working on women's access to rural areas by the German Konrad Adenauer Foundation, uses the theater forum to raise awareness for women's land rights in rural areas.*

<sup>4</sup> Migration Profile 2016 - Migration in Burkina Faso, IOM

<sup>5</sup> Source: General Directorate for Women's Empowerment, Ministry of Women



## 2) Discrepancy between profiles and needs

The low productivity and profitability of agricultural activity, as well as the hardship associated with this manual labor, discourages young people to seek employment in this field. Parents also want an easier future for their children, and prefer them to do office work, with employment in the government, banking or insurance sectors. They therefore tend to sway their children to follow studies in these directions. Most unemployed graduates are part of public administration, where the number of applicants for positions is 90 times higher than available places<sup>6</sup>. Vocational training is still considered a "default choice", reserved for the less successful students, or is inaccessible because of price or prerequisites. In the absence of real policies to encourage the employment of young people in land labor, youth turn away from this sector, which they consider unprofitable (nearly half of farmers are considered poor), difficult, and finally not really "sexy", as confirmed by multiple young people interviewed as part of this study. According to the INSD, in 2014 agriculture represented 29.9% of youth employment. Initiatives such as that of AgribusinessTV are attempting, with increasing success but still limited results, to "improve" the image of work related to agriculture. Youth training for this type of work is also limited and this ultimately leads to unemployment. There are indeed more unemployed people among graduates compared to the rest of the same age group.

## 3) Lack of efficient transformation units

The low number of processing units of agricultural products is mainly due to the lack of workable machines and qualified technicians and a lack of access to necessary funding, but also a habit of exporting unprocessed raw materials, which was prompted by colonization, high costs, and unreliability of the electricity supply.

Existing processing units in the country are often small and archaic, especially if they are in rural areas; most of them offer only low paid, seasonal jobs, highly dependent on harvests and raw product prices, leaving employees in perpetual precariousness.

Poorly interconnected, and often led by untrained staff in marketing, packaging, and quality standards, the potential for development of these units is largely untapped. The few larger sized units that work well (and often have government or Technical Funding Partner (TFP) support) are mostly located in cities; there are very few opportunities for people in rural areas, which accentuates the phenomenon of exodus to the metropolises. It would be possible, however, to decentralize some of the transformation processes at the village level, in order to create added value at the beginning of the value chain. The use of solar energy would also reduce the operating costs of these units, while having a lower environmental impact.

## 4) General factors

Besides the above-mentioned factors which are specific to the agricultural sector, there are also socio-cultural factors that hinder access to employment. In the forefront, early marriage, still prevalent in Burkina Faso, where according to UNICEF, more than one girl in two will be married before 18 years of age. Marriage usually marks the end of their education (for those who had the chance to go to school up to this point, as 51% of girls and 47% of adolescent girls are totally excluded from education, according to the NGO Aide et Action). It usually does not take long for the first child to arrive, especially in rural areas where, in 2010, 29% of women between the ages of 15 and 19 were pregnant or were already mothers. In a country where "muso ye gua ye" (the woman is the home), with a fertility rate of six children on average (6.7 in rural and 3.7 in urban areas) in 2010, the possibilities for women to pursue a professional career are very limited.

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<sup>6</sup> According to the State's General Recruitment Agency, 345,680 women had applied in 2016, while 3,595 obtained a position, and 1,315,515 candidates were competing for 6,668 available positions in 2018!

Although it is more prevalent among women, the problem of illiteracy also largely affects the country's men. Only 35% of the country's population is able to read and write. Vocational education, which requires a minimum level of literacy, as well as most training offered by the government or projects funded by TFPs, are inaccessible to a large section of the population.

## F. Security

Until a few years ago, Burkina Faso was considered stable, a "country of peace" which even served as a mediating state and a key player in sub-regional security. For a long time, it was spared by the jihadist groups in the Sahel affecting neighboring countries.

Burkina Faso prided itself on the peaceful coexistence between its religions (Christians representing between 15 and 20%, the Muslim population between 30 and 40% - with a majority of Sunnis, and a minority but growing representation of Wahhabis; and traditional religion or animism between 40 and 55%). The secular state is involved in the management of peaceful coexistence (through the organization of seminars between religions, the establishment of formal exchanges, and the 2014 creation of a department in charge of religious dialogue within the Ministry of Territorial Administration).

The practice of "joking kinship" (codified social practice of joking and mockery about another ethnic group) has a role in strengthening social cohesion and "defusing" ethnic tensions.

***'There is a long, deep-rooted tradition of religious and ethnic tolerance, dialogue and cooperation among its people.'***

UN Special Rapporteur Ben Emmerson

Unfortunately, social crises and structural tensions occurring in what is one of the poorest countries in the world, have caught Burkina Faso up in instability. Tensions are becoming more and more recurrent between farmers and pastoralists and the country has been witnessing a rise in extremism in the border areas for some years, a result of the nearby Malian crisis. The border with Mali extends over 1200 kilometers and is not marked by any natural or artificial physical demarcation, which means that Burkina Faso is in direct contact with the conflict zone in northern Mali.

Since 2015, there have been multiple attacks, including three in the capital in three years (the latest on 2 March 2018 targeting the embassy of France and the leadership of the Burkinabe army) and kidnappings and targeted assassinations (like that of a Canadian in early 2019 on a mining site in the east of the country, who was found dead a few days later) are not uncommon. Since 2015, these attacks have resulted in 340 victims.

The tension has increased as of late 2018 and the government declared a state of emergency in 14 of the country's 45 provinces on 31 December 2018, extended for 6 months in July 2019.

The consequences are numerous:

- The need to limit displacement leads to reduced flows between rural areas and cities, and thus a need to create value at the village level
- Increase of rural migration to urban centers
- Difficulties of flow due to the reduced access to areas for exporters

- Decline in tourism, in affected areas but also in the country as a whole
- Decrease in international aid programs in tense areas, with relative abandonment of entire regions while only parts of regions are dangerous.

As many internationals are now confined to the capital, and as two of the three target areas are considered high risk, it is not yet possible for international staff to access these risk areas, which creates the need to bring potential partners to Ouagadougou, and ensure their reliability as they will operate with less supervision. It is therefore necessary to clarify with local structures (such as NGOs, associations, and regional representations of different ministries) who will be in charge of setting up and monitoring activities. In addition, it should be taken into account that large equipment or financial support can put beneficiaries at risk, and that itinerant programs and low profiles are required in risk areas. Depending on the selected program(s), we insist on conducting a risk study, both for staff and for the different project stakeholders, in order to minimize the potential negative consequences of projects, especially for more vulnerable groups such as ethnic minorities, women, and young people.

## G. Education

### 1) Formal education (impact on employment)

Only one in four women in Burkina Faso can read and write; this figure rises to 36%<sup>7</sup> for the average population. This extremely low rate has a huge impact on the country's development opportunities and its job market. Indeed, without literacy, receiving training becomes near impossible. It is impossible for these people to register in a vocational training center, because these (with a few rare exceptions) require a BEPC level, or a basic secondary school diploma. Many government or NGO projects offer free literacy classes for adults and young people. They are, however, very unattractive to young people, who primarily want to be trained to find a job, and for whom these courses do not offer a short-term solution. Young people who have been out of school (or enrolled in unrecognized institutions, such as madrasas) have great difficulty in finding suitable training, and in turn, entering the labor market. One of the possible solutions is the integration of literacy courses into vocational training programs (see box on the Certificate of Professional Qualification, page 10). The government is also implementing measures; for example, it is operating 117 satellite schools and non-formal basic education centers (ES/CEBNF) for those who leave school early. The rate of completion at these schools and centers went from 24.24% in 2016 to 32.95% in 2017 (source PNDES). Finally, it is important to also note the role of the lack of birth registration, especially among marginalized populations, which prevents children from having a legal identity and therefore from being able to continue their education.

#### ***The specific case of madrasas and Koranic schools***

*Madrasas and Koranic schools can be formal, informal, or itinerant, and can decide whether or not to follow the official curriculum.*

*The teachings are mostly in Arabic with a religious component (although there is great diversity). As a result, the diplomas of these schools are, for the most part, not recognized. These schools remain forgotten in programs promoting education for all, and these children find themselves without a diploma or evidence of their schooling, which prevents them from being able to 'catch up' with traditional education, or to access most professional*

<sup>7</sup> CIA World Factbook - As of 1 January 2018

*training programs asking for prerequisites. There is no effective bridge between traditional Koranic schools and the formal education sector.*

*This type of schooling leaves poor prospects for professional integration, and children following this curriculum often remain with prospects of only informal and unskilled work - and offer a field of choices for extremists.*

*Formal Arab-Islamic education affects approximately 1.8% of children in Burkina Faso; however, since non-formal education is not quantified, the children who benefit from it are found in the statistics (very high by region) of children out of school. It is therefore not possible to have a precise understanding of the extent of this phenomenon.*

*A pilot project called ERAP (religious education combined with professional learning) aims to provide vocational training of their choice to young 'talibés' aged between 15 and 20. This project, financed by OXFAM and DANIDA and set up by the UFC in the Sahel, ended on 30 June 2019. This pilot phase involved 28 young people aged 15 to 20 (one young homeless person and the rest enrolled in Koranic schools). They were guided in learning trades in collaboration with individual entrepreneurs who supervised them in workshops, and with the agreement and involvement of their Koranic teachers. The 28 young people were all able to finish their training, even if, according to their supervisors, the training was affected the security situation. The new phase has just started and will end in 2020.*

## 2) Technical vocational training

Technical and Vocational Education and Training (TVET) is still an underdeveloped sector in Burkina Faso. In 2009/2010, only an estimated 4.5% of the population aged 16 to 64 received technical and vocational education and training<sup>8</sup>. There are private (often religious) and public TVETs; formal training centers, and two informal centers (in Dori, and Coutoura towards Banfora) which have been supported by ADA for almost ten years, and now depend on state financing. Public TVET centers are currently managed by three entities: the Ministry of Youth and the two Ministries of Education. According to some stakeholders interviewed in this study, there is a lack of coherence and clarity, as the priorities of these three entities are sometimes different. It is difficult to understand who is in charge of what.

Many shortcomings have been identified in the area of technical training, and the commonly accepted main issue is the mismatch between training and the labor market. Indeed, the private sector is still relatively detached from the world of vocational training, according to the model commonly used in France and the former French colonies, which is traditionally centered on the state. The needs of private companies are not relayed and therefore not taken into account, and vocational training allows few learning opportunities or internships in companies to expose young people to the world of work. This being said, it can be noted that a majority of TFPs and the government are willing to increase the involvement of the private sector in TVET (as is the case in Germany, Austria, Switzerland and the Netherlands) so to make the latter more effective, relevant, and efficient. Along the same lines, the development of dual education (which integrates vocational training in enterprises and schools at a ratio between 80% - 20% and 60% - 40% depending on the profession) seems extremely relevant, and several TFPs have joined forces to work on this topic. **Jobbooster, PADEJ-MR, TUUMA, PAFPA**, and other programs [REDACTED] aim to reduce this discrepancy, which is also a government priority.

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<sup>8</sup> Comprehensive Survey of Household Living Conditions (CISH) in 2009-2010

The **PAFPA** project (Support Program for Vocational Training and Apprenticeship) for the promotion of the dual approach adapted to Burkina Faso, supported by the Swiss Cooperation, provides for an unprecedented public-private partnership between the government and the **CNPB** (National Council of the Burkinabe Patronage). Launched in February 2019, it is currently running in six Burkina regions (Bobo, Banfora, Dédougou, Manga, Koudougou, and Ouaga). It focuses on the vocational training of 8,000 young people in two sectors: the agro-silvo-pastoral sector and the emerging trades sector (mining, solar energy, construction, and agro-food). It ultimately aims to integrate 400 companies (40 have already accepted at the end of July 2019). It is meant to be accessible because it aims to integrate young people who have been out of school and integrate literacy into the technical curriculum.

Apart from the disconnect between training and the private sector, there is a lack of adequate financial, human, and material resources for implementation (especially in public centers), as well as a lack of specific entrepreneurship training to supplement technical curricula proposed. What is more, most establishments are paid, costs starting at a few hundred euros per year, which is an amount impossible to pay for modest families. Technical training that is government or NGO funded is often more expensive than university training. It is difficult to obtain accurate data on this subject, but this trend has been confirmed by several stakeholders.

The case of women in TVET is also worth mentioning. While 6.3% of men benefit from TVET, the percentage of women is only 3.1%.<sup>9</sup> Among the reasons are the facts that women often do not have the minimum level required to access entry (CEP - Certificate of Primary Education), and that the price of these courses is often too high. It also appears that women who do have access are often confined to 'typically feminine' sectors (such as sewing, hairdressing, etc.), which are generally not very lucrative. The cost/benefit of such training is therefore limited for them.

A presentation of these institutions can be found in Appendix B: List of Stakeholders for Burkina Faso.

A notable development is the operationalization of the **Certificate of Professional Qualification**, a short training based on practices integrating professional training and literacy. The CQP is a gateway for young people and women who have not been schooled or have been schooled for a short time, or in an unofficial or unrecognized environment. This training could help reduce social injustice by giving marginalized people a gateway to vocational training, and by allowing them to obtain a first title recognized by the State, in order to continue their training, or to take the path of entry to the labor market.

The business/training/certification benchmarks for the first 18 Basic Qualification Certificates were validated in the spring of 2018 by the Ministry of Youth and the Promotion of Youth Entrepreneurship and the Permanent Secretary for Certification. This took place within the framework of the employment support program in border and peripheral areas in Burkina Faso, and was implemented by **Expertise France** and financed by the **European Union**.

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<sup>9</sup> Comprehensive study on households' living conditions (EICVM) in 2009-2010

## 2. Employment Policies and Projects

### A. At Government Level

Youth (and to a certain extent, women's) employment, as well as the development of the agro-silvo-pastoral sector, are two declared priorities of the government. Numerous plans and policies have been created in an attempt to formalize these ambitions. Some of these policies in the sphere of employment and education include the National Employment Policy (PNE), the National Technical and Vocational Education and Training Policy (PN/EFTP), the National Youth Policy (PNJ), the establishment of a national volunteers unit, and the establishment of a National Employment and Vocational Training Council (NCEFP). As for the national women's empowerment policy, its aim is to guarantee equal rights for women, in terms of access to education, employment, and entrepreneurship. The National Economic and Social Development Plan (PNDES) 2016-2020, which forms the basis of the government's policy and the current roadmap, promotes a structural and inclusive transformation of the Burkinabe economy, focusing greatly on agriculture and cattle farming. Additionally, one must include the Strategy for Accelerated Growth and Sustainable Development (SCADD), the National Rural Sector Program (PNSR) and the creation of growth centers geared towards agriculture (in Bagré and Samendéni for now). The following is projected: the construction of agricultural secondary schools scheduled for 2019, the implementation of an agricultural development fund, and the operationalization of the Bank for agriculture finance.

More specifically, the PNDES claims to have enabled the creation of 183,635 formal jobs (including at least 87,000 "decent" jobs), but it is difficult to assess its actual influence, as there are many other programs promoting employment and employability. Besides, various external factors at both national and international levels impact the country's economy and therefore, job creation. The centralization of efforts towards metropolises can however be criticized, despite (slightly) increasing budgets allocated to regions. In addition, the government's focus on the mining sector also shows that this willingness to create jobs in the short term is relatively incompatible with food security and environmental sustainability, which could have very harmful consequences in the medium-term.

Strengths	Weaknesses
<ul style="list-style-type: none"> <li>- Alignment and coordination of TFP</li> <li>- Women's and youth empowerment</li> <li>- Facilitating the attaining of financial resources (in the form of endowments or loans) for qualified women and youth</li> <li>- Background work on vocational training</li> </ul>	<ul style="list-style-type: none"> <li>- Effort on socio-cultural aspects?</li> <li>- Involvement of the private sector</li> <li>- Use and politicization of certain programs</li> <li>- Less than rigorous monitoring of certain projects</li> <li>- Slow pace of the projects implemented by the government</li> <li>- Does not (or not sufficiently) include youth and women "excluded" from the system (nomadic population, 'talibé' children or attending Koranic schools, non-French-speakers, etc.)</li> <li>- Insufficient delocalization of activities</li> <li>- Support to non-durable sectors such as the mining sector</li> </ul>

Recognizing the crucial role of education in the development of the labor market, the government is also implementing several plans and projects to improve the training of teachers and to increase the availability of technical training (see Part G page 10, which mentions various initiatives in this area). However, a lack of financial

means often makes it impossible for the government to ensure the sustainability of projects often initially financed by TFPs. In addition, children who are not in the system (and often illiterate), or in parallel education systems such as madrasas, are often left out.

## B. At international and bilateral donors' level

**Due to rising insecurity and migration to Europe, the majority of TFPs have acknowledged the importance of creating opportunities, especially for groups that tend to be excluded from the job market, such as women and youth.** Numerous programs have emerged, financed for instance by UN agencies, the European Union, cooperation agencies, and private foundations. Particular focus is put on developing vocational training, including on supporting dual education. The Cooperation Agencies from Luxembourg, Austria, Switzerland, and France are particularly visible on this theme.

This includes, among others, the following programs:

- **PADEJ-MR** (Projet d'appui à l'emploi des jeunes et développement des compétences en milieu rural/Support project for youth employment and skills development in rural areas), a project managed by the General directorate for professional insertion and employment (DGIPE), and funded by AfDB, which aims to improve the adequacy of youth's professional qualifications with the profile requirements of the job market
- **Job Booster:** Funded by the Norwegian Development Agency (Norad) and the Dutch NGO Woord en Daad, this project/social enterprise is the outcome of ten years of reflections with the Permanent Secretariat for NGOs (SPONG) and was born from the desire to bring closer technical and vocational training centers, job-seeking youth, civil society, the private sector, and government. It is currently in its second year of implementation.
- **TUUMA** (Appui à la compétence professionnelle, l'entreprenariat et l'emploi des jeunes et des femmes dans les régions rurales du Burkina Faso/Supporting vocational skills, entrepreneurship and youth and women's empowerment in Burkina Faso's rural regions) is funded by the European Union and ADA, and partners with Regional Councils of recipient regions. It is implemented in the regions of Cascades, Hauts-Bassins, Boucle du Mouhoun, North, and Sahel (Soum Province).
- **PAFPA** (Programme d'Appui à la Formation Professionnelle et à l'Apprentissage/Support Programme to Vocational Training and Learning); Dual approach adapted to Burkina Faso, funded by the Swiss Cooperation, and for which the focal point is the CNPB (see box on page 11).

## 3. Regional Analysis

### A. Dori (Sahel Region)

#### 1) Employment

The youth employment rate in Dori is low (59,2% of youth were employed in 2014<sup>10</sup>). The vast majority of business owners in the region operate in the informal sector, through small convenience stores (boutiques, food stores, fruit

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<sup>10</sup> INSD, EMC-2014, 1st trimester

and vegetable stalls, etc.). These small businesses are mainly family-owned, informal, and undeclared. Stores are often tended by men, with support from women (for instance in the preparation of fruit juices for sale or taking care of female cosmetic products).

Some women also carry out manual work such as weaving, tannery, sewing, and hairdressing. Entrepreneurial spirit is quite underdeveloped (due to a lack of role models and entrepreneurship support structures) and youth often engage in perpetuating family-based activities (such as cattle farming, agriculture, trade, and craftsmanship).

As for the industrial sector, it is almost non-existent. To this day, very few villages have access to electricity, which clearly limits opportunities. This is also a major hindrance for some units such as small-scale dairies, which suffer many losses due to load-shedding. Therefore, most transformation units are artisanal. However, efforts are being made towards energy access, and renewable energies are encouraged through projects that are being funded in that direction (by China-Taiwan until 2018, and currently by Expertise France). Hence, there are opportunities, particularly in this region, for business creation in the field of solar energy (installation, maintenance, and possibly in the recycling of solar panels).

## 2) Security

Due to the porous nature of the border with Mali, its size, and the weak presence of national authorities, the region is exposed to cross-border trafficking and insecurity from Mali, especially since the 2012 crisis. There are currently about 30,000 refugees gathered across two camps: in Goudebou, in Séno province, and in Mentao, in the Soum province.

Following the killings and kidnappings which took place in the past years, the area has been declared a red zone, which all diplomatic missions and their nationals have been advised against (or prohibited from) visiting. In addition to this, the four provinces of the region (Oudalan, Séno, Soum, and Yagha) have been in a state of emergency since the end of 2018 and will remain as such until early 2020 at minimum. The city of Dori itself is more or less under control, due to the presence of important security mechanisms put in place by the army, the "gendarmerie," and the national police. Trips outside of the city must be subjected to specific and updated security checks in order to assess the current situation and analyze potential threats.

## 3) Challenges

First and foremost, security challenges are inescapable in the region. Due to recurring kidnappings and killings of humanitarian workers and religious clerics in the region, a vicious cycle has indeed been initiated: heightened risks lead to school closures and the suspension of international projects, which in turn reduces the already-limited opportunities for youth in the region, leaving them at risk of giving in to the temptations of extremism, uneducated youth without any prospects being particularly easy prey.

Another major challenge lies in the low rainfall levels in the region (barely between 300 and 500 mm per year), which is likely to decrease further due to climate change. This requires efficient and rational management of water resources in order to prevent multiple harmful consequences such as decreasing crop yields, soil erosion, the deterioration of seeds' variety's quality, the decline of livestock in both numbers and quality, the apparition of parasitic and phytosanitary diseases<sup>11</sup>, and the increase in ongoing tensions between cattle farmers and crop farmers, which often originate in conflicts related to the use of water sources and reservoirs.

## 4) Agriculture

The Sahel region is essentially populated by members of the Fulani ethnic group (together with members of the Tuareg, Songhaï, and Haoussa communities, who travel to Dori for their business activities). Known as cattle breeders,

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<sup>11</sup> Presentation by the Minister of Environment during the 2018 conference on the PNDES.



the farming of livestock (cows and goats) is the region's main activity. Agriculture is still practiced in an essentially traditional way, through extensive breeding.

Thanks to the construction of 'boulis' (reservoirs), off-season farming (fruit and vegetables) has emerged and is being developed. Although there is a good production of potatoes, tomatoes, onions, and green beans, the lack of storage options means that products are sold at a very low price during the high season (For instance: a crate of onions can be sold for less than 10,000 FCFA (15.21 EUR), while it could go up to 60,000 FCFA (91.26 EUR) during the off-season). Fish farming is being promoted at the scale of the Dori municipality, thanks to the construction of the Yakouta Dam and the ongoing construction of fish basins funded by the PAPSA. The different successes allowed by the Yakouta Dam are creating prospects and encouraging youth to engage in fruit and vegetable farming as well as in fish farming.

## 5) Education

The Sahel is part of the country's regions with the lowest levels of education, resulting in a literacy rate for people over the age of 15 at only 25% in 2014 (source: INSD). This can partly be explained by the nomadic lives of Fulani populations (although this phenomenon is declining as populations become more sedentary), and increased numbers of children whom are being educated in informal Koranic schools. This tendency will unfortunately be likely to be continued in the coming years should the security situation not improve; already many schools in the region have been forced to shut down for fear of attacks, especially Christian schools, which are specifically targeted.<sup>12</sup>

Children in the region's refugee camps can themselves receive an education and attend classes provided in these camps (at pre-school, primary, secondary, tertiary levels, as well as vocational training), coordinated by UNICEF and UNHCR and implemented by their various operational partners.

## 6) TVET

The presence of vocational training schools in the region is currently limited to:

- The regional professional secondary school Hama Yaya (3 sections: livestock farming, electricity, agrobusiness. Supported by the Chinese-Taiwanese Cooperation. Short trainings on demand; 120 students. Also provided are trainings in solar energy through an NGO (A2N) supported by Expertise France).
- The ANPE's vocational training regional center (around 7 professions are taught in this center. Currently, the center receives 80 young people to be trained in solar energy and masonry in partnership with Expertise France in the framework of the border areas support project.
- CEBNF, an informal center, which is apparently currently not operating due to insufficient budget.
- The agricultural center Djomga.

# B. Ouahigouya (Northern Region)

## 1) Employment

In the North, as in the Sahel, the industrial sector is almost non-existent and the primary and trade sectors therefore both employ the vast majority of the population. Out-of-school youth are involved in vegetable farming, craftsmanship (hand weaving, leatherwork, tailoring, carpentry, etc.), small business, and mining extraction industries. The latter are indeed very appealing, and many young people leave behind traditional occupations in agriculture, or even their education, in order to turn to gold mining sites. However, work conditions are difficult and abuses plentiful (and in particular linked to drug trafficking nearby those sites).

The youth unemployment rate in the municipality of Ouahigouya is "very high" according to the municipality's Development Plan (no precise and accurate statistics could however be found).

## 2) Security

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<sup>12</sup> In March 2019, media was relaying the following numbers: 1,933 closed schools, 9,042 teachers forced into unemployment, and 300,000 out-of-school students as a consequence at the national level.

The municipality of Ouahigouya is located less than 40 kilometers away from Mali, and is therefore affected by the country's security situation, with consequences on tourism and trade in particular. The Loroum province has been in a state of emergency since late 2018 and will remain as such until early 2020 at minimum; the city of Ouahigouya itself remains calm but is also part of the red zone and is therefore not advised for foreign nationals. Night travels are not advised for anyone, and travels outside of Ouahigouya must be subjected to security checks in order to assess the current situation.

### 3) Challenges

The region's challenges are quite similar to those of its Sahelian neighbor: firstly, the security challenge, which has an impact on all socio-economic activities, education, the private sector, etc.

Access to education is another problem, especially for women, who are facing early marriages and the consequences of "socio-cultural weights", as they are called in Burkina Faso.

### 4) Agriculture

The region's main products include cereals such as millet and sorgho (white and red), tubers such as potatoes, and other products such as green peas and niébé. Thanks to the development of off-season crops, a great variety of vegetables are now being produced (mainly onions and tomatoes, but also peppers, green beans, cabbage, cucumber, etc.) over a period of six months in a year (between late September and late March). The region has even become a national reference in this domain, to such an extent that the region's provinces have ended up specializing (for instance: potatoes in the Loroum, tomatoes in the Passoré, niébé in the Zondoma and vegetables in general in Ouahigouya, in the Yatenga province), and this sector is attractive to youth as vegetable production is deemed more profitable and quicker than other kinds of crops. Throughout the dry off-season of 2017-2018, 18,025 tons of potatoes and 59,587 tons of vegetables were produced. Women are involved in the transformation and the sale of vegetable and fruit products, although often at a small-scale level and in an informal way, selling for instance products in markets and "yaars". However, certain women's cooperatives have become key players, notably in rice production and vegetable products (through FENAFER-B - Fédération Nationale des Femmes Rurales du Burkina and UNERIZ - Union Nationale des Étuveuses de Riz du Burkina). A share of women also work in the catering business. The majority of transformation units remain artisanal and are insufficiently able to transform their production efficiently and in a qualitative way, which is sold at very low cost to – often – Ghanaian buyers, whom in turn transform the purchased tomatoes up to between 15,000 and 20,000 FCFA (22 to 30 EUR) for a crate of 100 kg (between 22 and 33 Euro cents per kilo!). However, despite being unprofitable, the option of selling at a floor price, is unfortunately the only alternative to leaving crops to rot. Some producers even reach out to informal intermediaries (dubbed "pirates") in order to canvass Ghanaian buyers.

Aware of the high potential and of the pitfalls of this sector, a project consisting of the creation of a large vegetable transformation unit (in particular tomatoes) in the region was championed by authorities; however, due to somewhat obscure reasons, this project still hasn't seen the light of day. The association of young traders and entrepreneurs in Burkina (AJCEB) has launched a campaign of mass shareholding towards the creation of this tomato transformation plant, called Société Faso Tomate (SOFATO), which should be based in Yako.

### 5) Education

Just like in Sahel, there are problems in terms of access to education due to the security situation, with some schools having had to close (such as Catholic schools). According to the Municipality's Strategic Plan, there are insufficient schools and a poor dissemination of such establishments, which can only be found in urban settings, with high costs, especially in private education, and a lack of educational material and teachers. On average, there are 45 students per class.

### 6) TVET

Again, there are few establishments in the region:

- The **Center for Agricultural Production (CPA)** of the NGO Association Formation Développement Ruralité (AFDR) has a guarantee fund for qualified youths, supported by **Job Booster** for 6-week trainings in bovine feeding, breeding, agro-business, life skills, and project leadership support.
- The Regional Professional Secondary School Naba KANGO
- The Technical and Business Secondary School Yambdenda

## C. Banfora (Cascades Region)

### 1) Employment

In Banfora as well, the agro-silvo-pastoral sector employs the most youth and women. Indeed, youth are increasingly interested in the agricultural sector (particularly in vegetable farming as well as in cattle and goat-fattening), and fish farming is starting to emerge. The sector seems so promising that the representative of a public employment structure is considering converting. Partly due to the omnipresence of agriculture in the region, 92,2% of people over the age of 15 were working, versus only 76,2% at the national level, according to 2007 statistics. However, once again, this number must be taken cautiously as many jobs are precarious and seasonal. Women are also mainly active in the informal sector, in, among other trades, craftsmanship (weaving, pottery, wickerwork); production of local beer (bandji), fruit juice, attiéké (manioc-based); and selling fruits and vegetables in small stalls.

The industrial sector is surely more developed than in the Sahel and Northern regions, and Banfora used to be the country's third most industrial city. It hosts agro-business companies, sawmills, two textile factories as well as a laboratory specialized in analyzing and transforming medicinal plants. Yet, these companies offer limited prospects, and youth who want to work in this field or pursue their studies generally go to the metropolis of Bobo Dioulasso, a one-hour drive away.

Due to its landscapes and natural resources (Sindou peaks, Karfiguéla waterfall, Fabédougou domes, Tengrela Lake and its hippopotamuses, etc.), and its pleasant climate, the region benefited until recently from its touristic potential, which was being increasingly developed, attracting more youth.

### 2) Security

The area has become an orange zone for the French and the British and a red zone for Americans and Canadians. However, risks in the region appear relatively limited at the moment, apart from isolated incidents such as the kidnapping of an Italian-Quebecois couple on the road to Banfora in December 2018.

The impact on the local population can be felt in terms of the concrete economic consequences of the declining number of visitors in this region, which is normally a tourism hub. Indeed, rising insecurity in the country suggests a difficult future for tourist-related activities. At the moment, very few foreigners are visiting the region and, strikingly, the main hotel in Banfora, which is renowned, was closed at the time of this scoping mission. This change being very recent, youth working in this sector (restaurants, tour guides, drivers, etc.) are now unemployed. Another example was mentioned by the NGO Munyu: Oxfam, which had a volunteer program in the Banfora area has relocated this activity to Ghana and reportedly drastically (or completely?) reduced its activities in the area<sup>13</sup>.

### 3) Challenges

The Cascades region enjoys many net advantages in comparison to other regions in the country, as it is located further from areas of tension, and given its favorable weather and position as a commercial hub. However, it needs to optimize these advantages, through, for instance, bringing closer the transformation activities taking place in nearby villages in order to enable women to benefit from created added value, and companies to take advantage of sub-

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<sup>13</sup> This information awaits verification.

regional business opportunities, upscaling the important agricultural production and betting on product transformation.

#### 4) Agriculture

The Cascades region benefits from a climate that is very favorable to agriculture, and its capital, Banfora, is located in what is considered to be the country's greenest region. As claimed by the head of the Regional Directorate of Agriculture: "We produce everything here". Indeed, there is a real diversity in terms of the region's production:

- Cereals: Maize, which is the main subsistence crop, and can be transformed into flour, biscuits, oatmeal, rice, along a value chain managed mainly by women, unlike in other regions; millet/sorghum (which can be transformed into flour, infant flour, oatmeal, biscuits, etc.).
- Niébé, which is mainly produced by women. The crop (the quality of which, however, is debatable) is given freely by the state in order to encourage production, which is not yet very developed but has a good potential due to its abundance in proteins and the possibility to be transformed into biscuits or infant flour. As the region has a high malnutrition rate, integrating niébé could help curb this phenomenon.
- Cane sugar, in particular the one transformed by the Nouvelle société sucrière de la Comoé (SN SOSUCO), which was the first private employer in Burkina Faso, with 3,000 employees.
- Vegetable crops (including for instance tomatoes and onions).
- Fruits, with first and foremost cashew nuts and mangoes, both of which are mainly geared for exportation, either raw (with low added value) or processed
- The region's mineral water is also renowned across the entire country.
- As mentioned previously, fish farming is starting to emerge.

There is great potential for product transformation, as this market is far from being saturated, yet entrepreneurs that were met in Banfora are lacking networks, contacts with potential clients, and had not received training in entrepreneurship, nor in marketing.

The women's cooperatives we met with were facing technical difficulties (for instance when the part of one of their transformation machines broke) which sometimes completely halts their initiatives.

#### 5) Education

School enrollment rates are below the national average, possibly because the region remains largely rural, with early marriages for girls, and children going to help their parents on the fields from an early age. Contrary to the Eastern and Northern parts of the country, the security situation has remained stable, and schools and the educational systems have not yet been affected.

#### 6) TVET

The region's establishments include:

- **Vocational Education and Training Secondary School Béon KONE**, which trains students in civil engineering and electrical engineering.
- **Private technical middle school Louis Querbes**: Private and Catholic establishment offering, among others, vocational trainings in catering, plumbing, agriculture and livestock farming, as well as a technical middle school in electro-technical industries. Fees cost 100,000 FCFA (152 EUR) per year (without boarding school) which remains too expensive for many families. The middle school has developed partnerships with private companies (SOFITEX, ONEA, SOSUCO, INERA) in order to create internships for its students.

## 4. Recommended Value Chains

*Farms in the country are often modest-sized, and family-owned. They produce several products, adapting to the seasons. Reflecting upon promising value chains must take into consideration those local and regional specificities. Indeed, there is a risk in encouraging farms to specialize in one product, as was often done during colonization. Soils that were cultivated this way tend to become malnourished, and families made extremely vulnerable to external factors such as a reduction in prices or pest invasions. A reflection on synergies and complementarities across value chains, or a “basket of products” vision, should therefore be recommended. In the same logic, the development of a shared economy, for instance through developing the pooling of production means, of transformation infrastructure, of transformed products’ packaging chains, or of marketing actions, are extremely relevant.*

In order to identify a certain number of agricultural value chains with a high-impact and positive potential, which could bear results from Dutch investment and support initiatives, our exploratory mission has examined different agricultural products available in the three targeted areas. Through interviews with local suppliers, company owners, organizations, cooperatives, civil servants, and international stakeholders, while keeping in mind the Dutch government’s policy objectives, we were able to select a few leading value chains which could greatly benefit from the continuation or expansion of existing programs through Dutch support. These value chains are:

- Onions and tomatoes (North, Sahel, Cascades);
- Milk (Sahel and North);
- Niébé (North, Sahel, Cascades);
- Fish Farming (North, Sahel, Cascades);
- Fonio (North and Cascades)

In addition, mangoes and cashew nuts sectors were also detailed for the Cascades region, given the high potential of their transformation for the export market.

While this list is not exhaustive and there are many other investment options, our research suggests that these sectors would greatly benefit the population of Burkina Faso and the national economy, and that they would help the nation reach its goals in terms of economic growth, contributing at the same time to SDGs 2, 4, 5, and 8.

**Refer to [REDACTED] Appendix E: Description of selected value chains, for information on value chains studied during this mission.**

## 5. Recommendations in terms of specific support to private sector development

The Catalystas mission was specifically aimed at researching and identifying:

- specific value chains and actors with high employment potential for young people in agricultural transformation;
- the needs of potential partners and target groups; and
- proposed and suggested project priorities for the Dutch government/RVO.

In the following section, we present ideas for projects and programs to consider based on their potential for job creation.

*These sections have been removed due to confidentiality. Requests for more detailed information can be sent to [io@rvo.nl](mailto:io@rvo.nl).*



## RVO I4Y Scoping Mission in the Sahel: Burkina Faso

### List of Acronyms

AfDB	African Development Bank
BADF	Agricultural Bank of Faso
ASP	Agro-Silvo-Pastoral
ADA	Austrian Development Agency
BT	Bacillus thuringiensis (species of cotton)
ABNORM	Burkinabé Agency for Standardization, Metrology and Quality
CQP	Certificate of Professional Qualification
CMA-BF	Chamber of Artisanal Crafts of Burkina Faso
CCI	Chamber of Commerce and Industry
CNBP	Conseil National du Patronat
CSR	Corporate Social Responsibility
EFORD	Education and Training for Endogenous Development
EKN	Embassy Kingdom of the Netherlands
FAFPA	Fonds d'appui à la formation professionnelle et à l'apprentissage
FDA	French Development Agency
DGFP	General Directorate of Vocational Training
GMO	Genetically modified organism
GiZ	Gesellschaft für Internationale Zusammenarbeit
GDP	Gross Domestic Product
GNP	Gross National Product
ILO	International Labor Organization
IOS	International Organization for Standardization
OIF	International Organization of Francophone Countries
MEBF	Maison de l'entreprise du Burkina Faso
MSE	Micro-Small Enterprises
MJFIP	Ministry of Youth, Education and Employment
MODHEM	Mobile data for moving herds management and better incomes in Burkina Faso
MOPSS	Mobilité Pastorale transfrontalière apaisée et Stabilité sociale au Sahel
PMA	Multi-Actor Program
ANPE	National Employment Agency
NIDS	National Institute for Demographic Statistics
PNDES	National Plan for Social and Economic Development
PN-EFTP	National Policy on Technical and Vocational Education and Training
SNPEF	National Strategy for the Promotion of Women Entrepreneurs

PIAF	National Women's Empowerment Policy
CEBNF	Non-Formal Basic Education Centers
CFPNF	Non-Formal Vocational Training Centers
NGO	Non-Governmental Organization
OHADA	Organisation pour l'harmonisation en Afrique du droit des affaires
SPONG	Permanent Secretariat of NGOs
OPA	Professional organization of Artisans
BQP	Professional Qualification Certificate
PAFPA	Programme d'Appui à la Formation Professionnelle et à l'Apprentissage
PAPEA	Programme d'Appui à la Promotion de l'Entreprenariat Agricole
PATECE	Programme d'Appui à la transformation de l'économie et à la création de l'Emplo
PAPSA	Projet d'Amélioration de la Productivité Agricole et de la Sécurité Alimentaire
PADEJ-MR	Projet d'appui à l'emploi des jeunes et développement des compétences en milieu
PAFASP	Projet d'Appui aux Filières Agro-Sylvo-Pastorales
VAFA	Projet de développement de la valeur ajoutée des filières agricoles
PP-ETP	Projet de Professionnalisation des Enseignements Technique et professionnel
PPP	Public-Private Partnership
PPP	Purchasing power parity
PSEF	Sectoral Plan for Technical Education
SME	Small-Medium Enterprises
CSP	Socio-Professional Category
SDG	Sustainable Development Goal
TVET	Technical and Vocational Education and Training
TFP	Technical Funding Partner
TMR	Trade and mortgage register
UNDP	United Nations Development Program
WAEMU	West African Economic and Monetary Union
fCFA	West African Franc

## Appendix B: Stakeholder Mapping - Burkina Faso

City	Name of the Structure	Website
<b>POLICY - Government</b>		
Ouagadougou	Ministère de l'économie, des finances et du développement	
Ouagadougou	Ministère du Commerce, de l'Industrie et de l'Artisanat (MCIA) / Ministry of Commerce, Industry and Handicrafts	
Ouagadougou	Ministry of Higher Education, Scientific Research and Innovation	
Ouagadougou	Ministère de la Jeunesse, et de l'entrepreneuriat des jeunes	
Ouagadougou	Ministère de l'Agriculture et des Aménagements Hydro-agricoles	
Ouagadougou	DGPER General Directorate for the Promotion of Rural Economy (Ministère de l'Agriculture et des Aménagements Hydro-agricoles)	
Ouagadougou	DGIPE Direction Générale de l'Insertion Professionnelle et de l'Emploi	
Ouagadougou	Chambre nationale d'agriculture	
Ouagadougou	Chambre de Commerce et d'industrie	
Ouagadougou	CNPB : Conseil National du Patronat Burkinabé	
Ouagadougou	Direction générale du Foncier de la formation et de l'organisation du monde rural DGFOMR/DECF	
Banfora	Direction Régional de l'Agriculture, de l'Hydraulique et des Ressources Halieutiques - Cascades	
Banfora	Direction régionale de la Jeunesse et de la promotion de l'entrepreneuriat des jeunes - Région Cascades	
Banfora	Direction Régionale de la Chambre de commerce des Cascades	
Banfora	ANPE, direction régionale des Cascades	
Dori	Mairie de Dori	
Dori	Conseil Regional de la Jeunesse du Sahel	
Dori	Conseil Regional des femmes	
Dori	Chambre régionale d'agriculture	
Dori	Direction régionale de l'élevage du Sahel	
Dori	ANPE, direction régionale du Sahel	
Ouahigouya	Mairie de Ouahigouya	
Ouahigouya	Direction Regionale du Commerce, de l'industrie et de l'artisanat, Nord	
Ouahigouya	Chambre régionale d'agriculture, Nord	
Ouahigouya	Direction régionale de l'agriculture, Nord	
Ouahigouya	Direction régionale de la chambre de commerce du Nord	



## SERVICE PROVIDERS

Incubators		
Ouagadougou	Beoogo Lab	<a href="http://www.beoogolab.org">www.beoogolab.org</a>
Ouagadougou	Agence de Financement et de Promotion des Petites et Moyennes Entreprises AFP-PME	<a href="http://www.afppme.bf">www.afppme.bf</a>
Ouagadougou	Ouagalab	<a href="http://ouagalab.com">http://ouagalab.com</a>
Ouagadougou	La Fabrique	<a href="http://www.lafabrique-bf.com/">www.lafabrique-bf.com/</a>
Ouagadougou	2iE	
Ouagadougou	Job Booster	<a href="http://bf.jobbooster-network.com">bf.jobbooster-network.com</a>
Bobo Dioulasso	Job Booster	<a href="http://bf.jobbooster-network.com">bf.jobbooster-network.com</a>
Ouagadougou	Sira Labs	<a href="http://www.sira-labs.com">www.sira-labs.com</a>
Bobo Dioulasso	Sira Labs	<a href="http://www.sira-labs.com">http://www.sira-labs.com</a>
Ouagadougou	Jokkolabs	<a href="https://www.jokkolabs.net/ouagadougou">https://www.jokkolabs.net/ouagadougou</a>
Ouagadougou	Burkina Business Incubator (BBI)	<a href="http://burkina-business-incubator.com/">http://burkina-business-incubator.com/</a>
Ouagadougou	La Ruche (IRD)	
Ouagadougou	CreaHub (Afrika Tomorrow)	<a href="http://www.afrika-tomorrow.org">www.afrika-tomorrow.org</a>
Tenkodogo	CIFE17 (Centre d'incubation féminin en entrepreneuriat agricole)	

NGOs		
Ouagadougou	Helvetas	<a href="http://www.helvetas.org">www.helvetas.org</a>
Ouagadougou	SNV	
Ouagadougou	Plan International	<a href="http://plan-international.org">plan-international.org</a>
Ouagadougou	Afrique verte	<a href="http://www.afriqueverte.org">www.afriqueverte.org</a>
Ouagadougou	HELP - Hilfe zur Selbsthilfe	
Ouagadougou	ICCO	
Ouagadougou	Acting for life	
Ouagadougou	<a href="http://Agribusiness.tv">Agribusiness.tv</a>	
	Woord en Daad	
Ouagadougou	PNUD - Projet Profejec	<a href="http://www.bf.undp.org">www.bf.undp.org</a>
Ouagadougou	Expertise France	
Ouagadougou	OCADES Caritas	
Ouagadougou	Association Belwet	
Ouagadougou	Centre d'Accueil pour Entreprises de la Mairie de Ouagadougou (CAE)	
Ouagadougou	Agence de Promotion des Exportations (APEX)	<a href="http://www.tradepoint.bf">www.tradepoint.bf</a>
Ouagadougou	Maison de l'entreprise du Burkina Faso	<a href="http://www.mebf.bf">www.mebf.bf</a>
Ouagadougou	Agence de Promotion des Exportations (APEX)	<a href="http://www.tradepoint.bf">www.tradepoint.bf</a>
Ouagadougou	Institut de l'Environnement et Recherches Agricoles (INERA)	
Ouagadougou	Programme national pour le volontariat au Burkina Faso (PNVB)	
Ouagadougou	Village Artisanal de Ouagadougou (VAO)	<a href="http://www.artisanat-burkina.com">www.artisanat-burkina.com</a>

Ouagadougou	L'Institut Panafricain pour le Développement région Afrique de l'Ouest - Sahel (IPD/AOS)	
Ouagadougou	Maison de l'Aviculture	
Ouagadougou	CNABio (conseil national agri bio)	
Ouagadougou	BIOPROTECT	
Ouagadougou	Humanité et Inclusion	
Ouagadougou	Misereor	
Ouagadougou	PUM	
Ouagadougou	Oxfam	
Ouagadougou	Uniterra	
Ouagadougou	Save the Children International	
Ouagadougou	Action contre la Faim	
Ouahigouya	Conseils diocésains de la jeunesse	
Ouahigouya	AFESODD	
Ouahigouya	AFBO	
Ouahigouya	Association Formation Développement Ruralité	
Ouahigouya	Association "Conseil diocésain de la jeunesse catholique"	
Dori	Al Barka N'djamdi	
Dori	Union fraternelle des croyants	
France	Tech Dev	

Donors / multilateral agencies		
Ouagadougou	UE	
Ouagadougou	UE	
Ouagadougou	World Bank	
Ouagadougou	GIZ	
Ouagadougou	DANIDA	<a href="http://www.burkinafaso.um.dk">www.burkinafaso.um.dk</a>
Ouagadougou	Coopération Suisse	
Ouagadougou	AFD	
Ouagadougou	Enabel	
Ouagadougou	LuxDev	
Ouagadougou	ADA (Austrian Cooperation)	<a href="http://www.entwicklung.at">www.entwicklung.at</a>
Ouagadougou	ILO	
Ouagadougou	UNDP	
Ouagadougou	BAD/AfDB	

Hubs		
Ouagadougou	SPONG (Secretariat permanent des ONGs)	
Ouahigouya	Association professionnelle des maraichers du Yatenga	
Banfora	Association Munyu des femmes des cascades	<a href="http://www.burkina-munyu.org">www.burkina-munyu.org</a>
Ouahigouya	Groupement Naam (6S)	
Ouahigouya	AFBO (association des femmes burkinabés de Ouahigouya)	
Ouagadougou	Conseil Bukinabé des Chargeurs (CBC)	<a href="http://www.cbc.faso.net">www.cbc.faso.net</a>
Dori	Coordination regionale des organisation féminines du Sahel	
Ouagadougou	Réseau des Transformatrices de Céréales du Faso (RTCF)	
Ouahigouya	Arbre à Palabre pour le Développement au Burkina Faso (APABUFAD)	

Ouahigouya	APSM Association pour la Promotion de la Spiruline et du Moringa	
Ouahigouya	Coordination programme Coopération Chambéry-Ouahigouya	
Ouagadougou	Fédération des Industries Agroalimentaires du Burkina FIAB	
	Confédération paysanne du Faso	
	Association des artisans handicapés	
	CIC-B (umbrella pour cowpeas)	

## MARKETS

### Private companies

Ouagadougou	Agribusiness Shop	<a href="https://www.facebook.com/pg/AgribusinessShop/shop/">https://www.facebook.com/pg/AgribusinessShop/shop/</a>
Ouagadougou	Zinbiss Yaar	<a href="https://zinbiss-yaar.com/">https://zinbiss-yaar.com/</a>
Ouagadougou	SOFITEX	
Banfora	SOTRIA-B	
Banfora	Ben Nafa séchage	
Orodara	Dafani SA	
Yako (Nord)	Société Faso Tomate (SOFATO)	
Loumbila	Centre ADER	
Ouagadougou	Agrodev	
Ouagadougou	Innofaso	
Dori	Sahel Naye Kossam	
Ouahigouya	Yam Leende	
Ouahigouya	FASO RISONGO	
Ouahigouya	Ceprofem- Association CEPROFEM (Circle of Awakening and Promotion of Women)	
Ouagadougou	BIOPROTECT	
Ouagadougou	SALGATECH	
	OTC Organics	
Ouagadougou	FreshCo	<a href="https://web.facebook.com/freshcoburkina/?_rdc=1&amp;_rdr">https://web.facebook.com/freshcoburkina/?_rdc=1&amp;_rdr</a>
Ouagadougou	organisation Ke du Burkinabè	

## FINANCE

### Microfinance institutions (more than 32 MFIs in Burkina Faso)

Most of them are at national level	YIKRI	
	APFI	
	UCEC (union des caisses d'épargne et de crédits)	
	Réseau des Caisses Populaires du Burkina Faso (RCPBF)	
	PAMF	
	PRODIA	
	Finance communautaire	
	COPEC GALOR	
	CODEC	
	LSK (Lafi Sira Kwiego)	
	SOFIGIB	
	Centre Financier aux Entreprises (CFE)	

	Micro-Start	
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Traditional banks		
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	Réseau des Caisses Populaires du Burkina (RCPB)	
	BACB Banque Agricole et Commerciale du Burkina	
	BCB	
	UBA	
	BICIAB	
	BOA	
	CBAO	
	ORABANK	
	BSIC	
	IB Bank	
	CORIS Bank	
	Ecobank	
	SGBF (Maison de la PME)	
	Banque ATLANTIQUE	
	BADF	
	Attijawarifa Bank	
	Wend Kuni Bank	
	Union des Caisses d'Epargne et de Crédit	
	Baobab Burkina	

Financial Institutions		
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	SOBCA	
	SBE	
	FIDELIS Finance	
	ALIOS Finance	
	Synergie Burkina	
	SOFIPE	

Financial funds		
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	Fonds d'Appui à l'Initiative des Jeunes (FAIJ)	
	Fonds d'Appui au Secteur Informel (FASI)	
	Fonds d'Appui à la Promotion de l'Emploi (FAPE)	
	Fonds d'Appui aux Activités Rémunératrices des Femmes (FAARF)	
	Agence de Financement et de Promotion des PME (AFP-PME)	
	Fonds Burkinabé pour le Développement Economique et Social (FBDES)	
	Fonds de Développement de l'Elevage (FODEL)	
	Fonds d'Appui à la Formation Professionnelle et à l'Apprentissage (FAFPA)	
	Burkina Start Up	

## Knowledge institutions

### Universities focusing on entrepreneurship

Bobo-Dioulasso	Université Nazi Boni	
Ouagadougou	Universités Joseph KI ZERBO et Ouaga II	
Ouagadougou	Institut Panafricain pour le Développement région Afrique de l'Ouest - Sahel (IPD/AOS)	
Ouagadougou	Institut Supérieur Privé de Technologies	
Dori	Centre universitaire polytechnique	

### Vocational training providers / Education professionnelle

Banfora	Frères des Ecoles Chrétiennes (Lasalle)	
Banfora	Collège d'Enseignement Technique et de Formation Professionnelle Béon KONE	
Banfora	Collège Moderne et Technique de la Comoé	
Banfora	Lycée Privé Technique le Paysan Noir	
Banfora	Lycée Privé Technique Louis Querbes	
Banfora	Centre de formation informelle de Koutoura	
Ouahigouya	Centre de Production Agricole CPA de l'association formation développement ruralité (AFDR)	
Ouahigouya	Lycée Technique et Commercial Yambdenda	
Ouahigouya	Lycée Professionnel Naba KANGO	
Ouagadougou	Lycée Professionnel Yennega	
Ouagadougou	Lycée Technique Amical Cabral	
Ouagadougou	Lycée Technique National Général El-Hadj Aboubacar Sangoulé Lamizana	<a href="http://www.lto.bf">www.lto.bf</a>
Ouagadougou	Collège d'Enseignement Technique Féminin	
Ouagadougou	Lycée Professionnel Bruno Buchwieser	
Ouagadougou	Lycée Professionnel Régional du Centre	<a href="http://www.ceto.africa-web.org">www.ceto.africa-web.org</a>
Dori	Lycée professionnel Hama Yaya	
Dori	CEBNF	
Dori	Centre universitaire de Dori	
Dori	Centre régional de formation professionnelle	

In addition, there are more than 81 private technical and professional establishments in the municipality of

**Mentors, trainers and experts**

	Fondateur de Beogolab	<a href="https://www.jeuneafrique.com/emploi-formation/632510/mahamadi-rouamba-un-sociologue-qui-entrepren-dans-le-numerique/">https://www.jeuneafrique.com/emploi-formation/632510/mahamadi-rouamba-un-sociologue-qui-entrepren-dans-le-numerique/</a>
	Consultante Agriculture / Femmes au Centre d'Appui, de Recherche, de Renforcement des compétences et d'Etudes (CARRE)	
	Consultante économie, développement organisationnel - Agence KN	
	Consultant Agriculture	
	Consultante Entrepreneuriat - Formation d'Etudes de Management d'Assistance et de Conseil (FEMAC)	
	Consultant Entrepreneuriat - ESPERANCE Conseils & Formations (ECF)	

## Appendix E: Job creation for youth in Sahel: Burkina Faso

### A. Onions and tomatoes in the three selected intervention zones (North, Sahel, Cascades)

#### A. Background

Tomatoes and onions are two vegetable products that are actively present in Burkina Faso's regions, especially in the Cascades and Northern regions, and tomatoes are now also being produced in Sahel, partly due to the construction of the Yakouta Dam; onion is however just making its appearance thanks to vegetable boullis. There is a market at the national level, as well as at the sub-regional level with countries such as Ghana and Niger who purchase onions and tomatoes (and often transform them themselves).

Traditionally, women are very much involved in the production of these two products, on land that they rent in exchange for money or a portion of their harvests.

The bulb onion, which is the most common variety, is the one with high potential. Depending on the variety, its average production cycle lasts 90 days. It can therefore be produced 2 to 3 times per year (depending on the area and on the presence of water). It can be preserved relatively well and thanks to new techniques, based on traditional ones, that are being introduced (such as ruudu conservation stores), the loss rate can be controlled and not exceed 10%.

Tomatoes have a longer cycle, which can last between 90 and 110 days depending on the area and the variety. They require significant quantities of water. They can be produced up to twice a year on the same land parcel. The difficulty with tomatoes lies in conservation. Fresh tomatoes cannot go more than 4 days stored in open air, which explains why producers sell them off during the high-season.

#### B. Potential

Tomatoes, as well as onions, are greatly used in Burkinabe households and restaurants; these products are used in almost every meal. The national market (as well as the regional one, as aforementioned) is therefore extremely vast and up until now, the demand is still not been met by the existing supply. There is also an important pitfall: these two products are often badly preserved (this is particularly problematic for tomatoes, which have a very limited lifespan) and hardly transformed, leading to losses and shortcomings; in the end, most tomato sauces sold in Burkina Faso are produced abroad, with tomatoes that were in some cases produced in Burkina and sold at a very low price.

#### C. Current status of youth

Youth are very much involved in the farming of onions and tomatoes in Burkina Faso; indeed, vegetable farming (unlike cereal farming for instance) is seen as an activity which can yield quick profits. They are particularly involved in production and sales, but hardly in product transformation: the little transformation that is involved (tomato paste, dried or powdered onion) is done by women. However, the youth that we met expressed the desire to go into the transformation business, as they realize the potential of such products as well as of the Burkinabe and sub-regional markets.

#### D. SWOT analysis

<p><b>Strengths</b></p> <ul style="list-style-type: none"> <li>- Available market (at national and regional level), yet unmet</li> <li>- Great interest of consumers</li> <li>- High transformation potential</li> </ul>	<p><b>Weaknesses</b></p> <ul style="list-style-type: none"> <li>- Preservation difficulties for tomatoes</li> <li>- Lack of refrigeration systems</li> <li>- Absence of actual regulation in the sector (extremely open market resulting in uncontrolled price fluctuation for untransformed products)</li> </ul>
<p><b>Opportunities</b></p> <ul style="list-style-type: none"> <li>- Development of vegetable boulis in the Sahel and Northern regions to support off-season vegetable farming</li> <li>- Existence of the Burkinabe Fruit and Vegetable Company (to be operationalized shortly)</li> <li>- Upcoming creation of a tomato transformation factory in Ouahigouya</li> <li>- Implementation of SOFATO, a youth-led project (AJCEB)</li> <li>- Construction of adapted vegetable platforms and cold rooms in the regions</li> <li>- Use of mango drying infrastructure (as these are only used four months per year)</li> </ul>	<p><b>Threats</b></p> <ul style="list-style-type: none"> <li>- High competition with imported tomato sauces</li> <li>- Attacks from predators</li> <li>- Lack of interest for tomatoes and onions from Burkina Faso abroad</li> <li>- Poor sales in local and international markets</li> </ul>

***This industry's notable opportunities can be found in preservation, for which technical training and the construction of ruudus (traditional onion preservation stores, see report on entrepreneurship) are needed. It is also the case for transformation, and as such, the construction of tomato transformation units to produce paste and juice as well as trainings that would teach youth these techniques would be welcomed. It would also be extremely interesting to put in touch mango drying units with tomato and onion producers in order to share premises and thus mutualize their production means (and allow for the creation of more durable jobs for women and youth whom are currently employed there seasonally). Marketing and distribution of transformed products also present a potential for job creation.***

#### E. Some current stakeholders:

- SNV with the DryDev project (Drylands development program) for dry-season vegetable farming, supported by the Dutch Ministry of Foreign Affairs through ICRAF
- The AJCEB, from which the project of tomato transformation factory SOFATO has stemmed
- Munyu Association in the Cascades region
- The Fraternal Union of Believers (Union Fraternelle des Croyants) and the German cooperation for the construction of vegetable boulis in the Sahel
- Additionally: the Peasant Confederation of Faso (Confédération paysanne du Faso), the Association of Burkina's Young Farmers (Association des jeunes agriculteurs du Burkina), Rural Women's Association (Association des femmes rurales), Interprofessional Committee of Burkina's Onion Sector (Comité Interprofessionnel de la Filière Oignon du Burkina) (CIFOB).



## B. Milk in the Sahel and Northern regions

### A. Background

There are about 10 million cows for 17 million inhabitants in the country. The vast majority of milk is produced by women, especially in Fulani communities, which are very involved in livestock breeding and renowned specialists in this field. Yet about 90% of milk products consumed in the country are believed to be imported, with low-cost milk powder from Europe occupying the first rank, constantly on the rise since the end of quotas. 10 billion FCFA are believed to be invested every year in the importation of the equivalent of 40 million liters of milk.

### B. Potential

Milk, as well as milk products, play an important role in ensuring the country's food and nutritional security, and present a high economic potential, especially for industries that collect local milk. In spite of the 200 units scattered across the national territory, local milk production remains limited, as a significant portion of milk is lost during the high season, due to the lack of transformation units, while production is largely insufficient during the dry season. In these conditions, it is difficult to meet the population's rising demand for milk products (pasteurized milk, yogurt, curdled milk, skimmed milk, butter, cheese, ghee, etc.). The advocacy platform "My milk is local" (#monlaitestlocal) supports local production and transformation as opposed to importing low quality powder milk.

### C. Current status of youth

Youth is involved at different steps of the value chain: production (cattle breeding, maintenance, and milking). Youth and women are involved as breeders and employees in dairies, raw milk collectors, milk product sellers, input, and service providers.

### D. SWOT Analysis

<p><b><u>Strengths</u></b></p> <ul style="list-style-type: none"> <li>- Mainly natural product</li> <li>- Involvement of several family-owned farms</li> <li>- Important national and sub-regional market</li> <li>- Traditional product</li> </ul>	<p><b><u>Weaknesses</u></b></p> <ul style="list-style-type: none"> <li>- Expensive market product (unlike imported alternatives)</li> <li>- Lack of preservation tools</li> <li>- Mainly traditional milking process</li> <li>- Absence of drinking water for cattle, especially in the dry season</li> <li>- Absence of fodder in the dry season</li> <li>- Numerous conflicts between farmers and herders</li> <li>- Inadequate equipment for milk preservation and production</li> <li>- Animal transportation</li> <li>- Difficult access to finance through classic banks</li> </ul>
<p><b><u>Opportunities</u></b></p> <ul style="list-style-type: none"> <li>- Important market demand (local production)</li> </ul>	<p><b><u>Threats</u></b></p> <ul style="list-style-type: none"> <li>- Climate change and likely decreased</li> </ul>

<p>does not meet the demand)</p> <ul style="list-style-type: none"> <li>- Increasing support from the State and partners</li> <li>- Opening of the sub-regional market</li> <li>- Existence of a sub-regional promotion and advocacy platform for local milk</li> <li>- Development of insemination techniques</li> </ul>	<p>rainfall</p> <ul style="list-style-type: none"> <li>- Liberalization policies in the commercial sector</li> <li>- High international competition with mass-produced milk powder-based products.</li> </ul>
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**Opportunities in this sector can be found in milk collection from small producers, preservation (including pasteurization), transformation (into cheese, ghee, butter, etc.), packaging and marketing (in order to counteract powdered milk imports from the EU). Trainings in these domains targeted at youth, as well as support to existing mini-dairies are therefore recommended.**

**E. Some current stakeholders:**

- **SNV** with several projects: the **2Scale** project, the **MODHEM** project (*Mobile data for moving herds management and better incomes in Burkina Faso*) funded by the **Netherlands Space Office**, and the **MOPSS** project (*Mobilité Pastorale transfrontalière apaisée et Stabilité sociale au Sahel - Peaceful transnational pastoral mobility and social stability in Sahel*) funded by SIDA, partnered with **CARE**
- The social enterprise *Sahel Naye Kossam*, mini-dairy and transformation unit which employs and improves literacy for around twenty women.

## C. Niébé in the three areas of intervention (North, Sahel, Cascades)

### A. Background

With 550,000 tons of niébé produced in 2016-2017, Burkina Faso is the third largest producer in the sub-region (after Nigeria and Niger), representing 89 billion FCFA of added value and over 3 billion FCFA of export revenue. This value chain counts 1.2 million producers, the majority of whom are women (also involved in niébé transformation). Due to its nutritional value and its role in the country's food security, the Burkinabe government gives out free seeds of this "magical bean" (however, of poor quality) to women in order to encourage its production. The transformation of niébé into biscuits is already done, but in a traditional manner on a small-scale; these products, which are uncertified and poorly wrapped, are not attractive enough for an urban or regional market.

### B. Potential

There is a significant domestic demand as well as a sub-regional market geared towards coastal countries (Côte d'Ivoire, Togo, and Benin) and Chad. Indeed, more than 50% of the production is exported outside of Burkina. Niébé also has an important transformation potential (flour, biscuits, baby food).

### C. Current status of youth

Youth is still not very much involved in this value chain, since transformation is mainly done in a rather artisanal way by women.

#### D. SWOT Analysis

<p><b>Strengths</b></p> <ul style="list-style-type: none"> <li>- Food and nutritional security</li> <li>- Can grow on arid land</li> <li>- Can replace animal proteins (especially for poor households)</li> <li>- Sold dried or transformed (flour, cake, biscuits, couscous, juice, etc.)</li> <li>- Possibility to use the greens of certain varieties to feed the cattle</li> </ul>	<p><b>Weaknesses</b></p> <ul style="list-style-type: none"> <li>- Preservation difficulties</li> <li>- Can be difficult to digest, like any beans, must therefore be husked and dried in the sun</li> <li>- The Ministry of Agriculture's technical services do not provide enough quality crops, and producers' limited organization level does not allow them to negotiate moderately-priced inputs</li> <li>- Producers do not master preservation techniques (for instance triple-bottomed bags)</li> </ul>
<p><b>Opportunities</b></p> <ul style="list-style-type: none"> <li>- Niébé can be made accessible through increasing production and enhancing preservation</li> <li>- Improving and diversifying the product's transformation (for instance: flour, biscuits, etc.), together with quality and sanitation guarantees, in order to sell them in urban centers</li> </ul>	<p><b>Threats</b></p> <ul style="list-style-type: none"> <li>- Youth's lack of interest</li> <li>- Decreasing quality due to inadequate seeds</li> </ul>

***Opportunities in this industry can be found particularly in production, transformation (in flour, biscuits, etc.), packaging, and distribution (to cities, in Burkina, as well as in the countries of the sub-region). Providing training for youth in upscaling local products and in liaising with producers' organizations and urban distribution centers presents interesting potential.***

#### E. Some current stakeholders:

- **ICCO Cooperation** and their project **STARS**, funded by the Mastercard Foundation
- **Munyu Association**, which produces and transforms niébé through regional women's collectives.

### D. Fish farming in the three areas of intervention (North, Sahel, Cascades)

*\*\*This value chain was not part of the value chains preselected for this study and has therefore not been subjected to a thorough assessment. It however appears to offer real opportunities for women and youth.\*\**

#### A. Background

In Sahel, an important project is being led by the Dori municipality to encourage local populations to take up fish farming. With the ongoing PAPSA (Projet d'Amélioration de la Productivité agricole et de la Sécurité Alimentaire - Enhancing agricultural productivity and food security) project, fish tanks are being installed around the Yakouta Dam with this goal in mind.

As for the North, fish farming is undertaken by Dogon people (originating mostly from Mali) who settle around the region’s big dams. This sector is still underdeveloped but presents a great opportunity for the region in terms of jobs. The government supports the development of this industry, with the creation of fish farming tanks in several regions.

### B. Potential

There is a high demand at the national level, with currently 100,000 tons of fish consumed every year in Burkina Faso; of which the country produces less than 10% internally, with the rest imported. Rivers and natural reservoirs having already been largely exploited by traditional capture fisheries, it is absolutely necessary to develop fish farming.<sup>1</sup> Women are involved in smoked and dried fish sales, but in a way that remains very artisanal.

### C. Current status of youth

This sector is fairly new, and is starting to progressively attract youth; its growth potential is high, especially since this sector can be an ideal complement to farming activities during the dry season.

### D. SWOT Analysis

<p><b>Strengths</b></p> <ul style="list-style-type: none"> <li>- Contribution to food security due to its high protein value</li> <li>- Fish farming is not complex</li> <li>- Starting costs are relatively low</li> </ul>	<p><b>Weaknesses</b></p> <ul style="list-style-type: none"> <li>- Reservoirs are not all useful for fish farming (some dry up completely during the dry season or in case of massive agricultural use) and are often overexploited; it is therefore necessary to install fish farming tanks</li> <li>- Lack of fish feed</li> </ul>
<p><b>Opportunities</b></p> <ul style="list-style-type: none"> <li>- The industry seems to attract youth, as it is a relatively new sector which offers a change from farming and livestock breeding</li> <li>- The water from fish farming is advantageous for vegetable growth; fish farming can therefore complement vegetable farming activities</li> <li>- Many transformation possibilities</li> <li>- There are no companies selling fish feed in the country yet</li> </ul>	<p><b>Threats</b></p> <ul style="list-style-type: none"> <li>- Mass importation of frozen fish from abroad</li> <li>- Severe drying of fish farming water points</li> </ul>

***Since this industry is fairly new, multiple opportunities exist, especially in terms of production, transformation (into dried fish for instance), packaging, marketing, and distribution.***

<sup>1</sup> “Fish aspects of continental fisheries in the arid regions of Burkina Faso”

**E. Some current stakeholders:**

- *The **World Bank** and the **Ministry of Livestock Farming** are implementing the PAPSA project which includes the establishment of the Yakouta Dam and the construction of fish farming centers.*
- *In Mali, the **Jege ni jaba** project, implemented by **ICCO-COOPERATION** funded by the **Embassy of the Netherlands**.*

## E. Fonio (North, Cascades)

### A. Background information

Fonio has been cultivated for centuries in Burkina Faso, but its consumption has dropped since as it is (rightly) seen as burdensome to prepare for both producers (sorting fonio by hand is very time consuming) and consumers. Urban residents therefore prefer “easier” and faster products such as rice or pasta. It is often cultivated in the Cascades region, as well as, to a lesser degree, in the Northern region (in Titao, 45 km away from Ouahigouya).

### B. Potential<sup>2</sup>

Fonio has many advantages: it is healthy (gluten free, easily digestible with excellent nutritional properties, and suitable for diabetic people), has a great taste, and can be used in a variety of dishes. The potential of fonio, which is sometimes described as “the new quinoa” is real, for both regional and Western markets, especially if the product is derived from organic farming. What confirms this potential is, firstly, the utilization of fonio sorting machines, which save an enormous amount of time (one hour is needed to husk 1 kg of fonio by hand, while this machine husks hundreds of kilos in the same period). Secondly, the development of readymade products, such as pre-cooked fonio, would allow to largely promote this cereal, especially with urban populations.

Lastly, the complementarity of this cereal with livestock farming practices must be noted, as fonio leaves make an excellent feed for cattle and goats.

### C. Current status of youth

Currently, (young and older) women are mostly involved in fonio transformation, while men are more active during the production phase. Should production and husking increase due to the mechanization of the process for instance, there will be more possibilities to include youth in this industry.

### D. SWOT Analysis

Strengths	Weaknesses
<ul style="list-style-type: none"> <li>- Nutritional qualities, “healthy” food</li> <li>- Diversified usage (grains to make couscous or to, flour to make cakes, crêpes, etc.)</li> <li>- Can grow in arid and rocky soils, with very little water and without pesticides</li> </ul>	<ul style="list-style-type: none"> <li>- Hand transformation is very time-consuming and demanding</li> <li>- Fonio is still unknown on the Western market, and given its preparation time, has lost its appeal on the local market</li> </ul>

<sup>2</sup> [https://www.youtube.com/watch?time\\_continue=2&v=X6mUY6FR234](https://www.youtube.com/watch?time_continue=2&v=X6mUY6FR234)

<ul style="list-style-type: none"> <li>- Can be cultivated several times a year</li> <li>- Its leaves can make excellent animal fodder</li> </ul>	
<p><b>Opportunities</b></p> <ul style="list-style-type: none"> <li>- Marketing white pre-cooked fonio, adapted to an urban clientele and the Western market</li> <li>- Possibility to promote consumption at local levels</li> <li>- The use of machinery such as mechanized huskers can reduce transformation efforts; it is also possible to manufacture these machines in Burkina Faso</li> <li>- Afrique Verte has already obtained the ECOCERT certification for fonio produced in the Hauts Bassins</li> </ul>	<p><b>Threats</b></p> <ul style="list-style-type: none"> <li>- If the mechanization of the post-harvest process is not put in place, there is a risk that fonio farms will disappear</li> <li>- Without communication campaigns, it will be difficult to promote consumption</li> </ul>

*Opportunities in this sector can be found, in particular, in transformation (into flour and pre-cooked and readymade products), packaging, marketing (at local and international levels), and distribution. At the same time, however, partnerships must be initiated between specific distribution chains (such as organic shops) in order to enhance the export potential.*

**E. Some current stakeholders:**

- *Afrique Verte, whom has been the main supporter of the industry through several projects*
- *The Munyu Association in Banfora produces fonio in order to sell it in its own shop and restaurant.*

## **F. Additionally: Mangoes and cashew nuts transformation for exportation in the Cascades region**

These products do not necessarily meet the set criteria for food security, since they are essentially geared towards exportation. Additionally, women are often involved as unqualified employees. Transformation potential is almost always only partially exploited, therefore creating space for job creation for youth.

**A. Background**

The mango sector currently represents 5 billion FCFA of sales revenue per season, with Burkina Faso being the global leader for dried mangoes. This number reaches 67 billion FCFA in 2017 for cashew nuts, which is the country's third largest export product. These are mainly produced in four regions: Cascades, South-West, Hauts-Bassins, and Centre-West, the collection period taking place between January and May. Almost 90% of the workers involved in manual transformation are women. However, men take over mechanized transformation processes and are leading industrial companies, as well as marketing and export activities.

## B. Potential

There is a high external demand, especially for organic-certified products geared towards Europe and the United States, and a sub-regional market in coastal countries (Côte d’Ivoire, Togo, and Benin) and Chad. Despite efforts made to increase the transformation rate, only 25% of cashew nuts are transformed; these are mainly sold raw. The mango transformation rate is also low, and a major portion of the production is lost during the high season.

## C. Current status of youth

Young men are hired to maintain machines and ovens used in the transformation process.

## D. SWOT Analysis

<p><b>Strengths</b></p> <ul style="list-style-type: none"> <li>- In-demand products</li> <li>- High production levels</li> <li>- Women are involved in these industries (however not yet in leadership roles)</li> <li>- Initiatives to increase transformation, such as the 35 FCFA export tax per kilo of raw cashew nuts</li> </ul>	<p><b>Weaknesses</b></p> <ul style="list-style-type: none"> <li>- Lack of networking and liaising between producers and transformers</li> <li>- Lack of training in entrepreneurship, packaging, and networking among leaders of small units</li> <li>- Organic certifications are difficult to obtain for small units</li> <li>- Environmental impact: the waste from cashew nuts is currently not being recycled (can be transformed into coal, but additional research is needed to assess whether the benefit is real) and mango and nut drying is often done using coal or gas</li> </ul>
<p><b>Opportunities</b></p> <ul style="list-style-type: none"> <li>- Mango and cashew nut transformation are seasonal, which leaves time to take care of business development activities</li> <li>- The delocalization of a portion of the transformation process would enable the creation of added value and jobs (as well as entrepreneurial opportunity) in villages</li> <li>- The grouping of small transformation units into cooperatives would allow to mutualize human, intellectual, and material resources</li> <li>- The use of cleaner energies, such as solar energy, would allow the reduction of negative environmental impact</li> </ul>	<p><b>Threats</b></p> <ul style="list-style-type: none"> <li>- The cashew nut crisis in Côte d’Ivoire demonstrates the need for local transformation, as the reliance on exportation of raw products creates uncertainty in the sector</li> </ul>

**E. Some current stakeholders:**

- **SNV** was implementing, until last year, the project “Appui à la commercialisation de mangues séchées et de noix de cajou” (Support to the commercialization of dried mangoes and cashew nuts), which has supported the company **SOTRIA B**
- **ADA** and its project Action Anarcade, an action aimed at strengthening women’s entrepreneurship with a component including a business incubator and support to women’s associations.
- **Ben Narfa Séchage**, a dried mango transformation unit in Banfora (a list of all these units in the Cascades region is available at the regional Chamber of Commerce).

**The opportunities in this sector can be found, in particular, in transformation (husking and drying of cashew nuts and drying of mangoes) of organically-farmed certified products, packaging, marketing (at local and international levels), and distribution. At the same time, however, partnerships must be initiated between specific distribution chains (such as organic shops) in order to enhance the export potential.**

**G. Other value chains deemed low priority**

Other value chains have been analyzed during this study. However, they were not selected given the prioritization criteria, which were:

- Potential for job creation for women and youth in the targeted zones
- Sustainability (such as environmental sustainability)
- Contribution to food security
- Existence of projects of companies to be supported in the value chain

The following can for instance be cited:

- Rice, not recommended due to its lack of environmental sustainability and its production which is often detrimental to traditional cereals adapted to local climate (such as fonio) which should be encouraged;
- Meat, because of its lack of access by poor populations or non-breeders, and of its cost-benefit balance, which does not seem positive considering environmental costs;
- Millet, which seems to be already supported enough, and for which the industry already seems well organized; and
- Sesame, which is almost exclusively targeted for export, and very dependent on price fluctuations.







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### **b. List of Interviews conducted that contributed to the reports:**

Meeting #	Organisation	Location	Interviewee’s function
1	Coopération Chambéry Ouahigouya	Skype	
2	EKN	Skype	
3	Mairie N°1 Banfora	Banfora	
4	Mairie N°2 Banfora	Banfora	Protocole du Maire
5	Direction consulaire régionale de la chambre de commerce	Banfora	Directrice régionale consulaire
6	Centre régional de formation professionnelle	Banfora	Directeur Régional
7	Consultant	Skype	

<b>8</b>	Centre social UFC	Dori	
<b>9</b>	Coordination de l'UFC	Dori	
<b>10</b>	Mairie de la commune	Dori	Chargé des relations publiques et Assistante du 1er adjoint au maire
<b>11</b>	Chambre régionale d'agriculture	Dori	Président de la CRA
<b>12</b>	Direction régionale de l'ANPE/ Centre régional de formation professionnelle	Dori	Chef d'atelier
<b>13</b>	Mairie de la commune	Ouahigouya	Chargé de la communication et des relations publiques
<b>14</b>	Coopération Ouahigouya-Chambéry	Ouahigouya	Chargé de programme
<b>15</b>	Chambre régionale de commerce	Ouahigouya	Assistante du Directeur régional
<b>16</b>	Association Femmes Entreprenantes du Yatenga	Ouahigouya	Focus group avec Femmes membres de l'association
<b>17</b>	Direction provinciale de l'agriculture	Ouahigouya	Directeur provincial
<b>18</b>	Fédération des unions des groupements Naam	Ouahigouya	Assistante du président
<b>19</b>	Association professionnelle des producteurs maraichers du Yatenga	Ouahigouya	Animateurs de l'association
<b>20</b>	Conseil diocésain de la jeunesse	Ouahigouya	Aumônier de la jeunesse
<b>21</b>	EKN	EKN	
<b>22</b>	SNV	SNV	Directeur
<b>23</b>	SNV	SNV	2Scale
<b>24</b>	Jobbooster	Jobbooster	Senior Project Manager
<b>25</b>	Mairie de la commune	Dori	1er adjoint au maire et 2ème adjoint au maire
<b>26</b>	Coordination régionale des femmes du Sahel	Dori	Coordinatrice régionale des femmes
<b>27</b>	Chambre régionale d'agriculture du Sahel	Dori	Président de la CRA; SG CRA et animateur CRA
<b>28</b>	Mini Laiterie Sahel Naye Kossam	Dori	Responsable de l'unité de transformation

<b>29</b>	Association Al Barka N'Djamdi	Dori	Président de l'association et responsable suivi et évaluation
<b>30</b>	Direction Régional de l'Agriculture, de l'Hydraulique et des Ressources Halieutiques - Cascades	Banfora	Directeur provincial de l'agriculture
<b>31</b>	Direction régionale de la Jeunesse et de la promotion de l'entrepreneuriat des jeunes - Cascades	Banfora	Directeur régional
<b>32</b>	SOTRIA-B	Banfora	Chargé des relations extérieures
<b>33</b>	Maison des jeunes de la Comoé	Banfora	Président
<b>34</b>	Ben Nafa	Banfora	Chef de production
<b>35</b>	Association Munyu des femmes de la comoé	Banfora	Secrétaire exécutive
<b>36</b>	Direction régionale du commerce, industrie et artisanat	Banfora	
<b>37</b>	Lycée Privé Technique Louis Querbes	Banfora	Directeur
<b>38</b>	Centre de formation informelle de Koutoura		Directeur
<b>39</b>	Direction régionale ANPE	Dori	Directeur Régional
<b>40</b>	Lycée professionnel régional HAMA Yaya	Dori	Chef des travaux et intendant
<b>41</b>	Centre universitaire de Dori	Dori	
<b>42</b>	Mini Laiterie Sahel Naye Kossam	Dori	les femmes de l'unité de transformation
<b>43</b>	Conseil régional de la jeunesse	Dori	Membres du bureau exécutif
<b>44</b>	Association Munyu des femmes de la comoé	Banfora	Focus group avec Femmes membres de l'association
<b>45</b>	Maison des jeunes de la Comoé	Banfora	Focus group avec jeunes
<b>46</b>	Sira Labs	Banfora	Directeur national et Responsable accompagnateur projet à Bobo Dioulasso
<b>47</b>	Jobbooster	Bobo Dioulasso	Coordonnateur Régional Hauts Bassins

<b>48</b>	SNV	Bobo Dioulasso	Spécialiste entrepreneuriat des femmes
<b>49</b>	ILO	Ouagadougou	Chargée de projet
<b>50</b>	Helvetas	Ouagadougou	Conseiller Régional Economie Rurale
<b>51</b>	ILO	TBD	
<b>52</b>	Fédération des unions des groupements Naam	Ouahigouya	SG FUGN et deux membres du bureau
<b>53</b>	Direction régionale du commerce, de l'industrie et de l'artisanat	Ouahigouya	Chef de service PME-PMI
<b>54</b>	Direction régionale de la jeunesse	Ouahigouya	Assistante du Directeur régional
<b>55</b>	Association Formation Developpement Ruralité/ Centre de formation agricole	Ouahigouya	Chargé des projets
<b>56</b>	Association professionnelle des maraichers du Yatenga	Ouahigouya	Secrétaire général
<b>57</b>	Conseil diocésain de la jeunesse	Gouinre	Aumônier de la jeunesse
<b>58</b>	jeunesse de Ouahigouya	Ouahigouya	Groupe informel de jeunes
<b>59</b>	CEPROFEM	Ouahigouya	Présidente
<b>60</b>	Ambassade de France	Ouagadougou	Conseiller régional santé
<b>61</b>	Ministère de l'Agriculture et des Aménagements Hydro-agricoles	Ouagadougou	Directrice de la transformation de la promotion des normes et de la qualité nutritionnelle des produits agricoles
<b>62</b>	CIFEA17 (Centre d'incubation féminin en entrepreneuriat agricole)	Tenkodogo	Directeur du centre
<b>63</b>	Afrique Verte Burkina	Ouagadougou	Directeur
<b>64</b>	AFP-PME	Ouagadougou	Directeur RH
<b>65</b>	KN Assistance	Ouagadougou	Consultante et entrepreneure agricole
<b>66</b>	Beoogo Lab	Ouagadougou	Promoteur et Directeur
<b>67</b>	DANIDA	Ouagadougou	Coordinatrice du secteur privé et agricole
<b>68</b>	UNDP	Ouagadougou	Responsable Profejec
<b>69</b>	UE	Ouagadougou	Responsable développement rural
<b>70</b>	ICCO	Ouagadougou	

<b>71</b>	Atelier avec Agricprofucs	Ouagadougou	40 représentants du secteur privé, ONGs, PTF et gouvernement
<b>72</b>	AgriBusiness TV	Ouagadougou	Représentant
<b>73</b>	Tech-Dev	Ouagadougou	Président et Cheffe de projet
<b>74</b>	Jokkolabs	Ouagadougou	Représentant
<b>75</b>	Plan International	Ouagadougou	Représentant Résident
<b>76</b>	ADA	Ouagadougou	Chef de bureau
<b>77</b>	Expertise France	Skype	Responsable programme Emploi en zone frontalière
<b>78</b>	Mairie de Ouahigouya	Chambéry, France	Chargé des projets et programmes Mairie de Ouahigouya
<b>79</b>	CNPB	Skype	Coordonnatrice PAFPA
<b>80</b>	OXFAM	Skype	

## **Appendix G: Youth Employment Methodology**

### **1. Introduction**

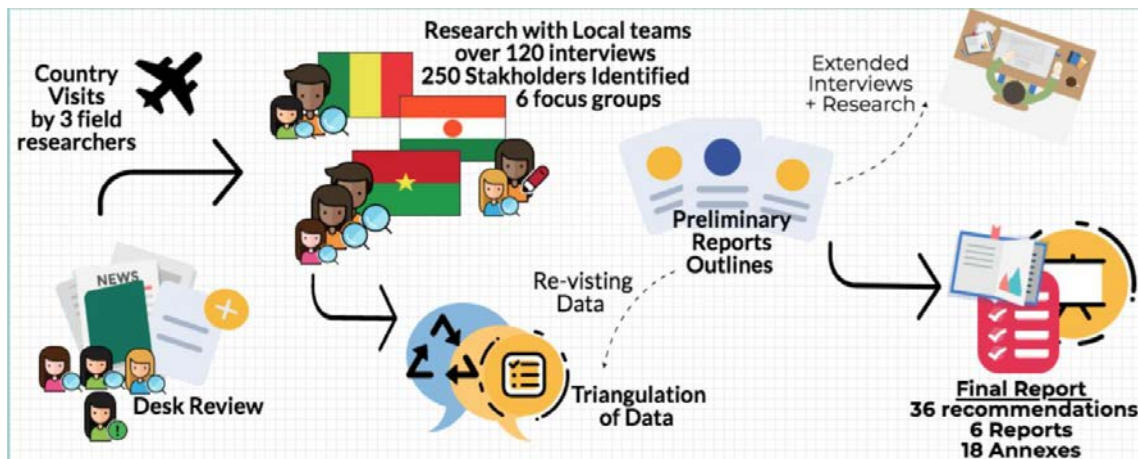
Catalystas conducted a study on youth entrepreneurship and job creation across Mali, Burkina Faso, and Niger, consisting of in-depth desk research, extensive field missions to identified scoping locations, and post-mission cross-country triangulation.<sup>1</sup> We delivered our findings in a clear and comprehensive set of reports that include, per country: a labor market analysis of the agriculture sector with an emphasis on scoping locations, a thorough overview of the current ecosystem for youth entrepreneurship, and an itinerary proposal for the upcoming i4Y team's field visit. These documents aim to provide a snapshot of the current opportunities and challenges facing job creation and entrepreneurship in Mali, Burkina Faso, and Niger, with specific insights into the central questions of this mission:

- (i) labor market needs and demands, with a specific focus on Small to Medium Size Enterprises (SMEs), as well as shortcomings in sectors such as agriculture and agricultural processes and other EKN focus sectors that can provide jobs to young (especially female) Sahelians; and
- (ii) The current state of youth entrepreneurship opportunities and initiatives (with a specific emphasis on women) with a focus on opportunities, activities, and areas in need of improvement.

These identified areas are those in which the Dutch Ministry of Foreign Affairs can best support RVO and the i4Y framework in identifying and providing leads for developing appropriate partnerships and accelerating effective initiatives already underway in each country that a) stimulate and create youth employment programs that build the capacity and skills of the younger generation; and b) foster a new generation of African entrepreneurial leaders that consider starting a business a viable and sustainable career path. Diligently and proactively, we have gathered data and findings that will support the Dutch Ministry of Foreign Affairs Sustainable Development Agency (DDE) and PSD-Toolkit Team (Orange Corners Program) in creating an enabling and empowering environment for youth employment and entrepreneurship based on reinforcing and future-proofing skill sets; equipping youth with the right education, tools, and technical skills; and ensuring that local market and private sector needs and demands are met.

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<sup>1</sup> It is important to note that we have clearly indicated where, due to time constraints, lack of data, or scope of the mission, certain information has not been verified. In each report, this information is clearly laid in order to fully inform the reader of areas where further research is needed.



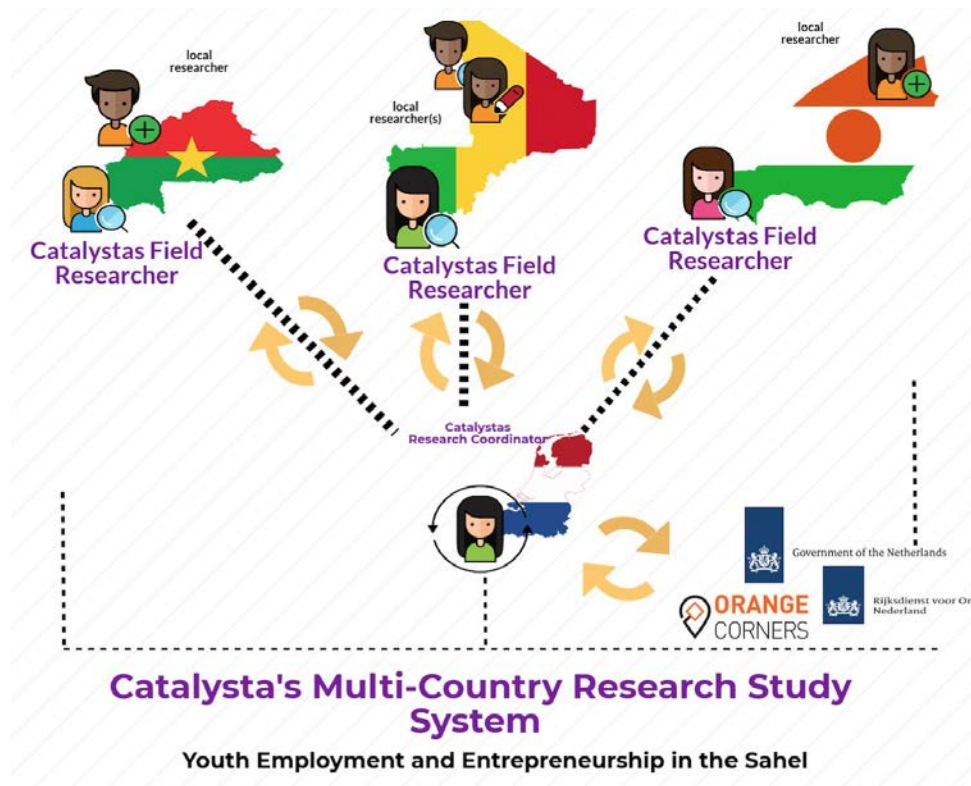
The finalized reports are separated into two categories, namely “Enabling Environments for Youth Job” and “Youth Entrepreneurship”, although there is much overlap in content. Each set of documents aims to answer the above mentioned research questions, through a specific target lens and scope. The distinctions between reports and research focuses is outlined below.

a. Our Values: Equity-based research

Our team successfully conducted insightful, localized, and grassroots research to form the basis of our findings through working directly with pre-selected local consultants who were familiar with the contexts of economic empowerment, agricultural value chains, and specific scoping locations in each country. These local consultants worked alongside each Catalystas field researcher throughout each stage of research, from initial organization to final triangulation. This approach ensured findings based in equity and co-creation, provided multiple layers of data verification, and infused our final reports with local insights and both an internal and external understanding of each localized context and country to the highest degree - all while avoiding the traps of historical colonialist mindsets and thought processes.

The efforts of our field team and local consulting partners were centralized - in real time, as often as possible - and triangulated by an HQ-based leading Research Coordinator and supporting Technical and Logistical Coordinator.





## 2. Research Design and Implementation

Our six-person team of experts has over 45 years of combined experience in program assessment and design on economic empowerment, education for women and youth, and social empowerment, including extensive experience in the Global South. Drawing on our past experiences, we developed a methodological approach based on previous assessments conducted for a wide range of international development clients, including Stichting SPARK, ActionAid International, and Caritas Kosovo on the topics of youth employment, technical and vocational education and training (TVET), and women’s empowerment.

### Onset Interviews and Fine-Tuning the Scope of Research

Before beginning our mission, our team sat down with various divisions of the Dutch Ministry of Foreign Affairs in order to understand the wide range of focuses as well as current and potential programs planned for both the focus countries and the region as a whole. In coordination with RVO, we narrowed down the scope of our mission and created outlines for our two main lines of research, as well as a detailed set of centralized criteria for recommendation analysis and identification.

The following is the specific terms of research for the resulting report on Youth Employment:

### Our Deliverables:

1. A report detailing:
  - a. Labor Market Analysis of agri-process supply-chains per location

- b. Detailed analysis of (approx.) 5 value chains we believe have a high potential<sup>2</sup>
  - c. Gender-specific insights on labor in agri-processing
  - d. Regional security culture and economic impacts on jobs for youth per locations
  - e. Governmental policies and national and international interventions
2. Minimum 5 suggested interventions  
 [REDACTED]
4. Appendix B: Comprehensive List Serve  
 [REDACTED]
7. Appendix E: Selected Value Chains Comprehensive overview

Our Research Specifics:

1. A situational analysis of current youth employment trends based on interviews with government officials, focus groups, examination of economic trends, and discussions with locally based INGOs who are working in the specific context of youth employment. The report specifically highlights:
  - a. Regional economic and labor overview with a specific focus on the impact on youth and women in every focus city;
  - b. Identification of local and international stakeholders in the agriculture (processing) sector in selected value-chains that the Dutch government can consider coordinating with;
  - c. Identification of barriers to employment in these value-chains with specific focus on gaps in skills in training;
  - d. Identification of potential skill-building and employment; matching providers and trainers;
  - e. Identification of good practices happening in each country with a specific focus toward CSR and equity;
  - f. Identification of Dutch specific niches (water resource management, circular agriculture, Dutch Agri-Innovation, and Sustainability etc.) that are suitable for market needs;
  - g. Identified risks, vulnerabilities, and shocks that could affect any program the Dutch MFA would consider getting involved in, with a specific focus on greater impacts on marginalized groups and the effects of corruption and nepotism;
  - h. Provide analysis and recommendations on gender-specific barriers, opportunities, and factors for the Dutch government to take note of in youth economic empowerment and employment opportunities in the Sahel (and per country, and with specific focus per target location).
  
2. Identification of the highest potential sectors and businesses for expanding employment opportunities in each selected agricultural value-chain. Value-chains have been chosen specifically based on the following criteria:
  - a. Potential to Create Jobs for Women and Youth: First and foremost, our team looked to what specific commodities (as well as what parts of each commodity's value-chain) have the greatest potential to support growing numbers of women and youth. We sought to highlight value-chains that have room for improvement through Technical and Vocational Educational Training programs (TVET) that can be geared towards youth and women to fill those future jobs. (Supporting SDG 1, SDG 5, and SDG 8).
  - b. Potential for Market Share Acquisition: We looked particularly for agricultural value-chains that have potential for growth with support from donor intervention(s). Our means of indicating this potential is based on:

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<sup>2</sup> See criteria below

- i. The local and international demand on specific commodities being unmet;
    - ii. Saturation, competition, and the size of the value-chain; and
    - iii. Potential for having a high return on investment.
  - c. Potential for Transformation: Our team specifically chose value-chains that are currently using low or rudimentary technology or methodologies which, if improved, can not only create more jobs for young people (especially women), but will also have a positive transformative effect on output, cost, quality, competitiveness, and revenue (supporting SDG 5, 8).
  - d. Sustainability (environmental, social, and economic): We looked specifically to industries that support versatility in the local economy (not promoting commodities that create overdependence on one agricultural product, thus relieving the potential for future external shocks). We also looked to value-chains that, when possible, can support a circular economic model, do not use an excessive amount of water or other natural resources, do not pollute the local environment (as a means of protecting the natural ecosystem and promoting resilience toward climate change), and are not overdependent on electricity for transformation and processing (due to the limitations of power and energy availability in all three countries). This means we have aimed to promote value-chains that support food security, with an emphasis on lowering costs and making locally consumable food products more widely available whenever possible. Finally, we have focused on value-chains that are economically sustainable by looking to promote agricultural processing systems that are easy to repair and maintain in order to ensure no overdependence on expensive processing machinery and equipment or high electricity or energy costs. (Supporting SDG 1).
  - e. Potential for Dutch Value-Added (via alliances or Dutch niches/instruments): We have specifically looked to identify value-chains which will benefit most from Dutch experience and expertise, such as water resource management in bi-annual crop planning and the dairy industry. Our team has aimed to suggest specific Dutch academic and private stakeholders in various identified value-chains who can help implement effective and timely absorption of their expertise in local markets. (Supporting SDG 8).
  - f. Conflict Sensitivity: We have selected value-chains and locations of operations where we believe the threat of terrorism and destabilization - present in all three countries - has had a limited impact. We have held in particular focus means of transport and ease of access for businesses in identified value-chains in order to ensure we promote commodities that can create benefits without undue security risk (for all beneficiaries and stakeholders involved).
3. Identification of local and international stakeholders in selected value-chains within the agriculture (processing) sector which the Dutch government can consider coordinating with, and in what capacity.
  4. A List of Policy and Project Recommendations: Based on our assessment and understanding of the context as highlighted under the specific criteria (defined above), our team has determined a selection of recommendations for projects and programs that we believe the Dutch government can support through direct or financial involvement. We have looked to - as often as possible - highlight like-minded donor government initiatives based on our positive assessments of existing program<sup>3</sup> successes in filling identified gap(s) in line with the focus of the Dutch government. We have made our selection

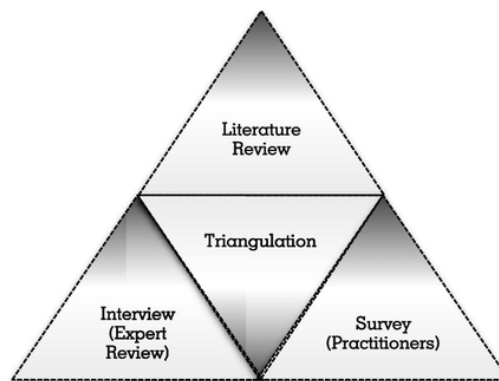
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<sup>3</sup> Note that this project did not include the auditing or assessment of the various existing projects we came into contact with. We have noted details and opinions, when possible, on quality based on interviews and available documentation. There is, therefore, a need for a more in-depth analysis of the existing programs highlighted.

bearing in mind the limited Dutch presence in some of the locations as well as the limitations of annual budgets. In doing so, we have delineated local, national, regional, and international interventions per country. We have also provided impact timeline guides for our recommendations. Our recommendations are not listed in order of importance; readers should feel free to read, assess, and fit recommendations to their specific divisional focus. It is up to each governmental agency to make the decision of which - if any - recommendations should be followed up on based on their own knowledge, understanding, and focus.<sup>4</sup>

### 3. Limitations and Adaptations in Methodology

Due to limited quantitative and quantitative data available to answer our central research questions directly, our team utilized an approach of research triangulation to help support and lead our research and final findings. Our three-part methodology: **1) desk-research** (including meeting with foreign-based stakeholders), **2) field missions** (conducted by Catalystas field researchers and partnered local consulting researcher(s) per-country, centralized by the HQ Research Coordinator and Technical and Logistical Coordinator), and **3) final formulations** of our research, triangulated cross each country to ensure capture, verification, and substantiation of our findings.<sup>5</sup>



#### a. Desk Research:

Our research began with the exceptional report provided to us by the 2Scale program implemented by SNV, which had recently conducted a 21-person agricultural production and food processing country assessment across all three of our target countries. Based on this data, our team narrowed the scope of our mission, continuing to dig even further into the value chains identified in this report, as well as additional value chains, through the addition of a gendered lens to focus specifically on creation of opportunities for women and youth together with the criteria set out in coordination with RVO in our initial meeting (noted above).

After initial methodology design, primary research, and review, our team recruited 1-2 local consultants per country based on a profile of expertise in women and youth economic empowerment, agricultural value chains, and localized contexts in each scoping location. Once hired, each local consultant was onboarded by the relevant Catalystas field team member in order to ensure familiarity with the scope of the mission, methodologies, and

<sup>4</sup> Catalystas is available for follow up discussion and advising to support selection and implementation of this recommendation with the government.

<sup>5</sup> As previously noted, we have made a clear indication in each report where, due to lack of data, time, or scope of work, we were limited in substantiation capacity (particularly with regards to in-depth assessments of INGO programs, which fell outside the scope of our study).

needs. Each country team worked closely to verify desk-research findings, make logistical plans, and initiate local contacts in the field. The teams coordinated while in field, with local consultants working alongside our field researchers to schedule and conduct meetings, conduct additional research, identify new and important persons and institutions of interest, and hold focus groups. Our local partners also provided extensive insights into navigating the complex security situations in each country. Field visits were made on a case-by-case basis, with the security context, accessibility, and approachability of specific stakeholders determining whether a visit was made by a Catalytas field researcher, a local consultant, or both.

b. Field Missions:

During the field missions, each Catalytas field researcher deployed to their respective country and met their local consultant(s), who assisted them in preparing for the pre-planned itinerary developed together before departure in order to meet with various stakeholders. The itineraries were designed specifically to allow the local consultant(s) to accompany their Catalytas partner at the beginning of the mission in order to gain hands-on training, experience, and insights into our approach and methodology for each interview and meeting. During the first few days of the field mission, our Catalytas team member(s) provided hands-on training for their local consultant on topics relating to organizing focus groups, categorizing data, transferring information securely, and/or other areas on an ad hoc basis. This hands-on experience and training made it possible to ensure the quality of our research throughout the mission, including when the local consultants conducted certain location visits on their own due to their inaccessibility to the Catalytas team members (including Dori, Burkina Faso, and Gao, Mali). Any location visits conducted solely by the local consulting partners were held in the second half of the field missions, ensuring that each Catalytas-local researcher team would have the opportunity to conduct at least one visit together before a local researcher was sent to a location alone.

In-field, our team gathered information categorized as essential and secondary in regards to developing a full market analysis on the agricultural food processing sector respective to each country, as well as the greater value-chains surrounding these processes and the factors and stakeholders which influence them. We also conducted a definitive and deep ecosystem scope and analysis to capture the current status needs and opportunities for youth entrepreneurship in Niger, Mali, and Burkina Faso.

c. During Field Mission:

i. Focus Group Discussions (FGDs): In order to gain in-depth insights from the future potential beneficiaries' sides, several FGDs were organized during the field missions. Between five and nine persons were invited to participate in each FGD, and Catalytas ensured that the participants were representative of the target population(s). The FGDs were carried out in an open, participative, and respectful way, in order to create a safe space for the participants, where they could freely share their thoughts and feelings. The objective was to capture the challenges and obstacles that stand between them and the job market, as well as their wishes and expectations for the future. The exact composition and location of each focus group was decided during the desk study phase; including at least one FGD with women only (so as to gain a deeper understanding of their specific challenges), and at least one FGD in each city targeted by the study.

ii. Centralized reporting and reformulation of agenda: During the field missions, each field researcher sent a daily recap of their findings to the centralized Research Coordinator based in the Netherlands. This process allowed for the field researcher to make the best use of field time, utilizing video conferencing and voice and audio recordings in order to send information to the Research Coordinator and Technical and Logistical Coordinator, who worked to formulate and cross-examine findings between all three missions. This process allowed for increased data collection as well as rapid triangulation, eliminating time normally wasted in writing multiple reports while in-field.

This process also allowed for the central researcher to provide feedback to each field team member on a daily basis. Based on these feedback meetings, the agenda of each field mission remained flexible and able to adapt in order to meet the most pressing and newly identified needs and challenges. Furthermore, this system ensured that the final analysis and formulation of deliverables was time sensitive, effective, and conducive to the short timeline of delivery request for this scope of research.

## 4. Formulated Findings

Following the return of our field teams to home-base, Catalystas assessed both the documented paper findings collected by the researchers in-field, as well as the triangulated data centralized by the research coordinator. Based on a thorough review of these materials in combination with additional desk research and validated assumptions, Catalystas triangulated the findings for our reports. The final documents consisted of a per-country labor market analysis (emphasis on agricultural processing in the selected cities), Google Map of ecosystems as identified by RVO, Stakeholder Listserv pertaining to each focus, comprehensive summary analysis which makes fully transparent our methodologies for data collection and formulation of findings, as well as final recommendations and a draft of a recommended itinerary for follow-up visits to each country for i4Y staff (with a specific focus for Orange Corners differing from PSD-Toolkit teams). Final report findings have been substantiated, when necessary, with the local consultants contracted in each country as well as with other relevant stakeholders met throughout the scope of this study. This has resulted in an individualized assessment of each country and an overarching Sahel-focused strategic approach that the Kingdom of the Netherlands can (re)formulate around their Multi-Annual Regional Strategy (MARS), Year Plans, and i4Y framework programs for the Sahel.

Finally, with the help of our local consultants, we have developed draft follow-up mission plans for the i4Y team in each country. Our local consultants, now familiar with the objectives and scope of research as well as with the stakeholders visited during the field missions, will be excellent support staff for i4Y's team, should they require local assistance for their visits to each country during the follow up mission.

We have also mapped out the existing national and international youth-oriented education, job training, and entrepreneurship programs as well as public, private, INGO, and civil society stakeholders, assessed their effectiveness and shortcomings, and provided market-driven insights into how the Dutch can contribute to strengthening existing projects while simultaneously developing new programs to improve economic empowerment for youth across the Sahel Region through closing the gaps identified in our assessment.

This is a publication of  
Netherlands Enterprise Agency  
Prinses Beatrixlaan 2  
PO Box 93144 | 2509 AC The Hague  
T +31 (0) 88 042 42 42  
E klantcontact@rvo.nl  
www.rvo.nl

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