

Low levels of management capacity often hinder the growth of FOs and limit the positive impacts on their members

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## Professional Farmer Organization Guidance

Published in ISO Standard 18716!



For six years, IFC has supported and collaborated with partners including AMEA and the Netherlands Standards Agency to develop an international standard for farmer organizations. In September 2024, the International Standards Organization released **ISO 18716**, a groundbreaking standard designed to empower Farmer Organizations (FOs) to build business capacities that drive inclusive growth and sustainable development.

FOs are crucial to agricultural development, boosting productivity and fostering creativity and inclusion. Yet, low levels of management capacity often hinder the growth of FOs and limit the positive impacts on their members, with varied stakeholder expectations causing inefficiencies.

**ISO 18716** provides a “North Star” for FO development that aims to create harmony and efficiency by creating a common language based around six core capacities that FOs and related actors can use to create goals and measure progress. A set of clear international guidelines allows FOs to better understand what improvements they can make and, importantly, what criteria potential partners are looking for.

But impacts go beyond FOs themselves. Buyers and input suppliers now have a reference to communicate what is expected of FOs to become effective, professional, and reliable partners. Capacity-building programs like the Agricultural Leadership Program can use **ISO 18716** to better understand the specific needs of FOs through standardized data metrics, helping them more effectively support Agri-SMEs and ensure market access. Financial institutions can benefit from a less risky environment as FOs are able to become reliable customers.



**ISO 18716** marks a milestone for FOs and all connected actors, bringing cohesion and unlocking new growth opportunities worldwide.

Take the next step toward sustainable growth and market integration by embracing **ISO 18716!**



From Learning to  
Leadership:

## ALP Workshop Prepares BOOST II Trainers

From August 21-28, the the Barley Organization of Supply & Training (BOOST), a collaborative project between IFC and Soufflet Malt Ethiopia and Heineken, held an ALP Training of Trainers (ToT) and Training of Coaches (ToC) Workshop in Addis Ababa. The ongoing BOOST phase II project aims to enhance Soufflet Ethiopia's 100 percent local malt barley sourcing from smallholder and emergent commercial farmers.

**This event brought together 12 trainers and a project coordinator from a local consulting firm, Precise Consult, that is leading the ALP implementation.**

During the TOT, IFC's master trainer, Desta Damena Heyi, led participants through adult learning principles and Malt Barley aggregator training modules, including intensive "teach back" exercises which effectively assessed participants' competencies in delivering the training content. 'What a genius facilitator is Mr. Desta! With his deep understanding and dedication, he made us deeply immersed,' shared one participant. Desta's exceptional skill and enthusiasm inspired many in the cohort, with another participant noting, 'Your dedication truly inspired us all.'

The following three-day ALP Coaching Workshop was committed to an interactive and practical learning approach which included a day that was fully committed to practical application of coaching skills and tools.

The workshop ignited a new level of confidence among the trainees, empowering them to deliver top-tier training and coaching to Malt Barley aggregators, input retailers, and commercial farmers. Participants left energized and looking forward to practical applications of the ALP, with one trainer capturing the general optimism: 'Let's stay connected and continue to support one another in this important project!' And this momentum is being kept up with virtual refresher TOT sessions that will dive into additional topics not covered in the initial modules, ensuring that retailers and commercial farmers are fully equipped for success.



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