



Memorandum of Understanding

This document constitutes a Memorandum of Understanding (MOU) between,

THE CANADIAN FERTILIZER INSTITUTE

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

Tel: (613) 230-2600

Fax: (613) 230-5142

E-mail: info@cfi.ca

(hereinafter referred to as "Fertilizer Canada")

and

THE CANADIAN CO-OPERATIVE ASSOCIATION

275 Bank Street, Suite 400, Ottawa, ON, K2P 2L6

Tel: (613) 238-6711

Fax: (613) 567-0658

Email: info@coopscanada.coop

(hereinafter referred to as "CCA")

1. Introduction

This Memorandum of Understanding (MOU) will serve as an overarching agreement in principle between the Canadian Fertilizer Institute (Fertilizer Canada), a not-for-profit corporation incorporated under Part II of the Canadian Corporations Act, and the Canadian Co-operative Association (CCA), a not-for-profit organization incorporated under the Canada Co-operative Associations Act, to voluntarily work together to increase food security for small-holder farmers in developing countries. This MOU in particular acts an overarching agreement to frame collaboration between Fertilizer Canada and CCA on a program in Sub-Saharan Africa that will include the 4R nutrient stewardship programming developed by Canada's fertilizer industry in partnership with the International Plant Nutrition Institute (IPNI) and The Fertilizer Institute (TFI) and the co-operative business expertise of Canada's co-operative sector.

2. Background

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 per cent of the world's fertilizer materials. Canada is the world's largest exporters of potash and elemental sulphur; Canada's fertilizer industry contributes over \$12 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.

CCA is a not-for-profit co-op that is incorporated under the Canada Co-operatives Act and operates as a subsidiary of Canada's national association of co-operatives and credit unions, Co-operatives and Mutuals Canada (CMC). Canada has a network of 8,500 co-operatives, with total assets of over CAD 350 billion and 150,000 employees. Canadian co-operators have been engaged internationally for more than 50 years through CCA and its predecessor organizations. CCA is governed by an independent Board of Directors made up of 10 individuals with strong links to Canada's co-operative business sector and international development professionals. CCA's mission is to establish and grow co-ops internationally that build a better world, where individuals and communities thrive economically, socially and culturally. Climate resilience and gender are key cross-cutting priorities in all of CCA's programs.

3. Shared Vision

Fertilizer Canada and CCA have complementary objectives and goals to increase food security in developing countries.

CCA and Fertilizer Canada believe that by working together, measurable economic, societal and environmental benefits can be achieved for smallholder farmers in sub-Saharan Africa and around the world.

Fertilizer Canada and CCA 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 CCA believe the small-holder farmers which choose to organize as members in autonomous co-operative enterprises to meet their needs, through improved production and marketing of their produce, has demonstrated potential to improve the lives of members, in particular women.

Fertilizer Canada and CCA 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 CCA share a commitment to determining and measuring impact of their joint interventions based on scientific approaches and indicators, considering indicators as identified by the United Nations Sustainable Development Solutions Network, the Food and Agriculture Organization's Climate Smart Agriculture Framework, and the Post 2015 Development Agenda and the planned Sustainable Development Goals.

Fertilizer Canada and CCA recognize that agronomic knowledge tools using science based information are important to the success of the shared vision. Fertilizer Canada has a long standing relationship with IPNI and recognizes the International Plant Nutrition Institutes (IPNI) as the International scientific authority of the 4R Nutrient Stewardship framework (Right Source @ Right Rate, Right Time, Right Place ®) for management of nutrients to ensure the protection of the environment, the production of safe food for consumers and the productivity of producers.

4. Statement of Purpose

Through this MOU, Fertilizer Canada and CCA have identified three areas of common interest to contribute to improved food-security for small holder farmers.

(1) Joint Programming	To design and implement programs that can obtain funding from outside sources to pursue the shared vision of this MOU.
(2) Resource Mobilisation	To collaborate in pursuing outside sources of funding and in-kind for programs that respond to the shared vision of this MOU, including from CFI's and CCA's respective members/sectors.
(3) Shared Learning	To identify opportunities for CFI and CCA employees to benefit from learning opportunities within each organization, and their members, to learn about each other's' activities.

5. Activities

During the time period of this MOU, Fertilizer Canada and CCA will implement the following activities:

(1) Joint Programming	To design and implement successfully the "Canadian Fertilizer Initiative", a planned project initiative by the Government of Canada, which CCA will lead in partnership with Fertilizer Canada.
(2) Resource Mobilisation	To endeavor to mobilize appropriate levels of funding and in-kind contributions for the proposed 5 year/\$20M CDN "Canadian Fertilizer Initiative"
(3) Shared Learning	To have CCA employees participate in Fertilizer Canada learning events, such as the International Stewardship

	Symposium; and to have Fertilizer Canada employees participate in CCA's annual events, such as its Annual General Meeting, annual lessons learned sessions, and other programming possibilities, as appropriate.
(4) 4R Nutrient Stewardship Scientific authority	To ensure that science based information is provided to achieved shared objectives, IPNI would be recognized as the International scientific authority and work with CCA and Fertilizer Canada as appropriate.
(4) communications	To collaborate on public communications opportunities that appropriately represent CCA and Fertilizer Canada and other stakeholders.

6. Working Arrangements

Oversight of the MOU will be responsibility of the following representatives of Fertilizer Canada and CCA:

For Fertilizer Canada : Garth Whyte, President and CEO

For CCA: Michael Casey, Executive Director

Day-to-day implementation of the MOU will be the responsibility of the following representatives of CFI and Fertilizer Canada:

For Fertilizer Canada: Clyde Graham, Sr. Vice President

For CCA: Michael Wodzicki, Director (Market Development)

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

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

This MOU forms the basis of other contractual relations between Fertilizer Canada and CCA, as these relate to the activities in section 5 on a case by case basis and subject to mutual agreement.

7. Financial Arrangements

Both CCA and Fertilizer Canada will be responsible for all items 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.

8. Monitoring and Reporting on the MOU

CCA and Fertilizer Canada 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.

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 with prior 30 day written notice.
- 9.3** Extension/Renewals to this MOU can be made with prior written agreement of both parties

10. Effectiveness Date

This MOU shall be effective upon the signature of authorized officials of both CFI and Fertilizer Canada. It will be in force for a six (6) year period, beginning August 22nd, 2015 and ending December, 31st, 2022.

Parties of CFI and CCA indicate agreement with this MOU by their signatures below.

For Fertilizer Canada

XXXXX XXXXX

Date _____

[Witness]

Date _____



FERTILIZER CANADA
FERTILISANTS CANADA



ASSOCIATION
DES COOPÉRATIVES
DU CANADA

For Canadian Co-operative Association (CCA)

XXXXX XXXXX

_____ Date _____

[Witness]

_____ Date _____

DRAFT