

# **PILOT PROJECT "Food safety and sustainable transformation - Malanda AGRO CENTRE "- SENEGAL**

## **Proposers:**

- ALLIANCE SENEGAL-ITALY, SOLIDARITY '& INTEGRATION (ASISI), Via Giovine Italia 2/A – 20812 Limbiate (MB), President: NDAO Mamadou Lamine
- Council for Agricultural Research and Economics, Research Unit for Food Technology (CREA-IAA), Via Venezian, 26 – 20133 Milano

## **Promoters:**

- Fondazione Giacomo Brodolini, Rome Office, Via Solferino 32 - 00185 Rome, Italy
- ManagerItalia, a Manager Association, Via Fatebenefratelli, 9 – 20121 Milano

## **Main objectives:**

- Establish a Pilot Centre for the food processing, with the use of solar power plants in Foundiougne (Senegal), contributing to the development of the whole chain of collection, production, processing, preservation and marketing of products
- Create and manage women's cooperatives, for the production and marketing chain
- Be a regional and national reference for:
  - food protocols
  - technical support
  - professional training
- Create a regional brand to guarantee the supply chain quality

## **Executive summary**

The project aims at stimulating independent agricultural development processes which are durable, sustainable and equitable at Foundiougne, in the Fatick region, Senegal, where it has already been identified a suitable area for the project implementation. The project also aims at consolidating the partnerships and collaboration between ALLIANCE SENEGAL-ITALY, SOLIDARITY '& INTEGRATION (A.SI.SI.), local Senegalese organization, and

Italian public agriculture and food research, identified in the Council for Agricultural Research and Economics (Milan structure – CREA-IAA).

The project includes the building of a pilot centre (Malanda Agro Centre) for the collection, processing and distribution of food products, such as “Ndarcasse” (cashew apple), “Bissap” (hibiscus), shrimps, and processed food (jam). These agricultural products would undergo a drying and packaging process to realize products to be sold locally and geographically distributed in different ways (directly, via wholesalers, via trading cooperatives, and via single families).

The main objective of the project is the implementation, with the involvement of the local community, of a flexible and sustainable transformation system, at Foundiougne in the Fatick region.

The second aim is the contribution to the development of the whole production chain: collection, processing, storage and sale of products derived from local agriculture and fishing.

An additional benefit of the project is to set up a local technical education program aimed at acquiring the agronomic, technological and legislative knowledge, related to the aforementioned product segments.

The project complies with the issues related to "eradicating hunger and extreme poverty" and "environmental sustainability" through the agro-food development and good processing practices, storage and sale.

Malanda Agro Centre will be created as non-profit social cooperative with a share capital paid up by five founders. The Centre will be directed by Mamadou Lamine Ndao as General Director, hired as a salaried employee.

Particular relevance will be given to processing technologies, which will be mainly based on the use of alternative energy and energy recovery, in accordance with the concepts of sustainable and eco-friendly agriculture (solar power plants, correct dimensioning of plants). Hence the importance of collaboration with public research can provide a suitable and directly applicable background.

The types of product, to be made by applying strict operational protocols, have been identified among those that, at present, have the main impact for culture, economics and the ability to represent reproducible operating models.

**Key Figures:**

Initial investment for production and transportation tools (including regulatory changes requirements)	€ 50.000
Working capital	€ 50.000
1st year production (cashew apple, hibiscus, shrimps)	kg 25.000
1 <sup>st</sup> year revenue	€ 170.000
1 <sup>st</sup> year EBITDA	€ 24.000 (14%)
1 <sup>st</sup> year people	11

The initial fund requirement for launching the project is estimated at € 100,000, to cover costs of solar drier plants, transportation pick-ups, fixed office assets and working capital for the first year. The appellant seeks for total or partial funding to start the activity. The Foundation's sponsorship will be officially reported in the information documents relating to the initiative.

The whole four-years business plan with detailed economics is available upon request.

For any further information contact:

Dr.ssa Tiziana M.P. Cattaneo (CREA-IAA Director)

Via Venezian, 26 – 20133 Milano

[tiziana.cattaneo@crea.gov.it](mailto:tiziana.cattaneo@crea.gov.it)

[tiziana.cattaneo@outlook.com](mailto:tiziana.cattaneo@outlook.com)

02 239557222