



FEED THE FUTURE

The U.S. Government's Global Hunger & Food Security Initiative

Session 6 – Partnering for Impact: Leveraging Local Systems and Private Sector Partners

MRI-Syngenta and USAID/Zambia partnership March 2017 – August 2018
Investment total: \$1,843,487 (USAID: \$918,617; partner leverage: \$924,870)

To meet the rising demand in Zambia for horticultural products like tomato and cabbage, MRI-Syngenta is building a sustainable seedling production and distribution business. By growing and promoting hybrid seedlings, MRI-Syngenta is also addressing the lack of quality seed stock and increasing farmer awareness of the value of hybrid seeds. Through this partnership with USAID, MRI-Syngenta is setting up 20 seedling production and propagation facilities that are owned and operated by “young plant raisers” — young entrepreneurs who, in addition to raising seedlings, are being trained to conduct extension services, training and marketing field days in order to sell improved seedlings to smallholder farmers. This partnership is implemented by Fintrac under Feed the Future Partnering for Innovation.

Tolaro and USAID/Benin partnership May 2016 – May 2018
Investment total: \$1,610,034 (USAID: \$772,514; partner leverage: \$837,520)

More than 40 percent of the world's cashews are grown in West Africa, but more than 90 percent of the crop is exported without any value addition. By establishing an organic and Fair Trade-certified cashew roasting, seasoning and packaging plant in Benin, Tolaro is creating new opportunities for Benin's exporters and smallholder growers to benefit from value added income resulting from in-country cashew processing. Through this USAID partnership, Tolaro is also creating an equity ownership model. By making smallholders into shareholders, Tolaro is not only providing additional benefit to farmers, it is fostering farmer loyalty as future suppliers to Tolaro. Furthermore, the shareholder model is designed to ensure an equitable partnership with the smallholder farmer base and, if successful, could serve as an example for other companies engaging smallholder farmers. This partnership is implemented by Fintrac under Feed the Future Partnering for Innovation.

Solutions for African Food Enterprises (SAFE) October 2012 – September 2017
Investment total: \$20,791,303 (USAID: \$10,391,303; partner leverage: \$10,399,800)

Partners in Food Solutions, TechnoServe, and USAID formed SAFE to increase the competitiveness of the African food processing sector and expand availability of affordable and nutritious foods. Partners in Food Solutions is a non-profit organization formed by General Mills, Cargill, Royal DSM, Bühler, Hershey and Ardent Mills to transfer technology and knowledge through skilled volunteer employees and use of world-class facilities. The partnership's focus is to increase the availability of quality, safe and nutritious foods by enabling African food processors in Ethiopia, Kenya, Malawi, Tanzania and Zambia to meet local and regional food safety and quality standards in

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to individual food processors and sector-wide trainings, the partnership has provided customized technical assistance to 125 individual food processors and held 50 sector-wide trainings reaching over 1350 participants.

order to be competitive suppliers for local and regional markets. Through customized technical assistance provided

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