



FERTILIZER CANADA
FERTILISANTS CANADA

907 – 350 Sparks, Ottawa ON K1R 7S8
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Canadian Council on Africa

*Promoting trade and economic development
between Canada and Africa since 2002*

Conseil Canadien pour l'Afrique

*Promotion du commerce et du développement
économique entre le Canada et l'Afrique depuis 2002*

Memorandum of Understanding

This document constitutes a Memorandum of Understanding (MOU) dated as of the February 21, 2023, between:

FERTILIZER CANADA

350 Sparks Street, Suite 907, Ottawa, ON, K1R 7S8

Tel: 613- 230-2600

E-mail: info@fertilizercanada.ca

(hereinafter referred to as “Fertilizer Canada”)

and

CANADIAN COUNCIL ON AFRICA / CONSEIL CANADIEN POUR L'AFRIQUE

Address: Brookfield Place, Canada Trust Tower

161 Bay Street, 27th Floor

Toronto, Ontario, Canada M5J 2S1

Tel: (416) 572-2129 or (613) 565-3011

Email: admin@ccafrica.ca

(hereinafter referred to as Canadian Council on Africa)

(Fertilizer Canada and Canadian Council on Africa are hereinafter referred to individually or as a “Party” or collectively as the “Parties”).

1. Introduction

This Memorandum of Understanding (MOU) will serve as an overarching agreement in principle between Fertilizer Canada, a not-for-profit corporation incorporated under Part II of the Canada Not -for- Profit Corporations Act Agriculture Foundation in Canada, and Canadian Council on Africa, a Not for Profit and the only Pan-Canadian organization incorporated according to the Canadian laws, with offices across Canada.

This MOU serves as an overarching agreement in principle to frame the collaboration between Fertilizer Canada and Canadian Council on Africa on Agriculture development cooperation programs that will include 4R Nutrient Stewardship 



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programming (developed by Canada's fertilizer industry in partnership with African Plant Nutrition Institute (former International Plant Nutrition Institute, Canada) and Fertilizer Canada.

2. Background

On March 29, 2019, Fertilizer Canada and Co-operative Development Foundation of Canada ("CDF Canada") entered into a Contribution Agreement #D002841/P001416 (the "Contribution Agreement") with Her Majesty the Queen in right of Canada represented by the Minister for International Development acting through the Global Affairs Canada (the "Department") relating to the 4R Nutrient Stewardship Project in Ethiopia, Ghana and Senegal (the "4R Solution Project"). In the event of any amendments to the Contribution Agreement (funding, project outcomes, etc.), the Parties shall enter into good faith negotiations to amend this Agreement as necessary to reflect the amendments made to the Contribution Agreement.

The 4R Solution Project is working to improve the socio-economic well-being of 80,000 smallholder farmers in Ethiopia, Ghana and Senegal, particularly women, over five years. The initiative aims to improve agricultural productivity and farm income, while increasing resilience to climate change by adopting 4R principles. It will strengthen women's leadership in agricultural cooperatives, improve access to productive resources, and promote best practices in integrated soil fertility management and conservation agriculture.

Fertilizer Canada is an industry association that represents manufacturers, wholesale and retail distributors of nitrogen, phosphate, and potash fertilizers. Canada's fertilizer industry plays an essential role in ensuring that world food needs can be met economically and sustainably. Canada supplies approximately 12 percent of the world's fertilizer materials. Canada is the world's largest exporter of potash and elemental sulphur; Canada's fertilizer industry contributes over \$23 billion annually to the Canadian economy. Fertilizer Canada's vision is to play a leadership role in the global fertilizer industry in meeting the challenge of feeding the world with safe and nutritious food. Fertilizer Canada's mission, as the unified voice of the Canadian fertilizer industry, is to promote safe, responsible, and sustainable, globally competitive fertilizer production, distribution, and use. 



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The Canadian Council on Africa (CCAfrica) is a Not for Profit and the only Pan-Canadian organization incorporated according to the Canadian laws, with offices across Canada. Its mission is to promote Commerce and Economic Development between Canada and the Continent of Africa. Created in 2002, members and partners of CCAfrica represent all the sectors of the Canadian economies, such as agriculture / agri-food, mining, finance, transportation, technologies, energy, infrastructure, information communication technologies, aerospace, construction, fintech, education, health, governments (federal and provincial), among many others. Furthermore, in the past 20 years, CCAfrica has organized several business and investment missions to the continent of Africa and hosted numerous trade missions, Head of States, Heads of governments and senior government officials from Africa. The network of relationships, the variety of members, the established credibility and the detailed knowledge of the continental issues all put CCAfrica at the forefront of a business-driven approach that stands out. In addition, CCAfrica offers a flexible platform that provides awareness not only of business options but also of the socio-political aspects of the host countries. As the African economy is currently in expansion and about to reach a peak, CCAfrica must place itself at the center of this evolution and unquestionably maintain its place as the most important engine powering the Canada-Africa partnership.

CCAfrica believes that in current international economic and geo-politics trend that pays particular attention to Africa and places it at the center of the economic discourse, Canadian companies should grasp this opportunity by playing a proactive role as leaders and supporters of the commerce and private sector development of the continent that is often left out. Although some companies, mainly in the resource sector, are already well established in Africa and are taking advantage of the countless economic opportunities presented to them, there is no doubt that this Canada-Africa partnership requires a coordinating and a facilitating force. CCAfrica has been excelling in that role for the past two decades, positioning Canadian companies in a competitive manner, while promoting a positive business image and a discourse of prosperity.”

Fertilizer Canada and Canadian Council on Africa share similar visions of empowering smallholder farmers in rural Africa, as well as sharing of experiences in delivery of plant nutrient programming to ensure a sustainable agricultural system for future generations; and as a result, aims to work collaboratively under this MoU that will increase Canadian awareness of Africa, particularly in the areas of agriculture and agri-business collaboration.



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The purpose of this Agreement is to clearly set forth the rights and obligations of the Parties under the Contribution Agreement and the CDF Canada Collaboration Agreement.

3. Shared Vision

Fertilizer Canada and Canadian Council on Africa have complementary objectives and goals to increase agricultural productivity and standards of living in Sub Saharan Africa.

Fertilizer Canada and Canadian Council on Africa believe that by working together in a public private partnership, measurable economic, societal, and environmental benefits can be achieved for smallholder farmers in the Africa.

Fertilizer Canada and Canadian Council on Africa believe that cost-effective and environmentally responsible soil management and enhancement is key to increased food production for small-holder farmers, and that scientifically based and site-specific application of organic and commercial fertilizers that come from the Right Source at the Right Rate, Right Time, and Right Place® (The 4R Nutrient Stewardship framework) has demonstrated potential to boost small-farmers' yields and incomes while improving environmental sustainability.

Fertilizer Canada and Canadian Council on Africa believe the small-holder farmers who choose to organize as members in autonomous co-operative enterprises to meet their needs, through improved production and marketing of their produce, have demonstrated potential to improve the lives of members, in particular women and children.

Fertilizer Canada and Canadian Council on Africa agree that co-operatives, other private sector actors, government extension workers and other future partners are important to the success and sustainability of their joint initiatives.

Fertilizer Canada and Canadian Council on Africa share a commitment to determining and measuring the impact of their joint interventions based on scientific approaches and indicators and considering the United Nations Sustainable Development Goals. 



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Fertilizer Canada and Canadian Council on Africa recognize that agronomic knowledge tools using science-based information are important to the success of the shared vision.

Fertilizer Canada and Canadian Council on Africa are committed to work for an agriculture which is broadly inclusive, innovative, and resilient, and that also includes the participation, leadership and drive of youth and women.

Fertilizer Canada and Canadian Council on Africa support principles of 4R Nutrient Stewardship.

4. Statement of Purpose

Through this MOU, Fertilizer Canada and Canadian Council on Africa have identified two areas of common interest to contribute to improved food-security and livelihoods for small holder farmers.

Joint Programming	Collaborate to implement the shared visions of the MOU through programs such as collaborate in training programs for the farming communities, share and access knowledge on improved technologies, agronomic practices
Shared Learning	To identify opportunities for Fertilizer Canada and Canadian Council on Africa to benefit from learning opportunities within each organization, and to learn about each other's' activities, and as well as incorporate agronomic knowledge in trainings, including 4R Nutrient Stewardship framework

5. Activities

During the time period of this MOU, Fertilizer Canada and Canadian Council on Africa will implement the following activities:

Joint Programming	To design and successfully implement various shared initiatives such as working collaboratively on designing and successfully delivering various programs to youth, farmers, women, farm groups, and partners;
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	experimental farms, incorporating agronomic knowledge, where applicable, of Fertilizer Canada, Canadian Council on Africa and APNI to existing training materials
Resource Mobilisation	To mobilize appropriate levels of assistance, funding, and resources for agreed upon collaborative efforts, such as bringing and delivering trainings to smallholder farmers etc.
Shared Learning	To have Canadian Council on Africa representatives participate in Fertilizer Canada’s various events, such as 4R Symposium, both in Canada and in target countries; and to have Fertilizer Canada representatives participate in Canadian Council on Africa events, such as trainings, lessons learned sessions, and other programming possibilities, as appropriate
4R Nutrient Stewardship Scientific authority	To ensure that science-based information is provided to achieve shared objectives, APNI is recognized by both Parties as the international scientific authority and will work with APNI as appropriate
Communications	To collaborate on public communications opportunities that appropriately represent Canadian Council on Africa, Fertilizer Canada and other stakeholders

6. Working Arrangements

Oversight of the MOU will be responsibility of the following representatives of Fertilizer Canada and Canadian Council on Africa:

For Fertilizer Canada:

Clyde Graham, Executive Vice President

For Canadian Council on Africa:

Mr. Nola Kianza, President & Chief Executive Officer





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Day-to-day implementation of the MOU will be the responsibility of the following representatives of Fertilizer Canada and Canadian Council on Africa:

For Fertilizer Canada: Clyde Graham, Executive Vice President

For Canadian Council on Africa: Mr. Nola Kianza, President & Chief Executive Officer

The names of these individuals can be changed by any written exchange (e.g. letters, emails) between the senior executive officers of the two parties.

Fertilizer Canada and Canadian Council on Africa agree to inform each other of the intent to include other stakeholders, including but not limited to private sector, governmental, and not-for-profit actors, in activities linked to this MOU.

This MOU forms the basis of other contractual relations between Fertilizer Canada and Canadian Council on Africa as these relate to the activities in section 5 on a case-by-case basis and subject to mutual agreement and the entering into by the parties of a definitive agreement in each case.

7. Financial Arrangements

Both Fertilizer Canada and Canadian Council on Africa will be responsible for all costs and expenses related to their own staff, maintenance of premises, and program activities. Sharing costs as related to implementing the activities described in section 5 will be determined on an on-going basis as mutually agreed upon by the Parties.

8. Monitoring and Reporting on the MOU

Fertilizer Canada and Canadian Council on Africa will each prepare written reports on the annual anniversary of the signature of this MOU. These reports will provide a yearly review and evaluation of project activities completed. 



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9. Modifications and Termination and Extensions/Renewals

- 9.1** Modification: This MOU can be modified at any time with the written consent of both parties.
- 9.2** Termination: Either party may terminate this MOU at any time without cause by providing the other party with thirty (30) days' prior written notice.
- 9.3** Extension/Renewals to this MOU can be made with prior written agreement of both parties.

10. Anti-fraud and Anti-corruption Policy

Fertilizer Canada and Canadian Council on Africa have in place mechanisms for the prevention, detection, reporting, denouncing and sanction of fraud and corruption that are an integral part of their best practices of governance and administration. Fertilizer Canada to comply with its *Business Principles and Code of Conduct*; and Canadian Council on Africa to comply with its internal controls and procedures as well as their values and the respective law in the country in which they operate. Fertilizer Canada and Canadian Council on Africa maintain a zero-tolerance approach with respect to fraud and corruption. These policies apply to both personnel, as well as to individuals and companies with which they maintain a relationship in different activities.

11. Privileges and Immunities

Nothing conferred in the present MOU, or related to same, is to be considered an express or tacit renunciation of the immunities and privileges, exonerations and benefits enjoyed by Fertilizer Canada and Canadian Council on Africa and its personnel in accordance with international law, treaties or international agreements or the national legislation of its Member States.



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12. General

Any charges or expenses incurred by either party in preparation for or as a result of this MOU or the parties' meetings and communications or any work done hereunder are to the sole account of the party incurring same unless otherwise agreed in writing.

The parties will not disclose the existence or content of this MOU to any third party without the prior written approval of both parties, which approval may be withheld in the sole discretion of either party.

This MOU does not represent, and in no way implies: (a) a partnership, joint venture or other commercial relationship between the parties; (b) an authorization for either party to act as the agent or representative of the other; (c) an agreement or commitment by either party to purchase, acquire, develop, or use the products or services of the other party; or (d) or an encouragement to either party to expend funds or other resources in the development of products or services.

IN NO EVENT SHALL EITHER PARTY BE LIABLE FOR SPECIAL, INCIDENTAL, PUNITIVE, INDIRECT OR CONSEQUENTIAL DAMAGES ARISING FROM OR CONNECTED WITH THIS MOU. ALL TANGIBLES AND INTANGIBLES PROVIDED PURSUANT TO THIS MOU ARE PROVIDED "AS IS" AND THE PARTIES MAKE NO WARRANTIES OR CONDITIONS, WHETHER EXPRESS, IMPLIED, STATUTORY, OR OTHERWISE, INCLUDING, WITHOUT LIMITATION, WARRANTIES OR CONDITIONS OF MERCHANTABILITY, MERCHANTABILITY QUALITY AND FITNESS FOR A PARTICULAR PURPOSE.

13. Effective Date

This MOU shall be effective upon the signature of authorized officials of both Fertilizer Canada and Canadian Council on Africa. It will be in force for a two (2) year period, beginning from the signature of this MOU and ending no later than June 30, 2025.

Parties of Fertilizer Canada and Canadian Council on Africa indicate agreement with this MOU by their signatures below.



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For Fertilizer Canada

2023/06/20

Date _____

Clyde Graham

For Canada Council on Africa

2023/06/20

Date _____

Mr. Nola Kianza



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APPENDIX 1

Declaration on advancing 4R Nutrient Stewardship in Global Crop Production Systems to Sustainably Feed The World

Preamble

Guided by the imperative of sustainable intensification of agriculture to meet the nutritional needs of 9.6 billion people by 2050, we declare that advancing 4R science, research, knowledge transfer and metrics for crop nutrition will support achievement of the United Nations Sustainable Development Goals and Climate Smart Agriculture.

Definition

We support 4R Nutrient Stewardship:

1. As defined by the principles of Right Source, Right Rate, Right Time, Right Place established by the International Plant Nutrition Institute in 4R Plant Nutrition, A Manual for Improving the Management of Plant Nutrition, 2013.
2. As branded under the 4R Nutrient Stewardship Identity Standards Reference Guide
3. As supported by the International Fertilizer Association in the document The Global “4R” Nutrient Stewardship Framework for Developing and Delivering Fertilizer Best Management Practices, May 2009
4. As instructed by the American Society of Agronomy in a series of five articles under the theme of "Know Your Fertilizer Rights" which appeared in *Crops & Soils* magazine, a publication of the American Society of Agronomy. The articles focused on the concepts behind fertilizer best management practices and increasing understanding of 4R nutrient stewardship. 2009

Commitment

We further declare our commitment to:

- Demonstrating sustainable nutrient management under 4R Nutrient Stewardship through balanced economic, social and environmental goals of our stakeholders, including farmers – especially smallholders and women -- consumers, food processors, researchers, conservationists, governments, development agencies, industry members and communities.



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- Supporting 4R Nutrient Stewardship Best Management Practices which align with the principles of Climate Smart Agriculture and contribute to the United Nations key deliverables for 2030.
- Fostering the science and research required to ensure that 4R Nutrient Stewardship can deliver the metrics required to provide all stakeholders evidence of the value and efficacy of this approach.
- Embracing partnerships with a wide range of stakeholders that share our aims.
- Increasing production/profitability for farmers while enhancing environmental protection and improving sustainability through 4R Nutrient Stewardship
- Adapting the 4R Nutrient Stewardship framework to boost smallholder farmers' yields and incomes while improving environmental sustainability.

The global community has a unique opportunity to take advantage of advancements made under 4R Nutrient Stewardship and to develop goals and indicators that balance environmental and economic performance.

Background

- Simply put, fertilizer is food for plants. It is responsible for nearly half of the world's food.
- Environmental stewardship and sustainability are not new ideas for the fertilizer industry, nor for farmers who have long embraced best management practices (BMPs) on their farms, yards and business operations.
- As we move forward, it is increasingly important to demonstrate our successes in measurable ways and also to identify areas of potential improvement.
- The fertilizer industry is committed to the use of the 4R Nutrient Stewardship system (Right Source @ Right Rate, Right Time and Right Place®) to minimize impact on the environment by embracing the economic, social and environmental goals.