



# SACAU

SOUTHERN AFRICAN CONFEDERATION OF AGRICULTURAL UNIONS

*in Investing*  
*farmers*



# What Could an Africa CSAM Be? The marching Orders and Contributions from SACAU

**First Webinar to prepare for the Africa Conference on SAM (ACSAM):  
*Exploring the Africa Centre for Sustainable Agricultural Mechanization: Your Role in Africa's  
Mechanisation Journey***

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# About SACAU

- A membership-based regional farmers' organisation (RFO) established in 2003
- Membership: 20 apex national farmers' organisations (FOs) in 13/16 countries of the region
- Diversity of membership (age, size, degree of commercialisation etc)
- Reason for existence: to promote, advance, protect and defend the common interest of FOs at regional, continental and global levels
- Only deal with matters of common interest such as international trade, climate change, cross-border issues and policy development and programming beyond the national level – no country specific issues
- Officially recognised by SADC, COMESA, AUC, intergovernmental and international development community
- A founding member of the Pan African Farmers Organisation (PAFO)
- Principles, values and ethics: good corporate governance, equity, fairness and transparency, accountability, professionalism, consultative and inclusiveness
- Futuristic in approach – professionalisation of agric, new generation of farmers and FOs- evidence based, data driven, ICT enablement etc

# Core issues for farmers

- Limited availability of a variety of equipment and machinery
- Limited access to available equipment due to high costs of capital and maintenance and spare parts
- Limited access to finance
- Limited profitability due to seasonal under-utilisation, enterprise viability challenges
- Limited technological capabilities in the smallholder sector



## Core issues for farmers (Cont'd)

- Limited extension and other support services
- Poor roads and transport networks for delivery, equipment servicing and sharing
- Limited capacity for local manufacturing to increase supply and servicing and reduce costs
- Lack of policy support to reduce costs, increase availability and access
- Fragmented land sizes
- Fragmented demand
- Failed business models



A collage of agricultural images is positioned on the left side of the slide. It includes a top section with several bright red tomatoes, a middle section showing a cracked, dry brown field transitioning into a lush green field under a blue sky with white clouds, and a bottom section with a close-up of green wheat stalks.

# Key considerations for the design of CSAM

- There is more to mechanisation than hardware – a wholistic/ecosystems approach will be required
- Need for a differentiated approach - smallholders are not homogeneous
- Need for strategic targeting – focus on emergence of a new generation of farmers (agriprenuers) who are driven by the ambition to establish successful enterprises, and on the missing middle where there is sufficient scale for viability and capacity to be service providers to the smallholder sector
- Farmers organisations (FO) can play an important role in facilitating collective access by aggregating fragmented demand and advising on successful business models



## Key considerations for the design of CSAM (Cont'd)

- Target not only primary production, but on-farm and off-farm processing/value addition as well
- Profitable access to mechanisation is key and profitable market access matter in this regard
- Avoid obsession with ownership/other forms of access will be critical
- All forms of financing/funding – from philanthropy to commercial- are needed
- Financing models need to take into account the peculiarities of farming, including its long-term nature
- Policy innovation/engineering and digital solutions can play a critical role in addressing both supply and demand factors



# Thank you

**SACAU**

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