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PROGRAM ACHIEVEMENTS

75 Partnerships

More than 1.8 million farmers cultivating 884,408 hectares of land

154 technologies and management practices commercialized

More than $133 million in sales of technologies by partners to smallholders farmers

More than $113 million in leverage spent by partners
A DECADE OF TRANSFORMATIONAL IMPACT

Feed the Future Partnering for Innovation (Partnering for Innovation) has changed the landscape for supporting agriculture in emerging markets. Since its inception in 2012, Partnering for Innovation, a U.S. Agency for International Development (USAID)-funded program implemented by Fintrac Inc., built 75 partnerships with agribusinesses to help them sell new technologies and management practices to smallholder farmers, who represent a potential market of more than 500 million customers worldwide.

The program’s shared-value partnerships have catalyzed the private sector to enter, expand, and achieve commercial sustainability in smallholder farmer markets around the world. Businesses are provided with the investment assistance, expert guidance, and technical support necessary to create a growing and lasting customer base for their agricultural innovations.

More than 1.8 million smallholder farmers have purchased over $133 million worth of these agricultural technologies, enabling them to boost farm production, raise incomes, reinvest in their businesses, and strengthen food security.

Learn how Partnering for Innovation’s engagement with the private sector over the past decade has resulted in transformational impacts for private sector businesses and smallholder farmers alike.
Why Partner with the Private Sector?

Partnering for Innovation found that de-risking investment by private sector actors to target and reach the smallholder farmer market segment expands access to the products and services smallholder farmers need to make farming productive and profitable. At the same time, this approach builds more inclusive market systems and presents an opportunity to:

- **Catalyze Private Sector Investment.** Private sector businesses have funds to invest in their business growth, and private sector partnerships can leverage those resources in activities that benefit smallholder farmers. Leveraging investment from private sector partners and making it a condition for grant funding incentivizes companies to build sustainable, profitable, and long-term market relationships with smallholder farmers.

- **Create Results at Market Scale.** Investing in the private sector has the potential to exponentially increase the number of smallholder customers for individual businesses while also influencing the way market systems operate and making them more inclusive. By firmly establishing successful new products in the smallholder market, businesses can demonstrate the viability of that market segment. This approach in turn attracts or “crowds-in” new agribusinesses and service providers that also target smallholder farmers.

- **Address Key Market Constraints.** Businesses need investment support to scale up operations and de-risk outreach to smallholder farmers. Grant funding incentivizes companies to target hard-to-reach markets and test different sales and product strategies that might otherwise be perceived as too risky.

- **Generate Sustainable Results.** Investing in private sector businesses sparks a sustainable cycle of profitability for both farmers and agribusinesses. Farmers benefit from commercial access to needed goods and services, and businesses gain a profit incentive to build an efficient, sustainable market presence.
How to Partner with the Private Sector?

Performance-based grant investments tied to strategic business targets help companies achieve commercial goals while contributing to development gains. To partner effectively with the private sector, investors, donors, and implementing partners should:

- **Take a Portfolio Approach to Investment.** Look at all investments together, along with other market actors, opportunities, and constraints to determine if a portfolio has a balanced mix of businesses intervening at different points along the value chain. A portfolio should have a handful of risky, innovative investments balanced with less risky, more traditional ones.

- **Select Businesses with Strong, Committed Leaders.** Some businesses have a vocal internal champion for targeting the smallholder market, but if the key decision-makers are not fully invested, it is a warning sign that the potential partnership does not benefit the company’s bottom line.

- **Negotiate Upfront for Clear Outcomes.** Asking private sector businesses to risk selling new products to new customers requires transparent negotiation upfront. Negotiation should allow the investor and business to reach a mutually beneficial agreement on partnership opportunities, risks, incentives, and results.

- **Allow for More Flexibility.** Market systems, particularly in the agricultural sector, are unpredictable. Performance-based or fixed-amount investments allow businesses to change approach and pivot activities in response to changing market demands.

- **Focus on Long-Term Impact.** Rushing a business to deliver concrete sales and impact outcomes can result in a geographical, financial, or operational overextension simply to meet partnership targets. Investment timeframes should reflect the reality of launching new products in hard-to-reach markets and partnership milestones should include near-term sales targets and longer-term strategic goals.

- **Limit Additional Reporting Requirements.** Burdensome reporting requirements can prevent businesses from partnering with donors. Instead of requiring companies to develop new data tracking systems or financial documentation policies that do not contribute to their bottom line, use a businesses’ existing administrative, production, and sales systems to obtain needed data for partnership reporting.
BANGLADESH

The Metal
POSTHARVEST PROCESSING AND STORAGE
PROGRAM PARTNERSHIP PERIOD: JANUARY 2016 – JUNE 2017

Achievements:
The Metal established six farm machinery hubs and sold 96 reapers to local service providers, which provided reaping services to 4,060 smallholder farmers.

Purpose:
Established farm machinery hubs for integrated marketing, education, training, and aftersale services in support of reaper commercialization. On average, it takes six laborers approximately eight hours to manually reap one acre of paddy or wheat; a reaper can accomplish this work in only one hour.

Approach:
Although reapers are typically too expensive for a single smallholder farmer to purchase, the concentration of smallholder farmers in a small area provides a lucrative business opportunity for reaping service entrepreneurs. The Metal marketed reapers to local service providers, which offered fee-based reaper services to smallholder farmers. The Metal also managed the post-sale maintenance of the reapers and launched comprehensive marketing, promotional, and public awareness campaigns to showcase reaper technology at market days and demonstration plots.
Moana Technologies
ANIMAL HEALTH AND PRODUCTIVITY
PROGRAM PARTNERSHIP PERIOD: MARCH 2014 – MARCH 2016

ACHIEVEMENTS:
Through its partnership with Moana Technologies, MKA Hatchery sold 53.6 million disease-free shrimp to 1,075 smallholder farmers at a value of $304,471. With strong sales and increased production following the end of the program partnership, MKA Hatchery sold an additional 150 million shrimp to 3,000 farmers by September 2016.

PURPOSE:
Introduced disease-free black tiger shrimp broodstock in Bangladesh through MKA Hatchery, which can sell the offspring to the country’s smallholder shrimp farmers. The farmers grew these juvenile shrimp more than twice as fast as wild shrimp, and the higher-quality shrimp commanded a significantly higher price than other varieties in the export market.

APPROACH:
Moana Technologies and MKA Hatchery, a mutually invested partner, shared a vision of the potential of specific pathogen-free shrimp to transform the shrimp market in Bangladesh. Moana Technologies provided technicians to upgrade MKA Hatchery’s shrimp production, biosecurity, and distribution facilities.

Promethean Power Systems
POSTHARVEST PROCESSING AND STORAGE
PROGRAM PARTNERSHIP PERIOD: MARCH 2017 – AUGUST 2019

ACHIEVEMENTS:
Promethean Power Systems aimed to provide 3,000 smallholder farmers with access to a dairy cold storage chain to reduce spoilage, improve quality, increase farmers’ income, and incentivize production.

PURPOSE:
Introduced and sold milk chillers to dairy processors in Bangladesh that source from smallholder farmers.

APPROACH:
Promethean Power Systems developed cold storage solutions for processors in areas with inconsistent electricity and where individual farmers produced relatively small quantities of milk. To expand its business into Bangladesh, Promethean Power Systems established a local team, developed relationships with dairy processors, conducted equipment trials, and launched an outreach campaign about the benefits of dairy cold storage.
Tolaro Global

POSTHARVEST PROCESSING AND STORAGE

PROGRAM PARTNERSHIP PERIOD: MAY 2016 – MAY 2018

ACHIEVEMENTS:
Tolaro Global received fair trade certification for its cashews in early 2017, allowing it to charge a price premium (a portion of which is passed through to farmers) when selling in U.S. and European markets. Tolaro Global purchased cashews at a premium price from more than 3,230 smallholder farmers.

PURPOSE:
Supported Benin’s processors and smallholder growers in gaining significant value-added retail income from in-country cashew processing. More than 40 percent of the world’s raw cashews are grown in West Africa, and more than 90 percent of it is exported for roasting, seasoning, and packaging.

APPROACH:
Tolaro Global established an organic and fair trade-certified cashew roasting, seasoning, and packaging plant to sell retail-quality cashews to overseas markets. The company sourced raw cashews from 3,230 smallholder farmers and provided them with specialized agronomic training.

COVID-19 PANDEMIC RESPONSE (AUGUST 2020 - JULY 2021):
Partnering for Innovation provided COVID-19 economic response assistance to support Tolaro Global’s shift to develop new value-added cashew products and launch an e-commerce platform.
ATEC* Biodigesters International
IMPROVED INPUTS AND PRODUCTION
PROGRAM PARTNERSHIP PERIOD: JANUARY 2019 – JANUARY 2022

ACHEEEMENTS:
ATEC* Biodigesters International sold 1,125 plug-and-play biodigester systems that enabled smallholder farmers in Cambodia to convert animal manure into organic fertilizer while producing biogas for cleaner cooking.

PURPOSE:
Produced, sold, and distributed small-scale “plug-and-play” biodigester systems, tailored to the needs of smallholder farmers, that convert animal manure into organic fertilizer for improved soil health and increased agricultural yields. The biodigester also produced biogas for cooking, which reduces farmers’ dependence on firewood, prevents deforestation, and addresses kitchen air pollution.

APPROACH:
ATEC* Biodigesters International piloted and scaled a self-financing model called PayGo to improve access and offer flexible payment terms to qualified smallholder farmers, and undertook new sales techniques and promotions in response to COVID-19-related challenges, such as a “try before you buy” guarantee enabling new customers to try out a biodigester for three months before making an initial payment. ATEC* Biodigesters International also scaled-up its call center operations to drive remote sales.
WorldFish
ANIMAL HEALTH AND PRODUCTIVITY
PROGRAM PARTNERSHIP PERIOD: AUGUST 2013 - JULY 2014

ACHIEVEMENTS:
WorldFish established 50 small-scale Water and Fish (WISH) ponds in the Tonle Sap region of Cambodia under this partnership. Because this was a pilot activity, WorldFish also trained transfer agents at two partner community-based organizations who continued to promote WISH pond technology after the trial period.

PURPOSE:
Promoted aquaculture as a food security and income-generation activity for Cambodian households. On average, the WISH pond model yields three times more fish per unit than traditional ponds and the model’s more efficient feed sources dramatically reduce the cost of feed in fish production.

APPROACH:
The WISH pond model is intensive and small-scale, with ponds ranging in size from eight to 20 square meters. Ponds are made of plastic sheeting or cement, and are stocked intensively with 600 fish per pond. The system concentrates on farming the pangasius catfish (Pangasius hypophthalmus). WorldFish worked with local community-based organizations to scale uptake and outreach in target communities.
Farm Africa
ACCESS TO FINANCE
PROGRAM PARTNERSHIP PERIOD: FEBRUARY 2020 - JULY 2021

ACHIEVEMENTS:
Farm Africa and sub-partner Root Capital enabled 11,000 coffee farmers in the Democratic Republic of the Congo, Uganda, and Rwanda to strengthen their resilience to volatile coffee prices. The partnership exceeded goals with the approval of $700,000 in new loans to two smallholder coffee cooperatives following successful completion of trainings in price risk management. The trainings, which provided strategies for mitigating exposure to price fluctuations in the coffee market, were conducted for 97 representatives from 38 producer organizations, exceeding the partnership training goal of 30 producer organizations.

PURPOSE:
Equipped producer organizations with the knowledge, tools, and financing necessary to reduce risk of volatile prices in the coffee market and foster more stable incomes for smallholder coffee farmers.

APPROACH:
Farm Africa and partner Root Capital conducted training workshops for a minimum of 90 representatives from 30 producer organizations in the Democratic Republic of the Congo, Uganda, and Rwanda. The trainings improved the capacity of producer organizations in each country through tailored strategies and tools aimed at better understanding and mitigating exposure to volatile price fluctuations in coffee markets. Producer organizations that completed the training and demonstrated improved price risk management capacities were considered for loans from Root Capital.
**Acceso Oferta Local – Productos de El Salvador, S.A. DE C.V.**

**POSTHARVEST PROCESSING AND STORAGE**

PROGRAM PARTNERSHIP PERIOD: FEBRUARY 2019 – JULY 2021

**ACHIEVEMENTS:**

Acceso Oferta Local expanded and connected its network of smallholder farmers to the country’s growing market for high-value processed vegetables. Through this partnership, the first-of-its-kind vegetable processing and washing facility opened in El Salvador and more than 10 million pounds of vegetables were sold to major supermarkets and restaurants. Acceso Oferta Local added 150 smallholder farmers to its outgrower network and provided them with technical assistance, training, and access to improved inputs and equipment.

**PURPOSE:**

Expanded Acceso Oferta Local’s production, processing, and sale of locally-sourced products to supermarkets and restaurants in El Salvador.

**APPROACH:**

Acceso Oferta Local established the first El Salvadorian lettuce and potato processing facility that guarantees international food safety standards and meets demand for local produce from supermarkets and restaurants. To support this expansion, Acceso Oferta Local added smallholder farmers to its outgrower network. These farmers were linked to high-value, reliable markets and received control and sanitation training, technical assistance on proper use of inputs, such as disease-resilient seedlings, and access to key equipment, like microtunnels and irrigation, to increase yields.
EthioChicken
ANIMAL HEALTH AND PRODUCTIVITY

PROGRAM PARTNERSHIP PERIOD: MARCH 2015 – DECEMBER 2016

**ACHIEVEMENTS:**
Through a trained network of commissioned sales agents, EthioChicken sold 3.2 million day-old chicks and 3,073 tons of high-quality poultry feed to 342,172 smallholder farmers (80 percent of whom were women). In the nine months following the end of the partnership, EthioChicken reported additional sales of 5.7 million chicks and 8,100 tons of feed.

**PURPOSE:**
Sold an improved variety of chicken along with affordable, nutritious feed to smallholder farmers. Compared with local breeds, the improved breed produced more than four times as many eggs annually and grew 150 percent larger during the first three months.

**APPROACH:**
EthioChicken introduced improved chicken breeds to Ethiopia by scaling up its hatchery operations, expanding its network of sales agents to reach more farmers in rural areas, and improving feed production and distribution. EthioChicken also trained rural extension workers to raise the chickens to adolescence and then sell them to smallholder farmers.

**COVID-19 PANDEMIC RESPONSE (JULY 2020 - JULY 2021):**
Partnering for Innovation provided COVID-19 economic response assistance to EthioChicken to increase its inventory of parent stock feed to protect against supplier delays and to deliver pandemic-related safety trainings to its sales agents.
Rockland Farms - Edith Wheatland, Founder

ACCELERATING WOMEN ENTREPRENEURS (AWE) PRIZE

PROGRAM PARTNERSHIP PERIOD: 2018

PURPOSE:

The Accelerating Women Entrepreneurs (AWE) Prize aimed to address the financial access gap that affects women-owned, Africa-based businesses. Recipients received a package of acceleration services to help advance the growth of their companies.

APPROACH:

Edith Wheatland established her poultry company, Rockland Farms, in Ghana in 2013. Starting with 8,000 egg layers, the company has grown to 60,000 layers with a staff of 35 people, many of them female outgrowers receiving inputs on credit. Through the AWE Award, she developed a detailed financial plan and an investment memo to perfect her business pitch to potential investors. These acceleration services gave Rockland Farms the financial traction it needed to expand its operations. Three international investment companies and three financial institutions in Ghana expressed interest in investing in Rockland Farms. With the money raised, Edith planned to expand operations to meet increasing demand for eggs by offering inputs on credit to additional women’s groups and by establishing an egg processing plant in the country.
Mercy Corps, with Rana Labs
ACCESS TO FINANCE
PROGRAM PARTNERSHIP PERIOD: MARCH 2016 – AUGUST 2018

ACHIEVEMENTS:
Contributions to savings and loan groups by 1,351 Guatemalan youth, and engagement of 1,535 Guatemalan youth in formal discussions on technical agronomic and social topics.

PURPOSE:
Organized savings and loan groups for Guatemalan youth, providing access to formal credit that increased their ability to generate income.

APPROACH:
Mercy Corps, through its AgriJoven project, engaged youth in formal discussions on agronomic and social topics, and encouraged them to purchase agricultural technologies to help improve on-farm productivity. Rana Labs, a digital media agency, trained youth on video production using smartphone technology to provide mobile extension services and promote the savings and loan groups. These groups are also connected to exporters, such as Fair-Fruit, which provided an end-market for products.
Mercy Corps, with Syngenta Foundation for Sustainable Agriculture and Farmforce

INFORMATION AND COMMUNICATIONS TECHNOLOGY

PROGRAM PARTNERSHIP PERIOD: JULY 2014 – SEPTEMBER 2018

Achievements:
Nine businesses in Guatemala purchased Farmforce software, providing full electronic traceability for 6,300 smallholder farmers. In July 2017, using funding from the USAID Bureau for Latin America and the Caribbean, Partnering for Innovation signed an agreement with the Syngenta Foundation for Sustainable Agriculture to expand the commercialization of Farmforce to four new countries in the region. Fourteen businesses in Guatemala have purchased the Farmforce software, providing electronic traceability for more than 5,564 smallholder farmers. Three businesses in the Dominican Republic, Colombia, and Honduras also purchased the software.

Purpose:
Provided Guatemalan producers with tracking abilities needed for exporters to comply with the U.S. Food and Drug Administration’s Food Safety Modernization Act. Access to electronic traceability will enable Guatemalan producers to engage with the U.S. market once the Act is fully implemented.

Approach:
Mercy Corps, through the program partnership, facilitated the commercialization of Farmforce, which is customizable, helps exporters comply with Global Good Agricultural Practice requirements, and tracks pesticide use, location, electronic loan payments, and mobile phone receipts.
Popoyán

IMPROVED INPUTS AND PRODUCTION

PROGRAM PARTNERSHIP PERIOD: JUNE 2015 – SEPTEMBER 2018

**ACHIEVEMENTS:**

Organic pest management of 3,791 hectares of land in the Western Highlands of Guatemala and $329,317 in sales of biological pest products by smallholder farmers.

**PURPOSE:**

Increased production, marketing, and sales of beneficial insect and biological pest control products.

**APPROACH:**

Popoyán established 246 demonstration plots showing the value of beneficial insects and other organisms in improving plant health in horticultural crops, and trained 6,299 smallholder farmers in integrated pest management.

Semilla Nueva

IMPROVED INPUTS AND PRODUCTION

PROGRAM PARTNERSHIP PERIOD: FEBRUARY 2019 – JANUARY 2021

**ACHIEVEMENTS:**

Semilla Nueva commercialized Fortaleza F3, a biofortified maize variety that helps reduce malnutrition and stunting and increases yields by up to 10 percent. A total of 4,034 bags of biofortified seed was sold to more than 4,000 smallholder farmers in eleven geographical regions of the country.

**PURPOSE:**

Commercialized biofortified maize seed to increase maize yields and helped reduce high rates of malnutrition and stunting in Guatemala.

**APPROACH:**

Semilla Nueva increased sales of Fortaleza F3, a biofortified maize seed that improves maize yields by up to 10 percent and helps reduce malnutrition and stunting. The improved seed contains 30-80 percent more protein and almost 40 percent more zinc than traditional maize varieties. Using agrodealer networks, Semilla Nueva increased the demand for the seed by organizing demonstration plots and field days for smallholder farmers and by expanding market demand among buyers, traders, and processors.
Servicios de Post-Cosecha

IMPROVED INPUTS AND PRODUCTION

PROGRAM PARTNERSHIP PERIOD: MAY 2016 – AUGUST 2018

ACHIEVEMENTS:

4,369 producers (mostly youth) accessed improved potato seed to increase their productivity and incomes.

PURPOSE:

Increased the use of certified seed among Guatemala’s smallholder farmers. The country is Central America’s largest producer of potatoes, yet only 5 percent of farmers use certified seed.

APPROACH:

Servicios de Post-Cosecha introduced new potato seed varieties sold under its Papais brand. With technical support from the International Potato Center, the company established a laboratory, nursery, and greenhouse to produce certified seed in the Western Highlands of Guatemala. Servicios de Post-Cosecha and local partners, Dayco and the Asociación de Organizaciones de los Cuchumatanes, recruited and trained seed outgrowers to grow certified seed and establish direct market access to buyers.

COVID-19 PANDEMIC RESPONSE (JULY 2020 - JULY 2021):

Partnering for Innovation provided COVID-19 economic response assistance to support Servicios de Post-Cosecha in conducting online marketing directly to smallholder customers and launching a local distribution model for its certified potato seed.
ACHIEVEMENTS:
The CoolBot helped increase incomes for smallholder farmers by providing reliable cold storage for exporters and associations that source from them. As many as 48,150 smallholder farmers in Guatemala and Honduras benefitted from the increased availability of affordable cold storage during this partnership.

PURPOSE:
Commercialized Store It Cold’s CoolBot, the only low-cost alternative to traditional refrigeration in Central America.

APPROACH:
The CoolBot attaches to a standard air conditioner to regulate and control the temperature of an insulated room, extending shelf life, maintaining quality, and reducing rejection rates for horticultural crops. Store It Cold worked with PartnerHero, a Honduras-based consultancy business, to establish in-country operations and hire knowledgeable and well-trained local staff with an understanding of the market and customers. Store It Cold signed a distribution agreement with a Guatemalan business, Industrias Servin, to handle sales of cold store rooms and refrigerated trucks. Store It Cold held two launch events and gave 24 demonstrations with its mobile cold storage unit, reaching nearly 1,000 potential customers in Honduras and Guatemala who work in agricultural sectors.
Solutions S.A., with GeoNova
INFORMATION AND COMMUNICATIONS TECHNOLOGY
PROGRAM PARTNERSHIP PERIOD: MARCH 2017 – JULY 2019

ACHIEVEMENTS:
Newly formed mango producer groups with 4,218 producers became eligible to receive a price premium from exporters.

PURPOSE:
Helped formalize the export mango sector in Haiti.

APPROACH:
Solutions, a Haitian information technology business, partnered with GeoNova to organize growers into mango producer groups. Using its Agro Tracking software, Solutions provided electronic traceability for mangoes grown by the groups, ensuring compliance with U.S. import regulations and enabling sales to exporters requiring full traceability. Solutions and GeoNova also provided producer groups with training in agricultural practices to improve the quality of mangoes.
Syngenta Foundation for Sustainable Agriculture and Farmforce

INFORMATION AND COMMUNICATIONS TECHNOLOGY

PROGRAM PARTNERSHIP PERIOD: JULY 2017 - AUGUST 2018

ACHEIVEMENTS:
Accelerated market introduction of Farmforce electronic traceability software in Honduras.

PURPOSE:
Provide Honduran producers with electronic traceability software needed for exporters of their products to comply with Global Good Agricultural Practice requirements and the U.S. Food and Drug Administration’s Food Safety Modernization Act.

APPROACH:
Syngenta Foundation for Sustainable Agriculture facilitated the commercialization of Farmforce, which is customizable, helps exporters comply with Global Good Agricultural Practice requirements, and tracks pesticide use, location, electronic loan payments, and mobile phone receipts.
Zamorano University
IMPROVED INPUTS AND PRODUCTION
PROGRAM PARTNERSHIP PERIOD: APRIL 2015 – JUNE 2017

**ACHIEVEMENTS:**
Zamorano University sold 10,400 doses of NemaPower to smallholder farmers through its relationship with producers and four commercial distributors.

**PURPOSE:**
Produced beneficial nematodes to control insect infestations in select horticultural crops.

**APPROACH:**
Zamorano University increased production and sold 20 times more doses of NemaPower, which costs less than pesticides and reduces infestations by as much as 98 percent in six months. A smallholder farmer training program was created and local cooperatives and businesses served as distributors for the product. Zamorano University worked with Walmart to train the company’s technicians in the use of NemaPower and to supply its pest control orders with the product.
Store It Cold
POSTHARVEST PROCESSING AND STORAGE
PROGRAM PARTNERSHIP PERIOD: JANUARY 2016 – AUGUST 2018

ACHIEVEMENTS:
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Neumann Gruppe GmbH
RESILIENCE
PROGRAM PARTNERSHIP PERIOD: MARCH 2019 – JULY 2021

ACHIEVEMENTS:
Neumann Gruppe GmbH strengthened the resilience of more than 62,000 Honduran and Kenyan smallholder coffee farmers in the company’s supply chain by embedding technical assistance and access to finance. Through the partnership, Neumann Gruppe GmbH helped smallholder coffee farmers better manage and mitigate shocks and stressors, and surpassed partnership goals with the purchase of 5,371 metric tons of green coffee from 89 smallholder cooperatives in Honduras and received 20,783 metric tons of fresh coffee cherries from 11 cooperatives in Kenya. The company also provided financing to 215 individual producers and 91 cooperatives in Honduras, and disbursed financing to 16 coffee cooperatives in Kenya, valued at more than $1 million.

PURPOSE:
Expanded access to finance for smallholder coffee producers to encourage land investment, increase production, and improve resiliency to climate shocks and fluctuating market prices.

APPROACH:
Neumann Gruppe GmbH established smallholder service units in Honduras to provide loans to coffee cooperatives, helping to facilitate access to improved inputs and training, and also guaranteeing steady buyers and incomes for producers of high-quality coffee. By expanding access to finance through short- and long-term loans, smallholder coffee producers invested in their farms’ resilience, such as replacing old and increasingly less productive coffee trees with improved varieties.
Driptech
WATER RESOURCE MANAGEMENT
PROGRAM PARTNERSHIP PERIOD: JULY 2013 – NOVEMBER 2014

**ACHIEVEMENTS:**
More than 1,700 Instakits, a small-scale drip irrigation system, were sold to farmers in India and sub-Saharan Africa, contributing to yield increases of 50 percent and labor savings of 80 percent.

**PURPOSE:**
Commercialized Instakit, a small-scale drip irrigation system, to benefit smallholder farmers.

**APPROACH:**
Driptech worked with vegetable export businesses, local distributors, and importers to install Instakit. The system is affordable, customizable, and can be installed in less than three hours.
Agri Seedco Limited

RESILIENCE

PROGRAM PARTNERSHIP PERIOD: APRIL 2019 - MARCH 2022

ACHIEVEMENTS:
Agri Seedco Limited sold 221 metric tons of improved sorghum seed to smallholder farmers.

PURPOSE:
Increased the availability of two sorghum seed varieties (SC Sila and SC Smile) that are drought-resistant, reach maturity faster than traditional varieties, and are more resilient than maize.

APPROACH:
Agri Seedco Limited increased smallholder farmers’ resilience to climate change and environmental shocks by increasing the availability of two varieties of improved sorghum seed in the Kenyan market. Sorghum is an alternative to maize production for farmers in the country because it is less prone to pests and is popular as an ingredient to enrich ugali, a staple. Agri Seedco Limited partnered with the Cereal Growers Association to deliver trainings on good agricultural practices and business management to farmers producing sorghum. The company also conducted surveys with sorghum farmers to gain insights about their willingness to pay for the improved sorghum varieties and the type of production-enhancing services of interest to them.
Grameen Foundation and Musoni Microfinance Ltd.

ACCESS TO FINANCE

PROGRAM PARTNERSHIP PERIOD: FEBRUARY 2016 – JUNE 2017

ACHIEVEMENTS:
Disbursed $5.3 million in new loans to nearly 14,000 new loan recipients.

PURPOSE:
Expanded Kilimo Booster, a loan tailored for smallholder farmers with flexible terms and a customizable grace period based on seasonal cash flow.

APPROACH:
Grameen Foundation supported the sustainable growth of Musoni’s Kilimo Booster loan for smallholder farmers by developing a software that streamlined the loan application process, shortened the approval and disbursement turnaround time, and increased the company’s profitability by reaching a greater market share of smallholder borrowers.

COVID-19 PANDEMIC RESPONSE (AUGUST 2020 - JULY 2021):
Partnering for Innovation provided COVID-19 economic response assistance to support Musoni Microfinance Ltd. in expanding use of an integrated web-based application to help manage its Kilimo Booster loan products.

MEA Fertilizers

IMPROVED INPUTS AND PRODUCTION

PROGRAM PARTNERSHIP PERIOD: OCTOBER 2014 – FEBRUARY 2018

ACHIEVEMENTS:
More than 3,202 legume farmers applied BIOFIX to crops on 640 hectares of land.

PURPOSE:
Met the high demand among Kenyan farmers for BIOFIX, a rhizobial inoculant for legumes that increases yields by 40 percent.

APPROACH:
MEA Fertilizers increased the amount of BIOFIX on the market by 50 percent by reducing production time from 21 days to seven days. The company made BIOFIX available in a wider range of quantities — packages of 10, 20, and 50 grams — that are more suitable to Kenya’s varied farm sizes. MEA Fertilizers also organized demonstration plots, farmer trainings, and after-sales support.
Netafim, with Amiran Kenya Ltd.
WATER RESOURCE MANAGEMENT


ACHIEVEMENTS:
Sold Family Drip System irrigation kits valuing $406,157 to 524 farmers.

PURPOSE:
Drove sales of the Family Drip System, a comprehensive gravity-based drip irrigation system available in a range of sizes for smallholder farmers.

APPROACH:
Netafim worked with the financial advisory firm Connexus to develop an innovative loan product, offered through commercial bank partners, to make the Family Drip System more affordable. The product offered current market rates with a three-month grace period, a cash flow rather than collateral-based system, and a 50 percent loan balance buy-back guarantee from Amiran Kenyan Ltd. Netafim also established a call center to provide customized after-sale technical support to smallholder farmer customers.

Purdue University, with Bell Industries
POSTHARVEST PROCESSING AND STORAGE

PROGRAM PARTNERSHIP PERIOD: SEPTEMBER 2013 – SEPTEMBER 2014

ACHIEVEMENTS:
More than 1.2 million Purdue Improved Crop Storage (PICS) bags sold to 208,000 smallholder farmers in Kenya, including more than 1.1 million bags after the partnership.

PURPOSE:
Increased smallholder grain producers’ use of PICS bags to reduce postharvest losses, improve ability to store grain for household food security, and provide farmers the option to delay grain marketing to capture increased commodity prices between harvest seasons.

APPROACH:
The PICS bags, developed by Purdue University and marketed by local private sector partner Bell Industries, provide small-scale hermetic grain storage to reduce postharvest pest damage. The bags can store up to 100 kilograms of grain.

COVID-19 PANDEMIC RESPONSE (AUGUST 2020 - JULY 2021):
Partnering for Innovation provided COVID-19 economic response assistance to support Bell Industries in adapting its business operations to overcome pandemic-related mobility restrictions and to drive sales of PICS bags.
Surehatch
ANIMAL HEALTH AND PRODUCTIVITY
PROGRAM PARTNERSHIP PERIOD: JULY 2014 – JULY 2015

ACHIEVEMENTS:
Sold 250 egg incubators to smallholder Kenyan farmers and farmer cooperatives, and established a trained sales force.

PURPOSE:
Sold small-scale egg incubators and provided training as well as post-sales technical and veterinary support to Kenyan smallholder farmers starting poultry businesses.

APPROACH:
Surehatch introduced its small-scale egg incubators, which increased hatch rates tenfold over traditional practices. The company organized free monthly workshops about the benefits of effective poultry management and egg incubation, and established and trained a sales team.

Takaful Insurance of Africa Limited
RESILIENCE
PROGRAM PARTNERSHIP PERIOD: MARCH 2019 – JULY 2021

ACHIEVEMENTS:
Takaful Insurance of Africa Limited and partner Project Concern International exceeded partnership goals with the sale of 9,641 Index-Based Livestock Takaful (IBLT) policies - 6,726 of them bundled with the AfriScout application – to Kenyan pastoralists. The company also completed a follow-up survey to assess the impact of the IBLT/AfriScout bundle on pastoralist livelihoods. The survey provided insights into customers’ willingness-to-pay and, with the use of the company’s Net Promoter Score, the likelihood of their recommending the product to others.

PURPOSE:
Supported Kenya’s pastoralists to manage the risk of more frequent droughts by selling index-based livestock insurance that allows them to purchase water and forage or fodder to keep their herds healthy in times of shocks and stresses.

APPROACH:
Takaful Insurance of Africa Limited addressed the challenges faced by pastoralists in Kenya by offering index-based livestock insurance that uses predefined drought conditions to trigger automatic payments. This lifeline to pastoralists allowed them to purchase forage and water for their herds while reducing negative coping strategies such as distressed sales and overgrazing.
**Twiga Foods**

**INFORMATION AND COMMUNICATIONS TECHNOLOGY**

**PROGRAM PARTNERSHIP PERIOD: MARCH 2017 – AUGUST 2018**

**ACHIEVEMENTS:**
Twiga Foods increased the number of smallholder farmers it sources from by 7,539.

**PURPOSE:**
Used a mobile business-to-business (B2B) platform to connect smallholder vegetable farmers with informal urban produce markets and enhance supply chains.

**APPROACH:**
Twiga Foods expanded its network of rural collection centers, where it aggregates produce from smallholder farmers, from eight to 33. The expansion provided a market for more farmers and offered urban vendors better and more affordable produce to sell. The company’s innovative B2B platform generated rich data that improved its processes. Twiga Foods aims to replicate its model in other African cities to improve supply chains for fresh produce from rural smallholder farmers.
Neumann Gruppe GmbH
RESILIENCE
PROGRAM PARTNERSHIP PERIOD: MARCH 2019 – JULY 2021

ACHIEVEMENTS:
Neumann Gruppe GmbH strengthened the resilience of more than 62,000 Honduran and Kenyan smallholder coffee farmers in the company’s supply chain by embedding technical assistance and access to finance. Through the partnership, Neumann Gruppe GmbH helped smallholder coffee farmers better manage and mitigate shocks and stressors, and surpassed partnership goals with the purchase of 5,371 metric tons of green coffee from 89 smallholder cooperatives in Honduras and received 20,783 metric tons of fresh coffee cherries from 11 cooperatives in Kenya. The company also provided financing to 215 individual producers and 91 cooperatives in Honduras, and disbursed financing to 16 coffee cooperatives in Kenya, valued at more than $1 million.

PURPOSE:
Expanded access to finance for smallholder coffee producers to encourage land investment, increase production, and improve resiliency to climate shocks and fluctuating market prices.

APPROACH:
Neumann Gruppe GmbH established smallholder service units in Honduras to provide loans to coffee cooperatives, helping to facilitate access to improved inputs and training, and also guaranteeing steady buyers and incomes for producers of high-quality coffee. By expanding access to finance through short- and long-term loans, smallholder coffee producers invested in their farms’ resilience, such as replacing old and increasingly less productive coffee trees with improved varieties.
African Agricultural Technology Foundation
IMPROVED INPUTS AND PRODUCTION
PROGRAM PARTNERSHIP PERIOD: JANUARY 2014 – JANUARY 2018

**ACHIEVEMENTS:**
At least 100,841 smallholder farmers purchased and planted 634 tons of herbicide-coated maize seed.

**PURPOSE:**
Commercialized StrigAway, a maize seed with the herbicide imazapyr, to prevent the spread of the parasitic weed, Striga. The weed infests 1.4 million hectares of farmland in Kenya, Tanzania, and Uganda, and causes significant loss of staple crops.

**APPROACH:**
The African Agricultural Technology Foundation worked with seven local businesses to commercialize StrigAway, increase seed production with automated treating equipment, improve packaging and labeling, and provide safety training.
Agro-Input Suppliers Limited
IMPROVED INPUTS AND PRODUCTION
PROGRAM PARTNERSHIP PERIOD: NOVEMBER 2015 – AUGUST 2017

**ACHIEVEMENTS:**
Sold 557,000 packets of Nitrofix to 82,359 smallholder farmers, resulting in more than $523,892 in sales.

**PURPOSE:**
Commercialized Nitrofix, an inoculant containing rhizobia bacteria that boosts natural nitrogen fixation in legumes.

**APPROACH:**
Agro-Input Suppliers Limited sold Nitrofix through 25 agrodealers, and organized 116 demonstration plots and 50 farmer field days to illustrate the difference between soybeans planted with and without the inoculant.

**COVID-19 PANDEMIC RESPONSE (JULY 2020 - JULY 2021):**
Partnering for Innovation provided COVID-19 economic response assistance to support Agro-Input Suppliers Limited in launching a new marketing strategy to eliminate the need for in-person events and to pilot new operational tools to better track sales, inventory, distribution, and orders.
Opportunity International Bank Malawi
ACCESS TO FINANCE
PROGRAM PARTNERSHIP PERIOD: JANUARY 2015 – JULY 2017

**ACHIEVEMENTS:**
16,946 smallholder farmers were trained and 19,400 farmers benefited from financial services. At least 30 percent of the trainings and financial services directly benefited women.

**PURPOSE:**
Provided financial and banking services to groundnut, soybean, and orange-fleshed sweet potato farmers in Malawi.

**APPROACH:**
Opportunity International Bank Malawi, with Catholic Relief Services, delivered affordable financial services to support loan repayment and trained smallholder farmer groups in agricultural practices.

Rab Processors
POSTHARVEST PROCESSING AND STORAGE
PROGRAM PARTNERSHIP PERIOD: FEBRUARY 2015 – FEBRUARY 2017

**ACHIEVEMENTS:**
More than 12,000 tons of agricultural commodities procured through three rural marketing and storage facilities, benefiting 11,205 smallholder farmers. The Agricultural Commodity Exchange for Africa provided community outreach and training on warehouse receipts to more than 15,000 smallholder farmers.

**PURPOSE:**
Strengthened the soybean, groundnut, maize, and pigeon pea value chains in Malawi.

**APPROACH:**
Rab Processors established three rural marketing and storage facilities, and a warehouse receipts program, to ensure smallholder farmers’ ability to maximize market prices.
Universal Industries

POSTHARVEST PROCESSING AND STORAGE

PROGRAM PARTNERSHIP PERIOD: FEBRUARY 2015 – AUGUST 2018

**ACHIEVEMENTS:**

8,653 smallholder farmers sold 8,000 tons of orange-fleshed sweet potato (OFSP) to Universal Industries, which developed six OFSP products, commercialized at least four of these products, and generated revenue of $77,500.

**PURPOSE:**

Developed a commercial market for OFSP food products to provide farmers with a new source of income and increase vitamin A consumption in rural and urban areas.

**APPROACH:**

Universal Industries worked with the International Potato Center to provide OFSP production training for smallholder farmers, including growing improved vines and tapping into sales opportunities. Universal Industries developed and commercialized products with OFSP puree or flour, and operated an OFSP processing plant.
Buen Manejo del Campo

IMPROVED INPUTS AND PRODUCTION

PROGRAM PARTNERSHIP PERIOD: AUGUST 2013 - FEBRUARY 2014

**ACHIEVEMENTS:**
Buen Manejo del Campo expanded sales of its Sistema Biobolsa biodigester demonstration system into four new markets in Mexico.

**PURPOSE:**
Introduced and marketed biodigesters to the Mexican market to expand smallholder farmers’ access to a renewable source of energy through the production of biogas, which can be used to replace fossil fuel and wood-fire cooking, and biofertilizer, which can be used to increase crop yields and replace chemical fertilizer.

**APPROACH:**
Buen Manejo del Campo targeted four new markets for smallholder biodigesters through expanded demonstration systems, marketing, and sales efforts. Because the technology is new in target markets, Buen Manejo del Campo utilized demonstration systems that highlighted the efficacy of the technology in the local context. Buen Manejo del Campo conducted market research and held public promotional events to educate farmers and build demand.
Adicional
IMPROVED INPUTS AND PRODUCTION
PROGRAM PARTNERSHIP PERIOD: JULY 2019 – MARCH 2021

ACHIEVEMENTS:
Adicional created three distribution hubs and established last-mile delivery routes that exceeded partnership goals by transporting 2,028 metric tons of agricultural inputs and 2,050 metric tons of smallholder-produced commodity offtake. Nearly 300,000 remote smallholder farmers gained access to improved inputs and commercial markets for their crops.

PURPOSE:
Adicional increased the availability of affordable and quality agricultural inputs among smallholder farmers in remote areas and increased the sales of these farmers’ products to local processors.

APPROACH:
Adicional mobilized its logistics and distribution network to deliver agricultural inputs to smallholder farmers and link large-scale commodity purchasers to farmers and aggregators in last-mile markets. With support from Partnering for Innovation, Adicional demonstrated that providing services along last-mile routes is profitable and that a mix of urban and rural networks is fundamental to the company’s long-term growth and sustainability.
EcoEnergia
POSTHARVEST PROCESSING AND STORAGE
PROGRAM PARTNERSHIP PERIOD: APRIL 2020 - FEBRUARY 2022

ACHIEVEMENTS:
EcoEnergia supported 194 farmers in producing and selling 2.2 metric tons of organic cashews, helped farmers form an organic cashew cooperative, and develop long-term strategies to expand the cooperative’s membership.

PURPOSE:
Created income-generating opportunities for smallholder farmers in Mozambique’s cyclone-impacted Cabo Delgado province to produce and sell high-value organic cashews, gain access to improved inputs, and adopt strategies for strengthening resilience to environmental and economic shocks.

APPROACH:
EcoEnergia helped smallholder farmers recover from the devastation caused by Cyclones Kenneth in 2019 and strengthen their resilience to environmental and economic shocks by integrating them into the high-value organic cashew value chain. The company also leased certified organic trees to farmers, created an organic cashew tree nursery to provide farmers with improved seedlings and extension services to assist them in establishing trees on their own farms, and began the process of establishing a facility to process and sell their organic cashews at higher prices.
Empresa de Comercialização Agrícola
IMPROVED INPUTS AND PRODUCTION
PROGRAM PARTNERSHIP PERIOD: APRIL 2020 – JANUARY 2022

Achievements:
Empresa de Comercialização Agrícola entered into buying contracts with 12,000 smallholder maize farmers in the country, extended inputs on credit to 2,500 of these farmers, and installed and operationalized a new silo and drying machine.

Purpose:
Increased opportunities for smallholder farmers to sell maize, access improved inputs, and gain knowledge and strategies for strengthening resilience.

Approach:
Empresa de Comercialização Agrícola helped smallholder maize farmers in the country emerge better connected to the company’s commercial maize value chain and regain ability to recover and rebuild resilience following Cyclones Idai and Kenneth in 2019.

Export Marketing Company Limited
POSTHARVEST PROCESSING AND STORAGE
PROGRAM PARTNERSHIP PERIOD: JANUARY 2015 – MAY 2018

Achievements:
More than 60,000 smallholder farmers accessed storage facilities, market opportunities, quality inputs, mobile data, and mechanized equipment.

Purpose:
Strengthened the agro-input market and increased the number of commercial offtakers to enable smallholder farmers to have options other than only selling through a network of traders, which results in low returns for crops and insufficient earnings to reinvest in production systems.

Approach:
Export Marketing Company Limited provided farmers with storage facilities, market opportunities, quality inputs, and small-scale equipment rental through state-of-the-art retail hubs. Each hub consisted of an agro-input retailer, farm equipment dealer, and warehouse facility; allowed smallholder farmers to sell or store maize and beans free of charge for 90 days; and offered seeds, fertilizers, and pest control products. With Techno Brain, the company provided smallholders with a mobile platform to access weather forecasts, commodity pricing, and pest control guidance.
International Development Enterprises
IMPROVED INPUTS AND PRODUCTION
PROGRAM PARTNERSHIP PERIOD: FEBRUARY 2020 - OCTOBER 2021

ACHIEVEMENTS:
International Development Enterprises supported 2,607 smallholder farmers in purchasing improved agro inputs or mechanization services. The organization built the capacity of 51 input suppliers and agrodealers to better target smallholder farmers and last-mile markets through targeted training, primarily conducted virtually as a result of COVID-19-related restrictions, on marketing and distribution strategies.

PURPOSE:
Strengthened the private sector agricultural input market to ensure the sustainability of humanitarian aid efforts that enabled smallholder farmers to recover from the devastation of two recent cyclones and to build resilience to future weather-related shocks.

APPROACH:
Helped International Development Enterprises overcome shocks and stressors to build capacity and strengthen linkages between commercial input suppliers, rural agrodealers, and smallholders in response to Cyclones Idai and Kenneth.
Lusosem, with International Development Enterprises and HUB-Assistencia Técnica e Formação

IMPROVED INPUTS AND PRODUCTION

PROGRAM PARTNERSHIP PERIOD: NOVEMBER 2014 – JULY 2017

ACHIEVEMENTS:
More than 11,000 smallholder farmers gained access to new agricultural inputs, technical advice, and expanded markets.

PURPOSE:
Provided high-quality imported seeds and other inputs in the Mozambique market.

APPROACH:
Lusosem and partners supported the opening or expansion of 41 agrodealers and trained 203 advisers to provide extension services to smallholder farmers. These efforts contributed to developing a robust and lasting market-based system of agrodealers in rural Mozambique, where communities are traditionally underserved.

National Cooperative Business Association CLUSA, with Phoenix Seeds and Oruwera

IMPROVED INPUTS AND PRODUCTION

PROGRAM PARTNERSHIP PERIOD: NOVEMBER 2014 – APRIL 2017

ACHIEVEMENTS:
A total of 955 tons of seed worth $339,000 sold to more than 19,000 smallholder farmers.

PURPOSE:
Improved access to quality inputs and services for smallholder farmers in Mozambique.

APPROACH:
National Cooperative Business Association CLUSA, Phoenix Seeds, and Oruwera developed a multi-pronged distribution strategy to reach underserved rural farmers in the country with improved inputs and services. Sales capacity of Oruwera and Phoenix Seeds sales agents and lead farmers was increased and local seed fairs were organized to increase distribution.
**National Cooperative Business Association CLUSA, with Phoenix Seeds and Hollard Insurance**

**IMPROVED INPUTS AND PRODUCTION**

**PROGRAM PARTNERSHIP PERIOD:** MARCH 2020 – MARCH 2021

**ACHIEVEMENTS:**
NCBA CLUSA, with sub-partners Phoenix Seeds and Hollard Insurance, sold more than 58 metric tons of Mozambique’s first commercially available insured crop seed in two provinces of Mozambique severely affected by Cyclones Idai and Kenneth in 2019. A total of 3,012 smallholder farmers emerged more resilient to weather-based shocks and stressors, and are part of an emerging commercial market for insured seed products. Phoenix Seeds also worked with h2N, a social media company, to educate and promote sales of the product, and with Frontline SMS to register seed purchases and deliver claims-related payouts.

**PURPOSE:**
Provided smallholder farmers with access to seed bundled with weather-based index insurance to enable immediate recovery of agricultural lands devastated by recent cyclones and to strengthen resilience to future weather-based shocks.

**APPROACH:**
NCBA CLUSA and partners Phoenix Seeds and Hollard Insurance commercialized a product that automatically bundles weather-based index insurance with seed sold to smallholder farmers affected by devastating cyclones.

**Opportunity International**

**ACCESS TO FINANCE**

**PROGRAM PARTNERSHIP PERIOD:** NOVEMBER 2014 – MARCH 2018

**ACHIEVEMENTS:**
At least 13,199 smallholder farmers were trained in agricultural practices and 12,205 gained access to loans and other banking services.

**PURPOSE:**
Increased smallholder farmer access to loans and other banking services. More than 30 percent of rural Mozambicans live more than three hours from a bank, and many smallholder farmers must borrow from unregulated moneylenders at exorbitant interest rates or sell their future harvest early at significantly reduced value to receive cash.

**APPROACH:**
Opportunity International, through Banco Oportunidade de Moçambique, provided sesame and soybean farmers with financial and banking services, including loans, savings accounts, and mobile money services. Training on agricultural practices and financial literacy increased the likelihood of loan repayment.
**Tecnologia e Consultoria Agro-Pecuária**

**IMPROVED INPUTS AND PRODUCTION**

**PROGRAM PARTNERSHIP PERIOD: AUGUST 2016 – JULY 2018**

**ACHIEVEMENTS:**

By establishing three new “Farmers’ Homes”, Tecnologia e Consultoria Agro-Pecuária (TECAP) reached 45,713 farmers with improved inputs and access to mechanization services and generated $3 million in sales of agricultural inputs and mechanization services.

**PURPOSE:**

Strengthened the agricultural market’s weak agro inputs distribution network to increase farmers’ access to improved seed, fertilizers, pest management products, and equipment.

**APPROACH:**

TECAP scaled-up its network of one-stop agriculture service centers (“Farmers’ Homes”) in Mozambique from a single location in Maputo to additional locations in Chimoio, Nampula, and Tete. TECAP plans to further expand the distribution of inputs through a network of 50 agrodealers, 20 franchisees, and 250 agriculture development agents.

**COVID-19 PANDEMIC RESPONSE (AUGUST 2020 - JULY 2021):**

Partnering for Innovation provided COVID-19 economic response assistance to support Casa do Agricultor (formerly known as TECAP) in re-imagining its procurement and inventory management practices, and in adopting digital solutions to strengthen deliver of high-quality agricultural inputs to smallholder farmers.

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**Txopela Investments**

**IMPROVED INPUTS AND PRODUCTION**

**PROGRAM PARTNERSHIP PERIOD: AUGUST 2016 – AUGUST 2018**

**ACHIEVEMENTS:**

The Sociedade Beneficiamento Sementes (SBS) facility produced and sold 200 tons of improved soy, pigeon pea, sesame, and common bean seeds. SBS customers included 3,600 farmers, 44 percent of whom were women.

**PURPOSE:**

Developed a profitable supplier of certified seed and other agricultural inputs in Mozambique.

**APPROACH:**

Txopela Investments and the cooperative COPAZA invested in the establishment of SBS. With TechnoServe’s support, SBS established a facility for cleaning, grading, storing, and packaging improved seed. The business also distributed other agricultural inputs and provided training, mechanization, and offtaking to smallholder farmers in the Alta Zambezia region of Mozambique.
**Hester Biosciences Nepal Private Limited**

**RESILIENCE**

PROGRAM PARTNERSHIP PERIOD: MARCH 2019 – JANUARY 2022

**ACHIEVEMENTS:**

Hester Biosciences Nepal Private Limited sold 405,300 doses of its thermostable Peste des Petits Ruminants (PPR) vaccine. The company is the first private sector firm to produce and commercialize a thermostable version of the PPR vaccine, originally developed by Tufts University in the United States, that eliminates the need for a constant cold chain from production to distribution.

**PURPOSE:**

Extended the reach of the PPR vaccine to increase resiliency in remote farming communities by commercializing a thermostable formulation that is easily transported without the need for constant refrigeration.

**APPROACH:**

Hester Biosciences Nepal produced a thermostable version of the PPR vaccine and sold it through a network of community-based animal health workers to spearhead a mass awareness campaign on the threat of PPR and the benefits of vaccination. Because it does not depend on unreliable cold chains to preserve the vaccine, the new thermostable formula is available to smallholders in remote areas for the first time. The vaccine offers transformative potential to help eradicate PPR, one of the world’s most damaging livestock diseases in Nepal and beyond.
Babban Gona
IMPROVED INPUTS AND PRODUCTION
PROGRAM PARTNERSHIP PERIOD: MAY 2016 – JULY 2018

ACHIEVEMENTS:
A total of 25,039 smallholder farmers were formalized into cooperatives with collective new incomes of $2 million.

PURPOSE:
Increased smallholder farmers’ ability to access credit required for purchasing agricultural inputs, obtain best practice information to optimize yields, and delay the sale of produce to attain a higher postharvest price.

APPROACH:
Babban Gona formed cooperatives (“trust groups”) for maize, rice, and soybean smallholder farmers. Member farmers were provided with services designed to optimize crop yields, production costs, and prices of agricultural outputs in order to increase profitability and improve household food security and livelihoods.
Chi Farms
ANIMAL HEALTH AND PRODUCTIVITY
PROGRAM PARTNERSHIP PERIOD: SEPTEMBER 2016 – JULY 2018

ACHIEVEMENTS:
A total of 1,369 smallholder fish farmers gained access to high-quality inputs. Chi Farms purchased commodities from 6,611 soybean and maize farmers.

PURPOSE:
Increased Nigeria’s domestic fish production to meet growing demand.

APPROACH:
Chi Farms expanded capacity to produce high-quality inputs for smallholder fish farmers. Smallholder farmers gained access to high-quality juvenile catfish from Chi Farms’ multiple hatcheries, as well as aquaculture management training and financial tools to build successful aquaculture businesses. Chi Farms also expanded feed production to include high-quality aqua feed, which benefits fish farmers as well as soybean and maize farmers by supplying raw material for the feed.
ColdHubs Limited
RESILIENCE
PROGRAM PARTNERSHIP PERIOD: MARCH 2019 – JANUARY 2022

ACHIEVEMENTS:
ColdHubs Limited established 20 new solar-powered cold storage rooms across Nigeria and exceeded partnership sales goals by earning more than 62 million Naira (~$150,000) from cold room rental services.

PURPOSE:
Expanded ColdHubs’ network to introduce affordable cold storage near farms and markets to allow farmers to better respond to shocks and stressors, reduce high rates of food spoilage, and increase smallholder incomes.

APPROACH:
ColdHubs Limited’s network of cold storage hubs linked high-production, weak-market zones in northern Nigeria with high-demand market centers in the south. Cold storage room operators were trained to deliver postharvest management workshops to prospective customers who are able to access cold storage services on a pay-as-you-go basis at an affordable price. By raising awareness at the community level, ColdHubs Limited encouraged farmers to take advantage of cold rooms in marketplaces and near farms to make farmers and supply chains more resilient.

Hello Tractor
POSTHARVEST PROCESSING AND STORAGE
PROGRAM PARTNERSHIP PERIOD: JUNE 2016 – JULY 2018

ACHIEVEMENTS:
3,624 smallholder farmers accessed tractor services and 134 youth entrepreneurs trained to own and maintain a fleet of Smart Tractors.

PURPOSE:
Increased access to mechanization. A majority of Nigerian smallholder farmers, who make up more than 70 percent of the total farming population, lack access to productivity-enhancing mechanization.

APPROACH:
Hello Tractor designed a versatile Smart Tractor to serve farmers throughout the farm production cycle. Each tractor is fitted with a GPS antenna, local SIM card, hard drive, and telematics capabilities, enabling Hello Tractor to pair farmers in need of services with a Smart Tractor owner nearby. Smallholders can access affordable tractor services to increase their productivity, while Smart Tractor owners are given the opportunity to earn additional income with their machine.
Niji Foods
POSTHARVEST PROCESSING AND STORAGE
PROGRAM PARTNERSHIP PERIOD: SEPTEMBER 2016 – APRIL 2018

ACHIEVEMENTS:
Constructed three cassava peel processing sites and delivered training courses for 753 female cassava peelers and processors.

PURPOSE:
Filled a market gap by producing livestock feed from cassava peels and selling the mash to animal feed businesses as a low-cost substitute for maize. Nigeria is the world’s leading producer of cassava, but peels are left unused and wasted during processing.

APPROACH:
Niji Foods, with the International Livestock Research Institute, established three cassava peel processing centers. By recruiting and training staff on critical operations and business management, Niji Foods established processing centers and provided long-term local employment. The company turned over partial ownership of the centers to at least three women’s groups.

ReelFruit
IMPROVED INPUTS AND PRODUCTION
PROGRAM PARTNERSHIP PERIOD: JULY 2020 – JULY 2021

ACHIEVEMENTS:
ReelFruit adapted its business model in response to COVID-19 challenges by diversifying its product lines and expanding into new markets. The company installed new production lines capable of bulk processing and entered new markets in the business-to-business sector that depend less on direct in-person contact and are more likely to be insulated from the effects of COVID-19 and other shocks. Through these efforts, ReelFruit sold 4,000 metric tons of new fruit and nut products and emerged more resilient to future shocks.

PURPOSE:
With the outbreak of the global COVID-19 pandemic, ReelFruit has struggled to maintain operations and growth, and continue to support smallholder farmers.

APPROACH:
ReelFruit diversified products and expanded into new markets, particularly in the business-to-business sector that depends less on direct in-person contact with consumers. The company continued to process fruit sourced from smallholders for processing into high-value snack products, including dried fruit and nuts packages.

ReelFruit was a recipient of the 2018 Feed the Future Accelerating Women Entrepreneurs (AWE) Prize in recognition of its promising business venture. As a winner, ReelFruit received a package of acceleration services through Partnering for Innovation to help advance the growth of the company.
**Oikocredit**

**ACCESS TO FINANCE**

**PROGRAM PARTNERSHIP PERIOD:** FEBRUARY 2020 – OCTOBER 2021

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**ACHIEVEMENTS:**

Improved price risk management (PRM) capacity for smallholder coffee producer organizations in Peru. Using an interactive e-learning platform developed in response to the COVID-19 pandemic, Oikocredit completed its basic, intermediate, and advanced PRM trainings with 11 coffee SPOs. The organization exceeded partnership goals with the approval of $100,000 in loans to four smallholder coffee producer organizations, totaling more than 2,150 farmers, to improve their PRM operations. Each organization completed a PRM training program and developed a customized information dashboard to help determine price risk exposure and build resilience to future shocks and stressors.

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**PURPOSE:**

Equipped SPOs with the knowledge, tools, and financing necessary to reduce risk of volatile prices in the coffee market and foster more stable incomes for smallholder coffee farmers.

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**APPROACH:**

Oikocredit and partner Agroclick delivered a comprehensive training series to increase ten SPOs’ understanding of essential market concepts, physical and financial risk management strategies, and hedging tools. The training series was paired with access to an Open Position Dashboard, an information aggregation and analysis tool that pulls data from the SPOs’ existing management systems to deliver a real-time open position to analyze and act upon. SPOs that complete the training and demonstrate strong capacity in managing price volatility will be eligible for options financing loans from Oikocredit.
PortaScience

ANIMAL HEALTH AND PRODUCTIVITY

PROGRAM PARTNERSHIP PERIOD: AUGUST 2013 – NOVEMBER 2014

ACHIEVEMENTS:
Sold more than 4,200 individual UdderCheck dipsticks and trained more than 600 farmers in good dairy management practices.

PURPOSE:
Supported smallholder dairy farmers through the sale of PortaScience’s UdderCheck mastitis detection dipstick and udder hygiene kits that can detect early-stage mastitis, a common inflammatory disease in cows, in less than two minutes. The company demonstrated that an improved hygiene regimen for cows can reduce the incidence of mastitis by an average of 50 percent and lead to increased productivity and income for Rwandan smallholders.

APPROACH:
With its Rwanda-based partner, Africa Breeders Services Total Cattle Management, PortaScience completed farmer training and sold the kits through local milk collection centers. To lower UdderCheck’s price, PortaScience purchased production equipment, identified a manufacturer, and created Rwanda-specific packaging with fewer dipsticks. The partnership also provided education on the risks of mastitis and ways to improve dairy cow health, as well as highlighted the financial benefits of cow health.
Purdue University, with EcoPlastics
POSTHARVEST PROCESSING AND STORAGE
PROGRAM PARTNERSHIP PERIOD: MARCH 2013 – MARCH 2014

ACHIEVEMENTS:
Plastics recycler EcoPlastics sold more than 116,000 Purdue Improved Crop Storage (PICS) bags to more than 58,000 farmers in Rwanda. EcoPlastics plans to expand production and sales to reach more than 250,000 farmers in Rwanda, Burundi, and eastern Democratic Republic of the Congo.

PURPOSE:
Increased smallholder grain producers’ use of PICS bags to reduce postharvest losses, improve grain storage for household food security, and provide farmers with the option to delay grain marketing to capture increased commodity prices between harvest seasons.

APPROACH:
Purdue University developed the PICS bags and worked with local private sector partners to market them to smallholder customers in Rwanda. The bags provided farmers with small-scale hermetic storage of up to 100 kilograms of grain that reduces postharvest pest damage.
**Farm Africa**

**ACCESS TO FINANCE**

PROGRAM PARTNERSHIP PERIOD: FEBRUARY 2020 - JULY 2021

**ACHIEVEMENTS:**
Farm Africa and sub-partner Root Capital enabled 11,000 coffee farmers in the Democratic Republic of the Congo, Uganda, and Rwanda to strengthen their resilience to volatile coffee prices. The partnership exceeded goals with the approval of $700,000 in new loans to two smallholder coffee cooperatives following successful completion of trainings in price risk management. The trainings, which provided strategies for mitigating exposure to price fluctuations in the coffee market, were conducted for 97 representatives from 38 producer organizations, exceeding the partnership training goal of 30 producer organizations.

**PURPOSE:**
Equipped producer organizations with the knowledge, tools, and financing necessary to reduce risk of volatile prices in the coffee market and foster more stable incomes for smallholder coffee farmers.

**APPROACH:**
Farm Africa and partner Root Capital conducted training workshops for a minimum of 90 representatives from 30 producer organizations in the Democratic Republic of the Congo, Uganda, and Rwanda. The trainings improved the capacity of producer organizations in each country through tailored strategies and tools aimed at better understanding and mitigating exposure to volatile price fluctuations in coffee markets. Producer organizations that completed the training and demonstrated improved price risk management capacities were considered for loans from Root Capital.
Compatible Technology International
POSTHARVEST PROCESSING AND STORAGE
PROGRAM PARTNERSHIP PERIOD: JULY 2013 – JULY 2014

ACHIEVEMENTS:
Compatible Technology International sold 86 threshers and 102 grinders to farmers and farmer cooperatives, reaching more than 1,000 smallholder households. Since then, the non-profit has sold hundreds more and is working with a local manufacturer to reduce the sales price, with a goal of reaching 16,200 individuals.

PURPOSE:
Introduced Senegal’s smallholder farmers to Compatible Technology International’s pearl millet mechanical, hand-operated tools, which include a manually operated stripper, thresher, winnower, and grinder that can process pearl millet from seed heads into clean, unbroken grain in minutes. The thresher alone allows users to process 1 kilogram of grain in less than half the time as manual threshing, and results in close to zero grain loss.

APPROACH:
With the support of an industrial designer, Compatible Technology International’s team held farmer focus groups, paying special attention to feedback from women who account for the majority of the country’s pearl millet producers. As a result, the firm combined the grain stripper, thresher, and winnower into a less expensive, more compact single unit that is easier for women to turn, even while carrying babies in slings on their backs. During this process, Compatible Technology International also learned some communities were using its grinder component for groundnuts, so the business began selling the grinder to women’s groups as a standalone unit.
Eat Fresh - Hadija Jabiri, Founder and Managing Director

GROWING WOMEN’S ENTREPRENEURSHIP (GROWE) AWARD

AWARD PERIOD: MARCH 2021 - SEPTEMBER 2021

PURPOSE:
The Growing Women’s Entrepreneurship (GroWE) Award aims to address challenges faced by women-owned or operated businesses in emerging markets and help accelerate their growth. Recipients work with knowledgeable local service providers to co-design tailored business support services.

APPROACH:
Hadija Jabiri is Founder and Managing Director of Eat Fresh, a Tanzania-based horticultural business specializing in growing, processing, packaging and selling high value fruits and vegetables. The GroWE Award enabled Hadija to fortify the already strong foundation she built at EatFresh, despite the many challenges related to the COVID-19 pandemic. Working with The Challenges Group, a local business support services provider, she focused her GroWE award support on diversifying EatFresh’s markets to include export, regional and local — with the goal of strengthening the company’s resilience to manage future shocks.
African Agricultural Technology Foundation

IMPROVED INPUTS AND PRODUCTION

PROGRAM PARTNERSHIP PERIOD: JANUARY 2014 – JANUARY 2018

ACHIEVEMENTS:
At least 100,841 smallholder farmers purchased and planted 634 tons of herbicide-coated maize seed.

PURPOSE:
Commercialized StrigAway, a maize seed with the herbicide imazapyr, to prevent the spread of the parasitic weed, Striga. The weed infests 1.4 million hectares of farmland in Kenya, Tanzania, and Uganda, and causes significant loss of staple crops.

APPROACH:
The African Agricultural Technology Foundation worked with seven local businesses to commercialize StrigAway, increase seed production with automated treating equipment, improve packaging and labeling, and provide safety training.
Farm Reap - Sylvia Natukunda, CEO
GROWING WOMEN’S ENTREPRENEURSHIP (GROWE) AWARD

AWARD PERIOD: MARCH 2020 – DECEMBER 2020

PURPOSE:
The Growing Women’s Entrepreneurship (GroWE) Award aims to address challenges faced by women-owned or operated businesses in emerging markets and help accelerate their growth. Recipients work with knowledgable local service providers to co-design tailored business support services.

APPROACH:
Sylvia Natukunda is CEO of Farm Reap, a yogurt company she founded in 2014 in Kampala, Uganda. The company partners with smallholder farmer-supplied milk collection centers to source milk used in producing the company’s five flavors of yogurt. Through the GroWE Award, Sylvia collaborated with local business provider, The Challenges Group, to evaluate its operations and undertake strategic pivots to its business model, particularly as a result of the impacts of the global COVID-19 pandemic. Farm Reap was able to turn adversity into opportunity and generate critically needed sales, launch a promising new sales channel, and strengthen its resilience.
Krystal Ice - Linnet Akol, Managing Director

GROWING WOMEN’S ENTREPRENEURSHIP (GROWE) AWARD

AWARD PERIOD: MARCH 2020 – DECEMBER 2020

PURPOSE:

The Growing Women’s Entrepreneurship (GroWE) Award aims to address challenges faced by women-owned or operated businesses in emerging markets and help accelerate their growth. Recipients work with knowledgeable local service providers to co-design tailored business support services.

APPROACH:

Linnet Akol is Managing Director of Krystal Ice, a popsicle company she founded in 2017 in Kampala, Uganda, which sources the fruits used in its popsicles from a cooperative of smallholder farmers and local fruit aggregators supplied by individual farmers and cooperatives. Through the GroWE Award, Linnet worked with local business provider, Open Capital Advisors, to develop a healthy cash-flow, identify opportunities for reducing costs and increasing efficiency, and apply for new financing opportunities. These efforts complemented Krystal Ice’s existing marketing and distribution strategies, with goal of helping the company ramp up operations once COVID-19-related restrictions ease.
Farm Africa
ACCESS TO FINANCE

PROGRAM PARTNERSHIP PERIOD: FEBRUARY 2020 - JULY 2021

ACHIEVEMENTS:
Farm Africa and sub-partner Root Capital enabled 11,000 coffee farmers in the Democratic Republic of the Congo, Uganda, and Rwanda to strengthen their resilience to volatile coffee prices. The partnership exceeded goals with the approval of $700,000 in new loans to two smallholder coffee cooperatives following successful completion of trainings in price risk management. The trainings, which provided strategies for mitigating exposure to price fluctuations in the coffee market, were conducted for 97 representatives from 38 producer organizations, exceeding the partnership training goal of 30 producer organizations).

PURPOSE:
Equipped producer organizations with the knowledge, tools, and financing necessary to reduce risk of volatile prices in the coffee market and foster more stable incomes for smallholder coffee farmers.

APPROACH:
Farm Africa and partner Root Capital conducted training workshops for a minimum of 90 representatives from 30 producer organizations in the Democratic Republic of the Congo, Uganda, and Rwanda. The trainings improved the capacity of producer organizations in each country through tailored strategies and tools aimed at better understanding and mitigating exposure to volatile price fluctuations in coffee markets. Producer organizations that completed the training and demonstrated improved price risk management capacities were considered for loans from Root Capital.
African Agricultural Technology Foundation
IMPROVED INPUTS AND PRODUCTION
PROGRAM PARTNERSHIP PERIOD: JANUARY 2014 – JANUARY 2018

ACHIEVEMENTS:
At least 100,841 smallholder farmers purchased and planted 634 tons of herbicide-coated maize seed.

PURPOSE:
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APPROACH:
The African Agricultural Technology Foundation worked with seven local businesses to commercialize StrigAway, increase seed production with automated treating equipment, improve packaging and labeling, and provide safety training.
Agrico Ukraine
IMPROVED INPUTS AND PRODUCTION
PROGRAM PARTNERSHIP PERIOD: AUGUST 2015 – AUGUST 2017

**ACHIEVEMENTS:**
Agrico Ukraine more than tripled its storage capacity to 4,250 tons of high-quality seed potatoes, leading to 543 farmers purchasing seeds and increasing potato yields by 30 percent. Agrico increased its revenue by 50 percent.

**PURPOSE:**
Increased use of fresh, certified seed among small- and medium-size farms in Ukraine, one of the world’s largest producers of potatoes. Most of these farms use old, noncertified seed, and the seed potato market is characterized by poor infrastructure and high prices that limit access to high-quality planting materials.

**APPROACH:**
Agrico Ukraine produced and stored high-quality potato seed for sale to small- and medium-scale farmers. The company also provided training and support in effective planting, cultivation, and harvesting.
Agrobonus
INFORMATION AND COMMUNICATIONS TECHNOLOGY
PROGRAM PARTNERSHIP PERIOD: JULY 2015 – JULY 2017

ACHIEVEMENTS:
A total of 1,435 small- and medium-size farmers received fertilization and field management consultations, resulting in a 30 percent increase in income from input cost reductions and crop yield increases.

PURPOSE:
Provided small- and medium-sized farms in Ukraine with access to comprehensive soil analysis service that provided information for increasing productivity and efficiency.

APPROACH:
Agrobonus expanded its services to include soil, plant, and water analysis aimed at improving incomes and productivity. The business offered these services through a state-of-the-art central laboratory and 16 mobile laboratories.

Bayer Ukraine and the International Finance Corporation
INFORMATION AND COMMUNICATIONS TECHNOLOGY
PROGRAM PARTNERSHIP PERIOD: OCTOBER 2015 – SEPTEMBER 2017

ACHIEVEMENTS:
More than 840 sales representatives and 6,000 farmers trained, resulting in a 10 percent increase in distributor sales and an 8 percent increase in Bayer Ukraine sales.

PURPOSE:
Provided small- and medium-size farms with information about good farm management practices for effective use of quality inputs.

APPROACH:
Bayer Ukraine and the International Finance Corporation designed, field-tested, and implemented 11 training modules for improved agribusiness practices in human resources, precision farming, and financial management for small- and medium-size farms. Twenty agricultural distribution partners provided training. By working through its distributor network, Bayer Ukraine gained a better understanding of its customers’ needs and reach thousands more farmers than it could using its own staff.
International Charitable Fund – Community Wellbeing, with Danone Ukraine

ANIMAL HEALTH AND PRODUCTIVITY

PROGRAM PARTNERSHIP PERIOD: JULY 2015 – SEPTEMBER 2017

**ACHIEVEMENTS:**

74 family farms received new equipment and training to increase milk production and incomes by 40 percent. An additional 935 smallholder dairy farmers used milk cooling tanks, improving product quality and increasing their incomes by 20 percent.

**PURPOSE:**

Improved milk quality.

**APPROACH:**

International Charitable Fund – Community Wellbeing and its partners, including dairy product business Danone Ukraine, trained family farmers in state-of-the-art milk production, such as the use of improved breeds, cooling tanks, milking machines, and other modern equipment. Danone Ukraine purchased milk produced by these farmers to create higher-quality milk products.
AGCO
POSTHARVEST PROCESSING AND STORAGE
PROGRAM PARTNERSHIP PERIOD: MAY 2014 – NOVEMBER 2015

Achievements:
Raised awareness of improved postharvest storage options for smallholder farmers by installing demonstration units for small-scale grain silos.

Purpose:
Provided better postharvest storage solutions to Zambian smallholder farmers, who produce 80 percent of the country’s domestically consumed maize but lose up to 30 percent of their maize due to inadequate handling and storage practices. Better storage increases the farmers’ ability to sell their grain for higher prices at a later time.

Approach:
Through the Bags2Bulk project, AGCO worked with local distributor GSI Africa to sell small-scale metal grain storage silos to village-based grain traders who lease storage to smallholder farmers. The partnership also installed demonstration units with aggregators, providing a direct relationship between farmers and the market, and AGCO provided training on equipment operation and the grain management business.
Amatheon Agri Zambia

IMPROVED INPUTS AND PRODUCTION

PROGRAM PARTNERSHIP PERIOD: MARCH 2017 – DECEMBER 2018

**ACHIEVEMENTS:**
Amatheon Agri Zambia integrated 1,022 additional smallholder farmers into its outgrower scheme, providing them access to higher-value markets, enhanced productivity and incomes, increased access to finance and inputs, and improved food security and nutrition.

**PURPOSE:**
Integrated more smallholder farmers into Amatheon Agri Zambia’s outgrower scheme. The company has a large-scale farm and supplements its production by sourcing commodities from small-scale outgrowers.

**APPROACH:**
Amatheon Agri Zambia established 20 new rural aggregation and input depots, and one new seed bank to expand its outgrower scheme, which provides free training in conservation farming and business skills, increases access to inputs and markets, and facilitates linkages between emerging farmers and financial services.

Community Markets for Conservation, with TechnoServe

IMPROVED INPUTS AND PRODUCTION

PROGRAM PARTNERSHIP PERIOD: DECEMBER 2016 – JULY 2018

**ACHIEVEMENTS:**
Trained 16,010 farmers and introduced them to new revenue streams, such as honey production and poultry-rearing.

**PURPOSE:**
Increased the production capacity of farmer cooperatives that supply raw agricultural commodities for Community Markets for Conservation’s “It’s Wild” brand.

**APPROACH:**
Community Markets for Conservation provided market opportunities for its farmer suppliers. To increase and secure its capacity to improve the livelihoods of smallholder farmers, the firm worked with TechnoServe to develop an improved program for providing business and agricultural training to member farmers. TechnoServe also provided business and marketing training.
Good Nature Agro
IMPROVED INPUTS AND PRODUCTION
PROGRAM PARTNERSHIP PERIOD: MARCH 2017 – AUGUST 2018

ACHIEVEMENTS:
Added 5,506 smallholder farmers to outgrower network and trained an additional 200 private extension agents.

PURPOSE:
Increased the availability of high-quality early generation and certified seed, in the right quantities and at the right time, for smallholder farmers in Zambia.

APPROACH:
Good Nature Agro expanded its seed outgrower and private extension agent networks, provided soil analysis, and created an organic fertilizer blend specifically targeted to smallholder legume seed farmers. The limited supply of foundation seed is a key bottleneck in the legume value chain in the country. The company also developed its own foundation seed farm for timely delivery to its outgrowers.

COVID-19 PANDEMIC RESPONSE (AUGUST 2020 - JULY 2021):
Partnering for Innovation provided COVID-19 economic response assistance to support Good Nature Agro in digitizing farmer payments and trainings, strengthening use of a customer relationship management system, and improving last-mile logistics to widen its reach in eastern and central Zambia.

International Development Enterprises, with Toro
WATER RESOURCE MANAGEMENT
PROGRAM PARTNERSHIP PERIOD: SEPTEMBER 2013 – FEBRUARY 2015

ACHIEVEMENTS:
MRI AGRO Zambia Limited purchased 500 drip irrigation kits from Toro and sold more than 200 of them to smallholder farmers.

PURPOSE:
Commercialized a small-scale drip irrigation kit for sale to Zambian farmers to help ensure that farm productivity and returns will not be limited by unpredictable and inefficient water delivery to their fields.

APPROACH:
Toro incorporated smallholder feedback to redesign a drip irrigation kit to support 500-square-meter plots. International Development Enterprises enlisted its extensive networks to promote the kit to local suppliers and distributors. Toro worked with private retailer MRI AGRO Zambia Limited to sell the kits along with quality seed, chemicals, and extension services.
MRI-Syngenta
IMPROVED INPUTS AND PRODUCTION
PROGRAM PARTNERSHIP PERIOD: MARCH 2017 – DECEMBER 2019

ACHIEVEMENTS:
MRI-Syngenta established 20 seedling production and propagation facilities owned and operated by entrepreneurial young plant raisers who conduct extension, training, and marketing field days for more than 12,000 smallholder farmers.

PURPOSE:
Addressed lack of quality seed availability and low awareness among farmers of the value of using hybrid seed, which increases farmer productivity and income.

APPROACH:
MRI-Syngenta developed a lasting seedling production and distribution model for horticultural crops by supplying young entrepreneurs with training and equipment, such as greenhouse equipment and proper soil for seedlings. In return, entrepreneurs committed to buying MRI-Syngenta products exclusively for five years, allowing MRI-Syngenta to recover its costs and grow its market.

Stewards Globe
IMPROVED INPUTS AND PRODUCTION
PROGRAM PARTNERSHIP PERIOD: APRIL 2016 – MAY 2018

ACHIEVEMENTS:
Established contracts with 220 seed outgrowers, more than half of whom were women. Promoted new legume varieties through demonstration plots, trained agrodealers, and provided 124,701 smallholder farmers with access to seed through sales of more than 600 tons of soybean, sunflower, cowpea, groundnut, and common bean.

PURPOSE:
Increased production of certified seed varieties to meet demand in Zambia.

APPROACH:
Stewards Globe used an outgrower scheme to increase certified seed production and raise awareness of its brand through demonstration plots, field days, and promotional materials.

COVID-19 PANDEMIC RESPONSE (AUGUST 2020 - JULY 2021):
Partnering for Innovation provided COVID-19 economic response assistance to support Stewards Globe in establishing new retail shops to serve smallholder farmers in rural areas and with expanding use of a digital management platform to manage inventory, track sales, and geotag transactions in real-time.
Partnering for Innovation has developed a robust collection of knowledge products focused on engaging private sector businesses to achieve both commercial and development gains. These products range from on-the-ground collaboration with partners to technical studies conducted by expert consultants. Together, they equip development practitioners and the business community alike with a valuable set of resources for facilitating and managing successful shared-value partnerships. Partnering for Innovation has established a dedicated Agrilinks webpage to ensure that these resources are accessible in the future: www.agrilinks.org/activities/feed-future-partnering-innovation

Highlights of these products include:
Access Feed the Future Partnering for Innovation’s collection of knowledge products, tools, and resources on private sector engagement at:

www.agrilinks.org/activities/feed-future-partnering-innovation