

# TERO

Committed experts to  
rural territories



*TERO is a French community orientated cooperative consultancy, working for sustainable and inclusive development within rural territories by promoting family farming and mobilizing committed experts.*

[www.tero.coop](http://www.tero.coop)





## Who are we?

**TERO: a cooperative,  
51 members, more than  
35 associate experts  
in agriculture and rural  
development,  
3 institutional members**

TERO was created on January 16th, 2015 by a group of 51 members, professionals and legal entities committed to sustainable development and determined to put their experience and expertise of inclusive rural development over 4 continents at the service of rural communities.

It federates the skills of more than 35 associate experts and international professionals, with a background in agriculture and rural development in France and abroad, that are committed to put their skills and experiences to an ethical use.

TERO works in partnership with its three institutional members.

- ▶ Agronomes et Vétérinaires sans Frontières (AVSF), a French rural development NGO, offering its skills, field presence and networks in over 20 Southern countries.
- ▶ ETHIQUABLE, a cooperative company specialized in marketing fair trade products from smallholders' organisations in Southern countries.
- ▶ URSCOP "Scop entreprises participation" which provides a financial service tool for a French regional union of cooperative companies.

ETHIQUABLE and URSCOP deploy their skills, experience and networks in their specific areas of intervention and also in cooperative company management.

Through its pool of founding members, TERO therefore brings together an extensive range of confirmed skills and experiences well as a worldwide network of partners, including experts, consulting companies and local organisations.

## Our mission

**Working for sustainable  
and fair development  
of rural territories by  
promoting family farming.**

TERO uses its expertise to assist stakeholders and projects that allow rural communities, often threatened by exclusion and precarity, to generate sustainable revenues and livelihoods. It also supports them in becoming responsible for their own development. TERO supports rural territories, both in Southern countries and in France, in developing greater energy autonomy and food sovereignty.

TERO services and skills contribute to improve family farming performances and to the recognition of their role and modernity in facing food, employment, ecological and climate challenges of the 21st century.

TERO contributes to strengthening local stakeholders linked to rural and local development as well as to the creation of solidarity and cooperation bonds between territorial development stakeholders, rural, urban, public and private.



## Our values

**The choice of a cooperative company responds to TERO's values of co-construction, transparency, shared power and common assets.**

TERO experts are skilled men and women, who use their energy and expertise to support rural populations, respectful of their identities and shared values.

Through its community-oriented cooperative structure, TERO also supports the fundamental values of creativity; co-construction within different member categories; cooperative transparency and governance; building a sustainable company with indivisible reserves. Solidarity with other companies working towards the development of a social economy is an additional key TERO principle.

The associate experts contribute to TERO's development regarding ethics, concertation and participation in decisions making procedure.

## Our skills and services

TERO provides expertise and innovation in various areas of agriculture, livestock farming and rural development:

### Support to family farming

- ▶ Improving the performance of farming systems through sustainable, productive and resilient agricultural and livestock production.
- ▶ Supporting the sustainable management of natural resources and ecosystems through land-use planning and land security, agroecology, pastoralism, agricultural water management, agroforestry, etc.
- ▶ Improving livestock farming and animal health through livestock farming management, long term animal health systems, veterinary public health and animal well-being.
- ▶ Adapting smallholder crop and livestock farming systems to climate change, and contributing to the reduction of greenhouse gas emissions.
- ▶ Strengthening the participation of smallholder farmer organisations in local or international markets through developing local supply chains, long distribution channels, certified products (fair trade, organic, etc.), territorial food systems.





## Support to rural and territorial development

- ▶ Creating jobs in production and services related to territories: local handicraft small-scale mechanised agriculture, food processing, including small and medium entrepreneurship.
- ▶ Training and employment for rural youth and development of financial systems to facilitate their investment in local farming activities and services.
- ▶ Supporting public and private investments which improve living conditions of farmers and rural populations.

## Institutional strengthening

- ▶ Capacity building and strengthening autonomy of cooperatives, producer groups, agricultural unions, inter-professional organisations and any rural organisation, and public development policies.
- ▶ Advising development agencies (NGO's, foundations, donors...) in their strategies and methods of rural development and agricultural sector support.
- ▶ Supporting the implementation of agricultural development activities at a local and national level.

## Our expertise services

TERO's expertise includes technical assistance to project owners, supervisors and operators related to development project engineering (identification and formulation, assistance to implementation), studies (related to feasibility, markets and other technical studies), institutional strengthening, training and communication.

TERO operates both with short and long term projects in Southern countries, as well as in France and Europe.



### Rural development projects engineering

Identification and formulation	Strategic design and planning Project identification, planning and advice
Implementation	Operation management, team management, participative dialogue moderation accounting and financial management Technical assistance to project managers
Monitoring and evaluation	Establishing project monitoring and evaluation systems, capitalisation processes, mid-term and final evaluations

### Institutional support

- ▶ Advice to rural organisations, design of institutional development plans for smallholder organisations and rural institution strengthening.
- ▶ Technical and economic analysis of rural stakeholder development initiatives and business plan development (micro-enterprises, service activity, etc.); support and advice for rural initiative implementation and monitoring.
- ▶ Strengthening project management, administrative and financial management capacities of farmer organisations, NGOs, consultancies, local community bodies
- ▶ Establishing sector-based policies between public authorities and producers' organisations, both at a local and national level.
- ▶ Strengthening capacities for dialogue (conflict management) and local planning (development plans).

### Training engineering

- ▶ Establishing training systems, programmes and modules for smallholders and livestock farmers, smallholders organisations managers, rural development executives, elected representatives and local community technicians...
- ▶ Managing communication networks between professionals and smallholder organisation in Northern and Southern countries.

### Assessment and studies

- ▶ Livelihood strategies, farming systems and socio-economic dynamics in rural territories
- ▶ Climate vulnerability in rural areas
- ▶ Farming and livestock product markets and commodity chains
- ▶ Rural organisation economic initiatives
- ▶ Epizootic disease impacts
- ▶ Organisational and institutional diagnosis and advice
- ▶ Impact assessment of investment programs in rural areas





## Our stakeholders and sponsors

TERO's services and activities aim to meet the requirements of various types of stakeholders, both in France and at international level:

- ▶ Smallholders and livestock farmers, as well as their professional, social and economic organisations,
- ▶ Centralised, decentralised and sectorial national public services,
- ▶ Bi- and multilateral cooperation agencies
- ▶ Local governments
- ▶ Charities, foundations and others institutions specialized in development financing
- ▶ Companies implementing sustainable food chains and corporate social responsibility activities in developing countries
- ▶ Companies from the social and solidarity economy sector

## Our references

TERO's references come from its members' location and experiences and rely on a network of at least 80 senior national and international experts who can be sent on short or long term assignments.

With the participation of Agronomes et Vétérinaires sans Frontières (AVSF), TERO offers a long term experience, field and institutional contacts in over twenty countries in Asia (Mongolia, Cambodia, Laos, Vietnam, Afghanistan), Africa (Togo, Mali, Senegal, Burkina-Faso, Niger), the Indian Ocean (Madagascar and the Comores), South America (Bolivia, Ecuador, Peru, Colombia, Brazil), Central America (Nicaragua, Honduras, Guatemala), and the Caribbean (Haiti).

All members have technical and methodological references that have been accumulated in TERO's main fields of expertise. Furthermore, they are active in professional networks (technical institutions, research and training bodies, development support associations, professional farming organisations, public services etc) both in developing countries and in France. TERO therefore has a strong capacity for mobilising expertise.



## Our governance

TERO chose to be a community-oriented cooperative company (SCIC), and a joint stock company (SAS).

- ▶ This implies that the company's economic activity has a social aim.
- ▶ The cooperative governance involves different categories of shareholders who participate in the project and share ethic and values in a social and solidarity-based approach.

<b>Civil society organizations college</b> 36% of votes	<b>Employee College</b> 15% of votes	<b>Associates experts college</b> 34% of votes	<b>Individual and institutional support college</b> 15% of votes
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**General assembly of the SCIC TERO:**  
 → Examine and validate the accounts  
 → Define general orientations (values, missions)  
 → Validate new member affiliation  
 → Choose the president

Each college chooses its representative





## Our partners



## Contact us

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