



FEED ^{THE} FUTURE

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

Partnering for Innovation

Annual Report #2

October 31, 2013 – September 30, 2014



USAID
FROM THE AMERICAN PEOPLE



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*All photos by Fintrac Inc.

EXECUTIVE SUMMARY

[Feed the Future Partnering for Innovation](#) (FTF P4I) is a USAID program that helps the private sector to scale and market agricultural technologies for smallholder farmers through commercialization grants and knowledge exchange. The program also facilitates partnerships between USAID Missions and the private sector and designs effective business development and engagement tools.

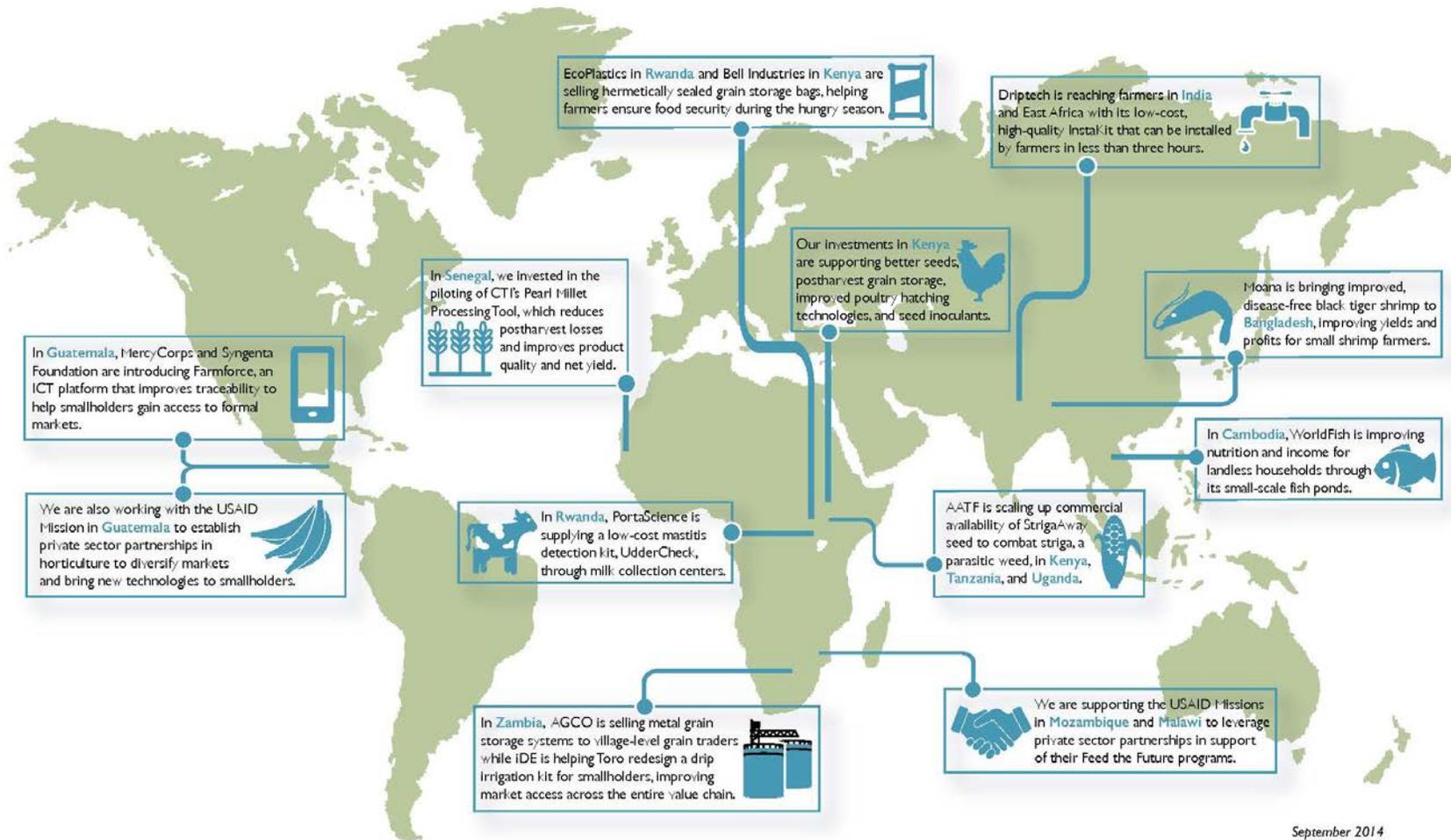
Achievements during this reporting period included:

- **35,000 smallholders are accessing new technologies** in eleven countries with at least 250,000 projected to benefit directly during by the end of the program, and exponential increases anticipated as access is further expanded.
- **\$11 million has been invested in new technologies** to date including \$3.4 million leveraged from the private sector.
- **17 new partners are participating in the program**, including five New Alliance LOI signatories: AGCO, Netafim, Syngenta Foundation, BASF and Tansed.
- **USAID Missions are investing \$19.2 million in new private sector partnership initiatives** aligned with FTF country strategies in Mozambique, Malawi, and Guatemala, as a direct result of FTF P4I support and guidance.
- **Tools and methodologies for investor engagement were highlighted in the publication *From Shareholders to Smallholders: A Guide to Optimizing Partnerships with the Private Sector for Smallholder Impact***. Featuring replicable models and case studies, it was launched at the FTF P4I workshop held at the 2014 World Food Prize event, and is now available as a digital book and downloadable file.
- **Expanding drip irrigation access and affordability to smallholders was the focus of the second annual *AgBusiness Lab*** held in Tanzania for African drip distributors, which featured on-site experts assisting participants with product design, financing, and distribution strategies. On-line credit application and systems design tools were posted for public use afterwards.
- **The program website, new on-line community [AgTechXChange](#), and other social media attracted 10,000 visitors monthly** for the purpose of information-sharing around new technologies, scaling for smallholder access and affordability, and resource optimization. The Partnering for Innovation webinar “How Leapfrog Technologies Will Change Agriculture” was remotely attended by participants from fourteen countries.

Technologies Commercialized by the FTF P4I Program

- Drip irrigation products
- On-farm and silo storage
- Processing equipment
- Animal health test kit
- Improved shrimp broodstock
- Egg incubators
- Improved seed varieties
- Legume Inoculants
- On-line traceability tools

Snapshot of Feed the Future Partnering for Innovation Global Activities



September 2014

INTRODUCTION

Partnering for Innovation is a USAID-funded program that helps the private sector to enter new markets and commercialize agricultural technologies that benefit smallholder farmers through competitive partnership solicitations and knowledge exchange. The program also facilitates partnerships between USAID Missions and the private sector and designs effective business development and engagement tools.

The program budget is \$66.9 million, of which \$52.5 million is allocated for technology commercialization and mission partnerships.

Program Goals

Partnering for Innovation's goal is to improve the incomes of smallholder farmers, especially women, in developing markets. Projected outcomes include:

- Making proven agricultural technologies commercially accessible to smallholder farmers.
- Fostering mission-level partnerships to leverage private sector investment.
- Identifying, evaluating, and profiling effective private sector engagement models for use by USAID and other practitioners.
- Capturing and disseminating best practices in technology development, adaption, and distribution.

About This Report

This report summarizes activities and accomplishments by component for the reporting period of FY2014 (October 1, 2013 to September 30, 2014). Accomplishments include:

Component 1:

- Conducted field evaluations and negotiated milestone-based partnerships with seven organizations selected for market-entry and scale-up investments with potential impact to 56 thousand farmers. Signed agreements with four organizations with one agreement pending signature.
- Managed the implementation of market-entry and scale-up grants, including the completion of three investments from FTF P4I's first round of funding: Purdue University's partnership with EcoPlastics in Rwanda and Bell Industries in Kenya to sell hermetically sealable grain storage bags (PICS) and Compatible Technologies International's (CTI) commercialization of a pearl millet processing machine in Senegal.
- Selected four new organizations for funding through a targeted solicitation focusing on horticulture and livestock in Feed the Future countries.
- As a result of existing partnerships, more than 35,000 farmers have access to new technologies.

Component 2:

- Developed the USAID Mission partnership engagement process, including scope of work and solicitation for new agricultural partnership (SNAP) procedures.
- Conducted outreach and marketing on the mission partnership process, attending two USAID regional events and producing materials explaining the partnership process.
- Initiated partnership activities with USAID Missions in Mozambique, Malawi, and Guatemala.

- Facilitated two request for application processes; made site visits and negotiated with four partners in Mozambique to address critical challenges in access to inputs, training in good agricultural practices, improved storage and market access, and agriculture finance with the potential to affect upwards of 50,000 smallholders; and completed request for application process in Malawi, receiving ten applications from private sector led teams.

Component 3:

- Researched and composed *From Smallholders to Shareholders: A Guide to Optimizing Private Sector Partnerships*. The guide includes 11 smallholder business models and case studies.

Component 4:

- Produced webinars and workshops and created online tools to share best practices in technology development and commercialization.
- Created and launched the [AgTechXChange](#), an interactive online community for information sharing and partnership development.
- Secured monthly public speaking or outreach opportunities for FTF P4I staff and partners.

“Working with Feed the Future Partnering for Innovation's business-oriented approach helped CTI enter the smallholder market in Senegal and build a sustainable business with local private sector partners. As a nonprofit, it was harder to do and took us longer to implement, but yielded better results.”

Wesley Meier
Program Director
Compatible Technology International (CTI)

COMPONENT I: AGRICULTURE TECHNOLOGY COMMERCIALIZATION

Between October 1, 2013 and September 30, 2014, the program supported the commercialization of seven technologies¹ through five signed subgrant agreements and identified six additional technologies for funding through competitive solicitation processes.

Current Partnering for Innovation Investments

Smallholder farmers face a broad range of limitations, from environmental constraints to market barriers. Partnering for Innovation invests in private sector companies that have proven technologies to help address these challenges. The program supports them in addressing the marketing and distribution challenges of getting these technologies into the hands of smallholder farmers.

Building on its portfolio of seven grantees in Year 1, the program awarded grants to an additional five companies in Year 2:

- The African Agricultural Technology Foundation (AATF) was awarded almost \$3.3 million for StrigAway commercialization to 39,000 smallholder farmers;
- Hawaii-based Moana Technologies received \$398 thousand to pilot introduction of pathogen-free broodstock shrimp in Bangladesh to over 1,000 smallholder farmers;
- AGCO received a market entry grant of \$399,000 to commercializing metal grain storage silos for the benefit of some 12,000 smallholders;
- Mercy Corps partnering with the Syngenta Foundation for Sustainable Agriculture (SFSA), received \$370,000 to introduce electronic crop production traceability to Guatemala via Syngenta's Farmforce platform to address compliance issues with the US Food Safety Modernization Act, benefitting 4,000 smallholders; and
- Surehatch received \$260,000 to introduce new egg incubators to smallholders in Kenya, increasing chick production by 900 percent for over 400 smallholders during the one year market entry grant.²

"We are holding our seed company partners accountable to meeting milestones in the same way that FTF P4I is working with us."

Gospel Omanyia
Senior Manager
AATF

"I am very comfortable with Partnering for Innovation's milestone approach. These are the same targets [to which] my own company will hold me accountable."

Spencer Morely
Farmforce Implementation Manager
Syngenta Foundation for Sustainable Agriculture

These partnerships will introduce new technologies that will

¹ AATF in three countries; Moana; AGCO; Mercy Corps, and Surehatch.

² One additional company, MEA, manufacturer of the nitrogen fixing inoculant BIOFIX® was approved after September 30 for FTF P4I funding.

help increase the productivity and incomes of 56,000 smallholder farmers during grant implementation in the coming year, with the potential to affect hundreds of thousands more once they have taken root in the market.

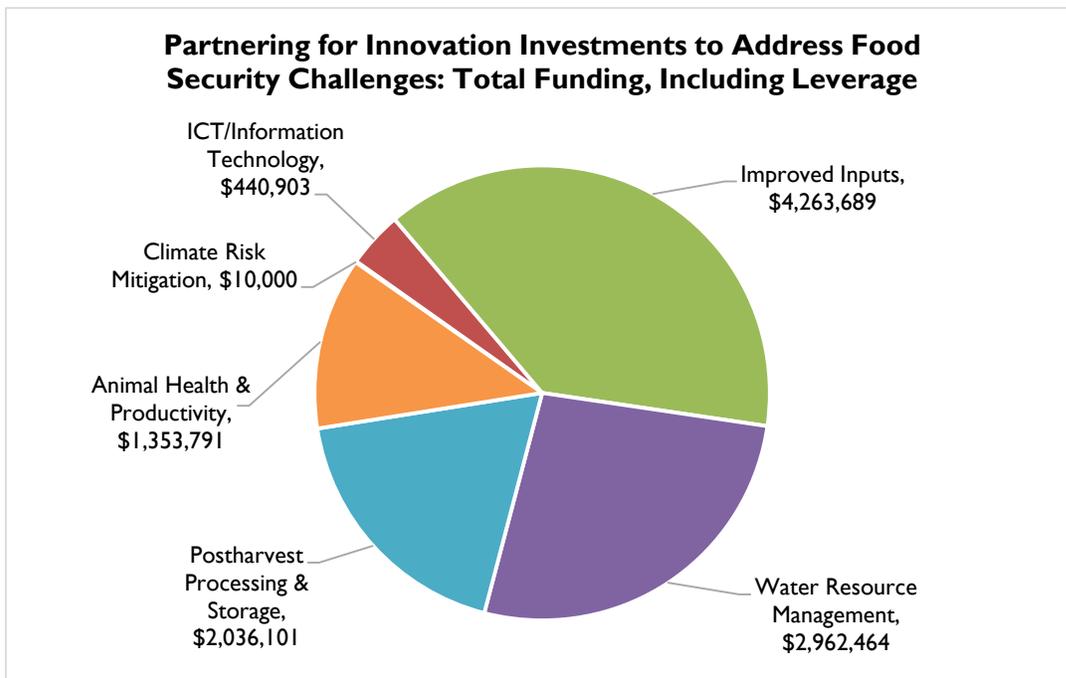
See Annex II for a complete list of Partnering for Innovation partners and their achievements.

Third Solicitation for Partnering for Innovation Commercialization Grants

FTF P4I's third call for expressions of interest closed on June 17, with 78 eligible applications focusing on horticulture, animal, and fish value chains in Feed the Future countries. The Internal Review Committee recommended 15 applications for review by a panel of external technical and agribusiness experts on the Commercialization review Committee (CRC).

Partnering for Innovation Commercialization Review Committee

- Ricardo "Raca" Lardizabal, head of global production for Fintrac
- Tim de Mestre, general manager of Paraway Pastoral of Australia
- Hasit "Tiku" Shah, managing director of the Sunripe Group of Companies of Kenya
- Francisco Viteri, CEO of Agropecuaria Popoyán, S.A., a diversified agribusiness based in Guatemala



COMPONENT 2: PARTNERSHIP DEVELOPMENT

FTF P4I works with USAID Missions to develop partnerships that support Feed the Future objectives in individual countries by:

- Providing needs assessment and other technical assistance;
- Designing partnership solicitations through a consultative process;
- Managing the solicitation process; and
- Managing partnerships through performance-based grants based on business metrics.

The program provides USAID Missions with an efficient way to engage the private sector by signing partnerships in an abbreviated timeframe with agreements that are milestone-based.

By designing tailored solicitations for new agricultural partnerships, FTF P4I identifies potential private sector partners that address either an agricultural or food security challenge or gaps in mission agricultural portfolios. The program then initiates a fast-tracked review and approval process with direct mission participation, ultimately resulting in high-impact performance-based partnerships that ensure direct accountability for results that show a significant return on USAID's investment. This innovative process significantly accelerates the partnership awards to provide missions with immediate results. For example, FTF P4I developed a solicitation on behalf of USAID/Mozambique and identified awardees less than six months after initial conversations with the mission. To date, the program's approach has secured \$19.2 million in mission buy-in funding from Mozambique, Malawi, and Guatemala, an investment with the potential to directly impact the ability almost 125,000 smallholder farmers to access improved agricultural technologies and new markets.

In March, Partnering for Innovation was conducting due diligence on a new technology commercialization partnership. The team used that opportunity to market FTF P4I's partnership work to the mission and also followed up on this meeting during the May Feed the Future Global Forum. The result was a new mission partnership buy-in request for FTF P4I assistance from USAID Guatemala.

Partnering for Innovation manages the entire solicitation process, including:

- Drafting and releasing the solicitation;
- Collecting applications;
- Organizing and facilitating the evaluation process;
- Negotiating and conducting due diligence on the potential awardee; and
- Drafting and managing the agreement, including monitoring visits and reporting results.

Promotion of mission partnerships began with the USAID Global Learning and Evidence Exchange (GLEE) conferences held in Addis Ababa, Ethiopia and Bangkok, Thailand in December and January. Interested missions then contact the program's AOR to initiate the partnership process.

To date, each solicitation has been unique to the mission’s needs. For example:

Mozambique

During this reporting period, the program developed and agreed upon a scope of work and a solicitation with USAID/Mozambique that complied with their priority value chains and zones of influence.³ Issued on May 12, the solicitation invited potential partners to submit a project proposal supporting USAID’s Feed the Future value chains and geographic zones of influence. Of the 14 applications submitted, a technical evaluation committee selected four projects to enter into negotiations for funding. The mission buy-in for the partnerships is \$11.2 million with an additional \$18.7 million in partner leverage.

The negotiation process shows me that Partnering for Innovation really was designed for the private sector.

*Guillermo Machado,
Director of Export Marketing
ETG Mozambique*

Malawi

USAID/Malawi committed to a buy-in of \$3 million to target proposals from Malawian-registered companies. Priority value chains included orange flesh sweet potato, ground nuts, and soy in Feed the Future Zones of Influence. Also unique to this agreement was that New Alliance for Food Security and Nutrition Letter of Intent companies were eligible to target any crop or geographic area in Malawi. In June, FTF P4I designed the tailored solicitation after meeting with 35 potential partners, issued a solicitation on July 28, and received nine eligible applications in September. Applications were sent to the technical evaluation committee with plans to evaluate and select applicants for negotiation in October in Lilongwe.

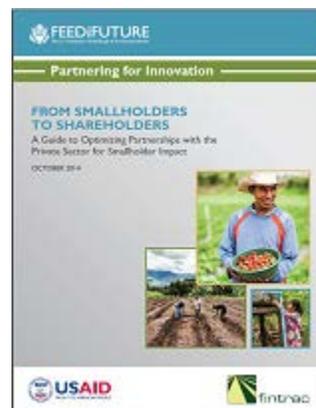
Guatemala

Partnering for Innovation conducted a site assessment to help USAID/Guatemala identify partnership opportunities in horticulture in the Western Highlands. As a result of the visit, the mission committed up to \$5 million for partnerships. A solicitation was issued on September 12 with a focus on diversifying horticultural crops for export, identifying new export markets for horticulture products, and improving smallholder access to new technologies for improved horticultural crop production. During the last week of September, FTF P4I held bidders conferences in Antigua and Quetzaltenango to promote the solicitation and answer questions about the funding opportunity. More than 45 exporters, local universities, and trade association representatives participated.

³ Sesame, soybeans, pigeon peas, ground nuts, common bean, cowpeas, and bananas Nampula Province limited to Monapo, Meconta, Angoche, Moma, Mogovolas, Murrupula, Nampula, Mecuburi, and Malema districts; Zambezia Province limited to Gile, Alto Molocue, Gurué, Mocuba, and Nicoadala districts; Tete Province limited to Macanga, Angonia, and Tsangano districts; Manica Province limited to Barué, Manica, Gondola, Chimoio, Sussudenga, and Mossourize districts.

COMPONENT 3: DESIGN AND ANALYSIS OF INVESTMENT MODELS

One of the main challenges in developing successful technology-focused private sector partnerships in the agricultural sector is in identifying the right business model. Many agricultural innovations do not achieve commercial success or their intended impact on smallholders because they are missing key factors. In Year 2, FTF-P4I researched and developed business models and case studies that had the greatest potential to impact smallholders in emerging markets. Following a review of more than 200 publications, interviews with 26 cross-disciplinary thought leaders, and analyses of more than 100 case studies, the program launched *From Smallholders to Shareholders: A Guide to Optimizing Partnerships with the Private Sector for Smallholder Impact*.



The guide takes an understanding of inclusive business models and their associated risks to develop private sector partnerships with the greatest potential for success. Presented in an easy-to-read format, the guide offers checklists, tools, and case studies on different business models effective in reaching the smallholder market. It helps readers understand risk, reward, and effectiveness in order to choose the best model for their environment. Each business model in the guide includes a roadmap with best practices and lessons learned through 11 real-world examples.

Guide highlights include:

- A common framework through which to analyze, prioritize, and develop private sector partnerships;
- The introduction of the shared value canvas that allows the reader to quickly assess a model's core elements, how they work together to generate value for smallholders and businesses, and the strategic role donors can play to mitigate risks and/or accelerate value creation;
- Proven, inclusive business models that can be commercially viable while increasing smallholder farmers' livelihoods and associated case studies that demonstrate how these are working in the field; and
- A contextual assessment tool that facilitates the contextual understanding that can drive business strategy and determine if a business will be successful (or not).

The guide launched this October at the 2014 Borlaug Dialogue and World Food Prize in Des Moines, Iowa and at USAID's October Ag Sector Council Seminar, which included over 180 participants from around the world through the accompanying webinar. Since the October 15 launch, the report has been viewed over 800 times. *From Smallholder to Shareholders* is part of Partnering for Innovation's ongoing effort to be a connector of ideas and a broker of knowledge in agricultural innovation. The guide will serve as a cornerstone of a more active conversation with practitioners as to what works and why in developing and scaling agricultural innovations in emerging markets.

COMPONENT 4: KNOWLEDGE EXCHANGE

Partnering for Innovation has become a comprehensive resource for learning, analysis, dialogue, and interaction on commercializing agricultural technologies for smallholder farmers as well as a resource for developing innovative partnerships. Through our online community, the AgTechXChange, and the program [website](#), FTF P4I has become an important resource for materials, educational videos, technology profiles, blogs, and business models.

Achievements this reporting period include:

- External relations and public speaking were high priorities for the program in Year 2. This includes featured speaking engagements with the Ag Sector Council, two USAID GLEEs, the SANREM Innovation Lab Annual Meeting, the University of Tel Aviv’s Manna Center Conference on Food Security, as well as the FTF Global Forum in May where the program had a booth, and the Frontiers in Global Development where FTF P4I partner Mercy Corps/Farmforce gave a DevTalk about their technology.
- Feed the Future published an article about UdderCheck in its [February Newsletter](#), and partners were featured in more than five different periodicals.
- The program organized a seminar in conjunction with the 2013 Borlaug Dialogue and World Food Prize on models for effective technology transfer, including grantee presentations from Driptech and AATF. A blog post and video of the event ([Accelerating Agricultural Technology Transfer](#)) are posted to the program website.
- Given the success of this event, FTF P4I began planning for a follow-up event to launch the *From Smallholders to Shareholders* guide and feature additional partners.
- The Partnering for Innovation webinar on [“How Leapfrog Technologies Will Change Agriculture”](#) attracted participants from 14 countries including Guatemala, Burma, Tajikistan, and Zambia. Speakers from the US, Uganda, and Kenya discussed why technology leaps are critical for developing countries and provided examples of two technologies: solar-powered drip irrigation and mobile-based banking for smallholder farmers. This was followed by more than an hour of Q&A from participants around the world.
- Eleven drip irrigation distributors from FTF countries in Africa attended the second Partnering for Innovation AgBusiness Lab on May 12-15 in Arusha, Tanzania. The focus was scaling, marketing, and distributing drip systems for smallholders, with on-site experts available to assist participants with product development, financing, and business planning. A report on the AgBusiness Lab is available on Fintrac’s intranet. Resource materials and blogs are on the AgTechXChange, and [Africa Agribusiness](#) featured an article about the Lab entitled, “Can Selling Drip Irrigation to Smallholders Be Big Business?”



FTF P4I also conducted follow-up consultations with the participants and provided each company with information and contacts for ongoing agricultural development programs in each of their countries that may be a potential market for smallholder irrigation packages.

- In Zimbabwe, DripTech Irrigation is targeting the tobacco sector to introduce drip for counter-seasonal production of vegetables and other crops.
 - In Ghana, Agrimat Ltd. has developed a funding proposal to train 60 local technicians to sell and service irrigation packages for customers, which would be conducted using expertise from Texas A&M.
 - In Senegal, Delta Irrigation has put together a small kit that includes an irrigation package, seeds, fertilizers, and pest management products and is discussing financing with local MFIs.
 - In both Kenya and Tanzania, Balton, Irrico Amiran, and G. North & Son are working through development programs to promote and market their kits to smallholders.
- 
- In addition, FTF P4I continues to maintain close ties with participants from the 2013 AgInvestor Lab, and the following milestones have been achieved with technical assistance from the program:
 - PanXchange received USAID support to open the first electronic grain trading facility in Kenya.
 - Sistema Biobolsa has established four community digestors servicing 172 farmers.
 - Catholic Relief Services joined forces with CTI to assess the market for the company's smallholder groundnut suite in Zambia.
 - CTI is launching a crowdsourcing campaign for its Pearl Millet Thresher in order to continue to fund its rollout in West Africa and hired industrial designer, Diana Sierra, of the Earth Institute's SoilDoc program to facilitate its product redesign.
 - Partnering for Innovation's online presence and outreach continues to grow with:
 - [LinkedIn group](#) at close to 700 members;
 - [@FTF-PI](#) Twitter at more than 600 followers;
 - AgTechXChange at close to 500 members; and
 - Combined [Partnering for Innovation website](#) and [AgTechXChange](#) visits have doubled in the past year and now average nearly 10,000 visitors a month.
 - In addition, the program published 15 [blogs](#) in Year 2. Popular topics included:
 - "Obstacles and Opportunities to Scaling Technology"
 - "Partnerships in an Age of Innovation"
 - "The Business Case for Smallholders as Customers"

PROGRAM IMPACT

Program monitoring tracks the two main indicators required in Partnering for Innovation's cooperative agreement, as well as additional indicators related specifically to technology commercialization and partnership subawards. The table below shows results to date against indicators. Targets for the program are currently in negotiation with USAID; final targets will be reflected in the next annual report.

Indicator 4.5.2-12							
Number of public-private partnerships formed as a result of Feed the Future (FTF) assistance							
Component #	Yr. 2 Cumulative Target	Actuals as of Yr. 2	Variance	Notes on Variance	Target	Remaining	
1. Agriculture Technologies Commercialized	16	13	3	Per guidance given in May 2014, we are no longer including the \$10,000 grants under this indicator.	19	6	
2. Partnership Development	4	0	4	We are currently finalizing negotiations with four partners in Mozambique.	15	15	
Indicator 4.5.2-38							
Value of new private sector investment in the agriculture sector or food chain leveraged by FTF implementation (US\$,000)							
Component #	Type of Contribution	Yr. 2 Cumulative Target	Actuals as of Yr. 2	Variance	Notes on Variance	Target	Remaining
1. Agriculture Technologies Commercialized	M&E Leverage	1,782	586	1,196	3,618 has been committed by partners (of that, 2,158 will count under M&E); however, the total amount has not yet been incurred.	13,124	12,538
	Additional Contribution		189				
2. Partnership Development	M&E Leverage	0	0	0	FTF P4I estimates approximately 26,472 committed by partners (of which 20,797 will count under M&E) for Mozambique, Malawi, and Guatemala partnerships.	13,124	13,124
	Additional Contribution	0	0	0			

Additional FTF Indicators for Subgrants, Other Indicators for FTF P4I							
Indicator #	Indicator Description*	Yr. 2 Cumulative Target	Actuals as of Yr. 2	Variance	Notes on Variance	Target	Remaining thru LOP
4.5.2-2	Number of hectares under improved technologies or management practices as a result of USG assistance	43,496	614	42,882	Partners with awards affecting this milestone have experienced delays in implementation; in addition, Round 2 did not result in as many grants applicable to this indicator as Round 1, therefore lower numbers are expected.	304,811	304,197
4.5.2-5	Number of farmers and others who have applied new technologies or management practices as a result of USG assistance.	70,026	35,479	34,547	Some partners with awards affecting this milestone have experienced delays in sales and implementation.	363,448	327,969
4.5.2-39	Number of technologies or management practices made available for transfer as a result of USG assistance.	28	24	3	Per guidance given in May 2014, we are no longer including the \$10,000 grants under this indicator.	29	5
TBD	Number of technologies commercialized in FTF countries	17	12	5	Per guidance given in May 2014, we are no longer including the \$10,000 grants under this indicator. In addition, there were delays signing one of the Round 2 awards, and one partnership was canceled during the due diligence phase of negotiations.	17	5
	Number of program-assisted technologies with initial market sales in FTF countries	14	8	6	Partners with awards affecting this milestone have experienced delays in implementation.	17	9
TBD	Investment Design/Models	5	11	-7		20	9

- Notes: Indicators are captured per the assumptions listed in the FTF P4I Monitoring and Evaluation Plan, with the exception of indicators 4.5.2-2 and 4.5.2-5. USAID has revised disaggregates to remove “continuing” results, therefore FTF P4I has removed any, continuing numbers from the results, reported. This will affect program targets and most likely necessitate a revision of length of project targets for these two indicators.
- Component I partners have committed a total of \$3,493,298 in applicant contribution.

ANNEX: OVERVIEW OF PARTNERSHIPS

Current Grants	Partners	Technology	Outcomes	Progress Update	Country	Date of Award	FTF-P4I Grant Amount	Estimated Leverage
Driptech	N/A	Customizable 1 acre, drip irrigation in a box	1,000 farmers purchase customizable, drip irrigation kit.	750 InstaKits sold with over 100 different distributors in India and export sales	India	07/05/13	\$400,000	\$327,350
PortaScience	African Breeder Services Total Cattle Management, local agrovet	Dip stick detecting mastitis in cows	\$25,000 worth of UdderCheck and related animal hygiene products sold benefitting over 6,000 farmers with potential to increase profitability in the Rwandan milk industry by \$6 million.	\$5,000 in sales of UdderCheck and animal hygiene products distributed through milk collection centers (MCCs) in Rwanda.	Rwanda	08/22/13	\$399,371	\$28,290

Current Grants	Partners	Technology	Outcomes	Progress Update	Country	Date of Award	FTF-P4I Grant Amount	Estimated Leverage
Netafim	Amiran Kenya, Connexus	500 m2, 0.5 ha, 1 ha small holder drip irrigation kits	\$10 million worth of drip irrigation and TA packages financed through new loan mechanism benefiting 4,600 farmers.	\$165,000 in sales of drip irrigation equipment to smallholders in Kenya.	Kenya	09/10/13	\$993,940	\$952,048
Purdue (Kenya)	Bell Industries, WonderPack, USAID-KAVES	Hermetic grain storage bags	17,500 grain storage bags purchased, reducing postharvest losses for over 4,000 farmers.	57,572 bags sold, exceeding the target by 228% and benefitting over 14,500 farmers. Over 47,000 farmers and lead farmers attended open bag ceremonies to receive demonstrations and trainings in the use of PICS bags.	Kenya	09/27/13	\$386,201	\$34,464

Current Grants	Partners	Technology	Outcomes	Progress Update	Country	Date of Award	FTF-P4I Grant Amount	Estimated Leverage
iDE	Toro Irrigation	500 m2 smallholder drip irrigation kit	100 farmers purchase Toro drip irrigation system, available in Africa for the first time.	\$20,000 in sales achieved, with additional orders pending delivery	Zambia	09/19/13	\$216,248	\$72,878
African Agricultural Technology Foundation	CIMMYT, BASF, six local seed companies	Hybrid seed	955 MT of StrigAway will be sold, benefitting 45,000 farmers in 3 countries. AATF and its partners will bring StrigAway to more than 20,000 smallholders in Kenya, Tanzania, and Uganda, where Striga affects approximately 1.4 million hectares of land.	StrigAway sales of 86 MT in Kenya and 30 MT in Uganda, benefitting 4,700 farmers to date	Kenya, Tanzania, Uganda	01/15/14	\$3,287,405	\$976,284

Current Grants	Partners	Technology	Outcomes	Progress Update	Country	Date of Award	FTF-P4I Grant Amount	Estimated Leverage
Moana	Bangladesh Shrimp and Fish Foundation	Disease-free shrimp	1,000 small farmers will buy and grow pathogen free shrimp resulting in 40-65% increase in production volumes per hectare and upwards of 30% price premium.	350 broodstock arrived in Bangladesh	Bangladesh	03/10/14	\$398,286	\$171,070
AGCO	Grain Storage International Africa, Yabema Grain, Musika	Metal grain storage system for smallholders	Sales of 40 silos benefitting more than 12,000 smallholders.	Workplan and training curricula developed.	Zambia	05/07/14	\$399,467	\$658,362
Mercy Corps	Syngenta Foundation for Sustainable Agriculture	Farmforce, a traceability and supply chain management system	Sales of Farmforce subscriptions to 6 export companies, creating market access to US markets (FSMA requirements for 4,000 smallholders).	1 Farmforce subscription sold to an exporter in Guatemala, which will provide traceability for 400 farmers' produce.	Guatemala	07/07/14	\$370,205	\$70,698

Current Grants	Partners	Technology	Outcomes	Progress Update	Country	Date of Award	FTF-P4I Grant Amount	Estimated Leverage
Surehatch	N/A	Smallholder egg incubators	438 smallholder farmers will be business owners and have the ability to expand the number of chickens sold in the local market.	Initial workplan, marketing, and training plans have been developed.	Kenya	07/28/14	\$260,289	\$86,485
MEA Limited	University of Nairobi WeRate	Rhizobial inoculants and specialized fertilizer blends	Over the course of the grant period, MEA will sell over \$40,000 comprised of 73,000 Biofix packets ranging from 10, 20, and 50-gram packets to 51,000 farmers.	In negotiation	Kenya	In negotiation	\$413,041	\$95,172
Completed Grants								

Current Grants	Partners	Technology	Outcomes	Progress Update	Country	Date of Award	FTF-P4I Grant Amount	Estimated Leverage
Purdue (Kenya)	Bell Industries, WonderPac k, USAID-KAVES	Hermetic grain storage bags	17,500-grain storage bags purchased, reducing postharvest losses for over 4,000 farmers.	57,572 bags sold, exceeding the target by 228% and benefitting over 14,500 farmers. Over 47,000 farmers and lead farmers attended open bag ceremonies to receive demonstrations and trainings in the use of PICS bags.	Kenya	09/27 /13	\$386,201	\$34,464
Purdue (Rwanda)	EcoPlastics	Hermetic grain storage bags	15,000 grain storage bags purchased, reducing postharvest losses for over 7,500 farmers.	24,000+ bags sold to 12,047 farmers, exceeding the target by 60%. Can sell more than 250,000 in 5 years.	Rwanda	03/27 /13	\$149,500	\$0

Current Grants	Partners	Technology	Outcomes	Progress Update	Country	Date of Award	FTF-P4I Grant Amount	Estimated Leverage
Compatible Technology International	International Fund for Agricultural Development/ Ministry of Women's Affairs	Pearl millet processing suite comprised of a grinder, winnower, thresher, stripper	\$15,000 pearl millet processing suites purchased, with local manufacturers and distributors identified and recruited for subsequent sales.	\$22,762 in sales, exceeding the target by 50%, and benefitting over 1,000 farmers and their households.	Senegal	07/29/13	\$387,911	\$41,439
Mini-grants								
WorldFish	Wetlands Alliance, Resource Legacy Fund, CGIAR Research Program for Aquatic Agricultural Systems, Culture and Environment Preservation Association	Individual fish ponds	Farmers benefit from individual fish ponds and water that can be used for kitchen gardens.	49 WishPonds installed, benefitting 44 farmers and their households.	Cambodia	08/01/13	\$10,000	\$0

Current Grants	Partners	Technology	Outcomes	Progress Update	Country	Date of Award	FTF-P4I Grant Amount	Estimated Leverage
Sistema Biobolsa	N/A	Small scale biodigesters	Installation of four new demonstration systems benefitting 100 farmers in four new regions in Mexico.	Reached 176 farmers in 4 demonstration sites with 5 immediate sales and a waiting list of more than 86 farmers for sales, pending financing.	Mexico	08/02/13	\$10,000	\$0
Catholic Relief Services (CRS)	Compatible Technology International, ICRISAT Malawi, Women for Change Mawa Project	Ground nut processing technology suite	Assessing the potential for a ground nut shelling suite for the 700,000 smallholder groundnut producing households in Zambia.	Commercialization Strategy & Report Completed	Zambia	08/09/13	\$10,000	\$0